

Applus+ Group H1 2019 Results Presentation

29 July 2019





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Nothing in this presentation should be construed as a profit forecast.



Results Presentation H1 2019

→ **HIGHLIGHTS**

FINANCIAL REVIEW
BUSINESS REVIEW
SUMMARY & OUTLOOK

Fernando BasabeChief Executive Officer





- Robust organic revenue growth, margin improvement and cash generation
- Good diversified performance continues across all divisions
- Two acquisitions in Labs division with a combined revenue of €5 million p.a. and strongly margin accretive
- Auto Irish contract renewal expected to be signed soon
- H1 Results:
 - **Revenue** of €875.8 million up 7.8% (organic¹ +6.6%)
 - Operating profit² of €98.2 million up 13.9% (organic¹ +11.1%)
 - Operating profit² margin of 11.2%, up 60 bps (organic¹ +44 bps)
 - Free cash flow up 18.8%
 - **Earnings per Share**² of €0.38, up 18.1%

⁽¹⁾ Organic is at constant exchange rates and based on prior year proforma figures including IFRS16

⁽²⁾ Adjusted for Other Results, amortisation of acquisition intangibles and based on Last Year Proforma figures including IFRS 16



Results Presentation H1 2019

HIGHLIGHTS

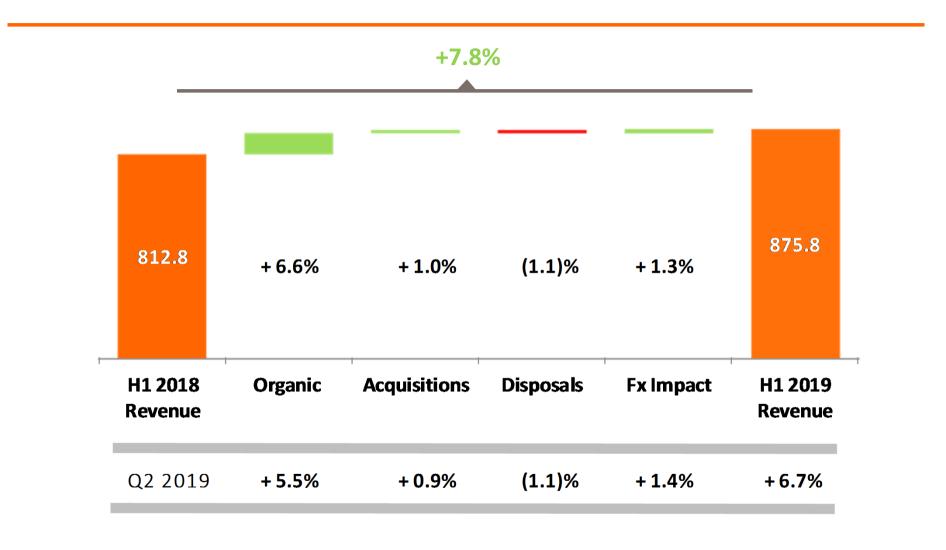
→ FINANCIAL REVIEW

BUSINESS REVIEW
SUMMARY & OUTLOOK

Joan AmigóChief Financial Officer



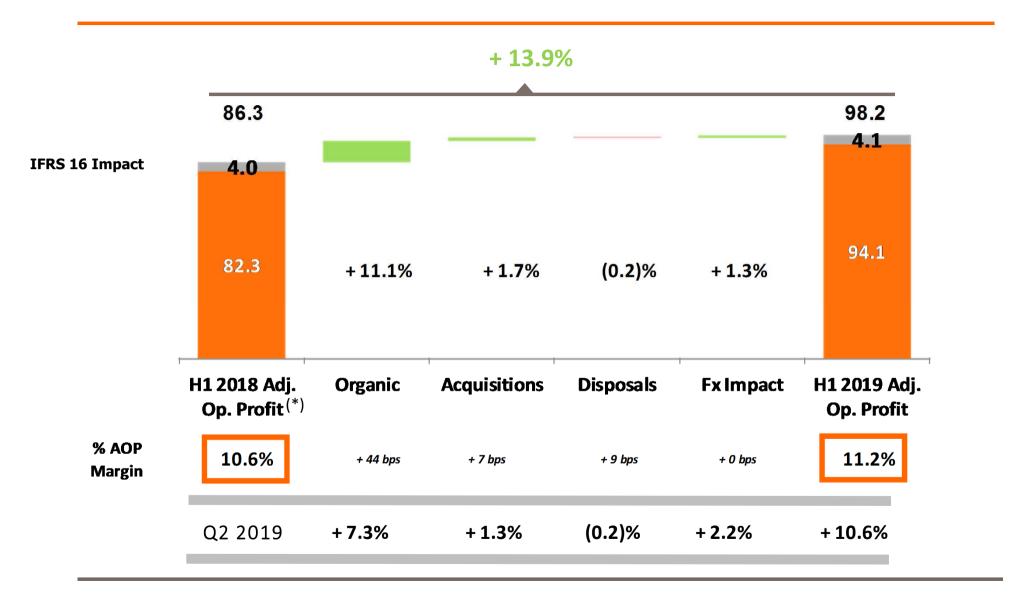




Robust revenue growth – mostly organic







Double digit growth with 60 bps margin improvement – mostly organic



Excluding IFRS 16

IFRS 16 H1 2019 2018 Change 2019 2018 Revenue 875.8 812.8 7.8% 27.3 25.3 Adj. EBITDA 119.4 106.9 11.8% Ebitda margin 13.6% 13.2% + 49 bps D&A (25.4)(24.6)(23.2)(21.3)Adj. Operating Profit 94.1 82.3 14.3% 4.1 4.0 10.7% 10.1% + 62 bps Adj.Op.Profit margin **PPA** Amortisation (29.5)(29.6)Other results (1.0)(1.1)23.1% **Operating profit** 63.5 51.6 4.1 4.0 Finance result (7.4)(9.3)(3.9)(4.1)**Profit before tax** 56.1 42.3 32.6% 0.1 0.1 (14.6)(11.5)(0.2)(0.2)Income taxes 41.5 30.8 34.5% (0.1)(0.1)**Net Profit** Minorities (11.1)0.0 0.0 (8.6)36.7% **Net Profit Group** 30.3 22.2 (0.1)(0.0)**Adjusted Net Profit Group** 45.9 18.1% 54.2 36.7% **EPS** in € 0.212 0.155 18.1% Adjusted EPS in € 0.379 0.321

Including IFRS 16

	H1	
2019	2018 Proforma	Change
875.8	812.8	7.8%
146.7	132.1	11.0%
16.8%	16.3%	+ 50 bps
(48.5)	(45.9)	
98.2	86.3	13.9%
11.2%	10.6%	+ 60 bps
(29.5)	(29.6)	
(1.0)	(1.1)	
67.7	55.6	21.8%
(11.5)	(13.2)	
56.2	42.4	32.5%
(14.8)	(11.6)	
41.4	30.8	34.5%
(11.1)	(8.6)	
30.3	22.2	36.7%
54.1	45.9	18.1%
0.212	0.155	36.7%
0.379	0.321	18.1%



		H1	
	2019	2018	Change
Adjusted EBITDA	146.7	132.1 ^(*)	11.0%
Payments of lease liabilities (IFRS 16)	(27.3)	(25.3)	
Increase in working capital	(30.1)	(41.1)	
Capex	(25.3)	(18.5)	
Adjusted Operating Cash Flow	64.1	47.3	35.4%
Cash Conversion rate	43.6%	35.8%	
Taxes Paid	(19.6)	(8.8)	
Interest Paid	(5.2)	(5.5)	
Adjusted Free Cash Flow	39.2	33.0	18.8%
Extraordinaries & Others	0.7	1.6	
Dividends to Minorities	(6.0)	(4.0)	
Operating Cash Generated	33.9	30.6	10.7%
Acquisitions	(13.3)	(31.0)	
Cash b/Changes in Financing & FX	20.6	(0.4)	

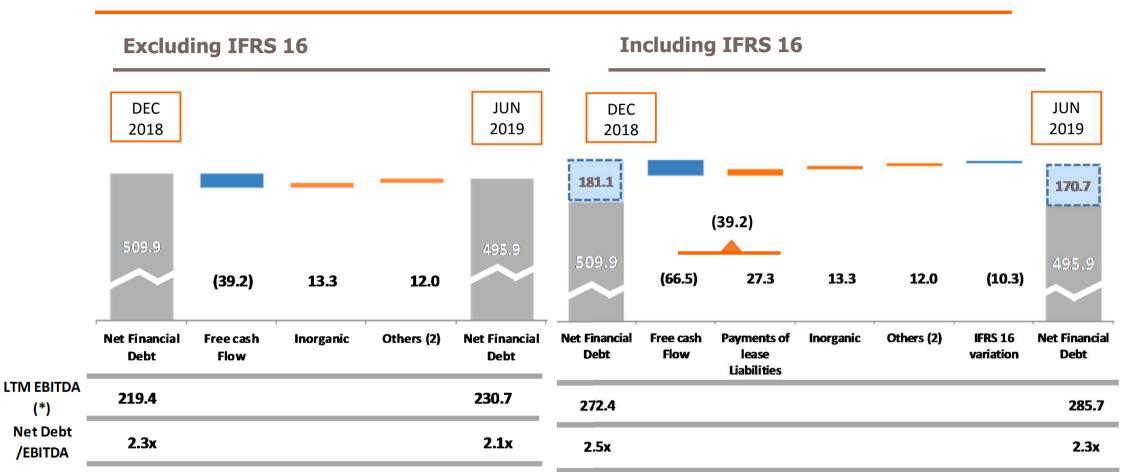
- Payments of lease liabilities is the adjustment related to IFRS 16
- Capex increase due to the investments in IDIADA new CAV track and new EMC chambers in Labs
- Taxes increase due to refunds in prior year

^(*) Adjusted EBITDA for 2018 includes IFRS 16 impact of 25.3M€. Reported adjusted EBITDA 2018 = 106.9M€

H1 2019. Net Debt – as defined by bank covenant₁







Net debt position provides flexibility

Covenant is at 4.0x defined at Frozen GAAP (excluding IFRS 16)

^(*) LTM EBITDA includes proforma annual results from acquisitions

⁽¹⁾ Stated at annual average rates

⁽²⁾ Others includes Extraordinaries, Dividends paid to minorities and other items



Results Presentation H1 2019

HIGHLIGHTS
FINANCIAL REVIEW

→ **BUSINESS REVIEW**

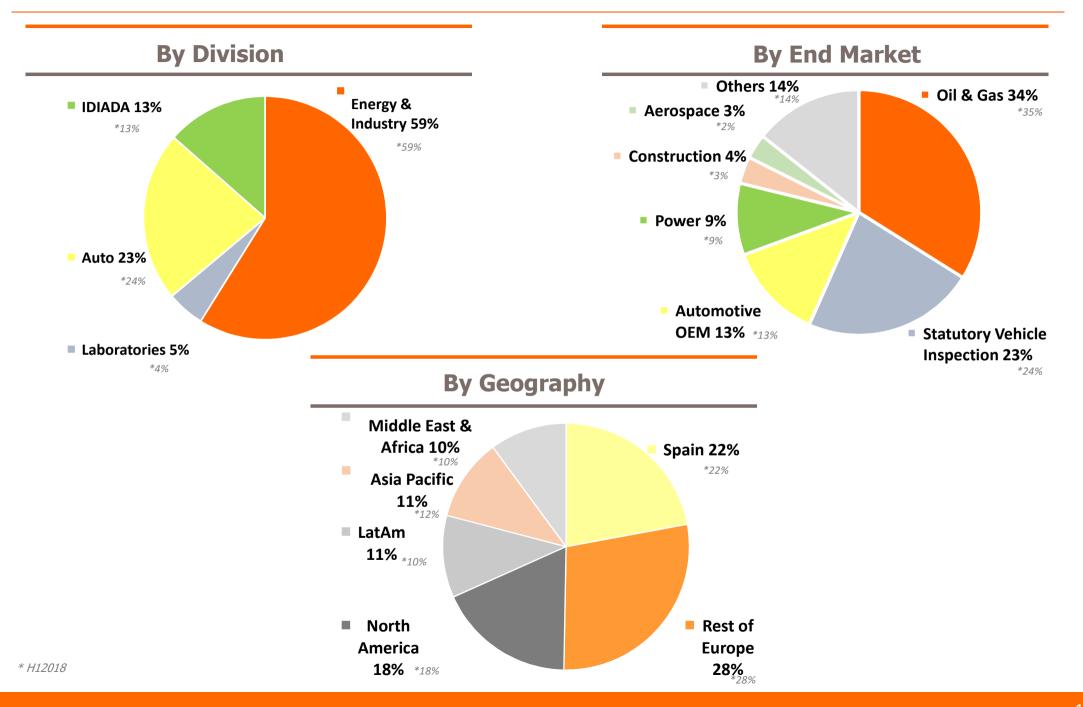
SUMMARY & OUTLOOK

Fernando BasabeChief Executive Officer

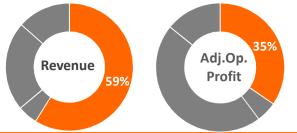


H1 2019. Revenue by Division, End Market and Geography



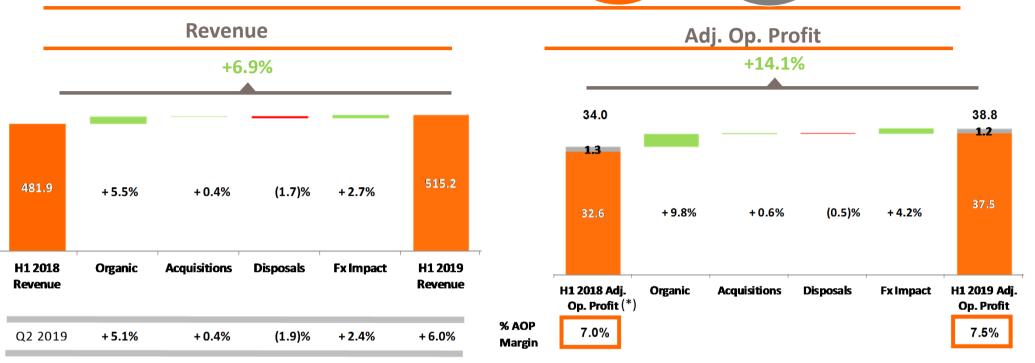


Energy & Industry Division (I)









- Continue at target growth rate for organic revenue of mid single digits and 50 bps of margin increase - mostly organic
- Continued end market diversification of this division
- Aerospace and Power (energy generation and distribution for capex and opex) are very strong
- Oil & Gas continues to improve and outlook remains positive especially for large LNG capex projects



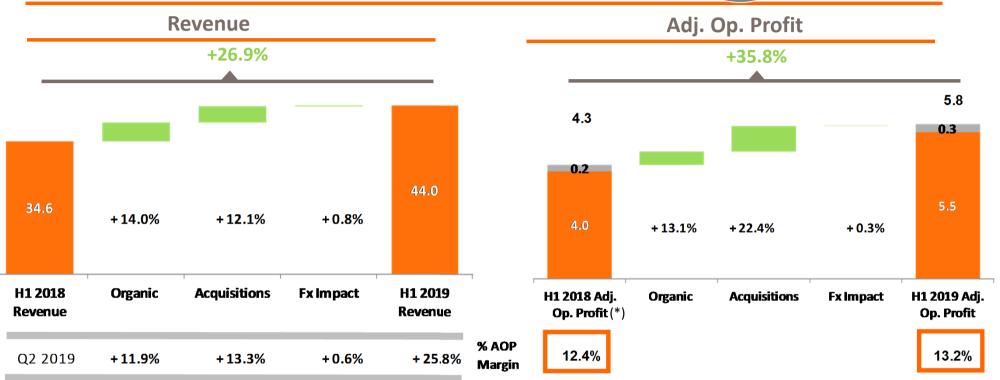
- Southern Europe, Africa & Middle East, Asia-Pac (47% of division revenue) up mid single digits
 - Spain, Middle East and Asia-Pac continue leading the growth across all end markets and Africa slightly down
- North America (24%) slightly down. The Opex business including Pipeline integrity, Aerospace and Nuclear are offsetting the fewer active large New Construction Pipeline projects
- Northern Europe (18%), up mid single digit accelerating from Q1. The higher margin International Pipeline projects business managed from the region and an improvement in Germany and UK leading the growth
- LatAm (11%), double-digit growth with good performance in most countries.
 All end markets performing well, especially power

Laboratories Division









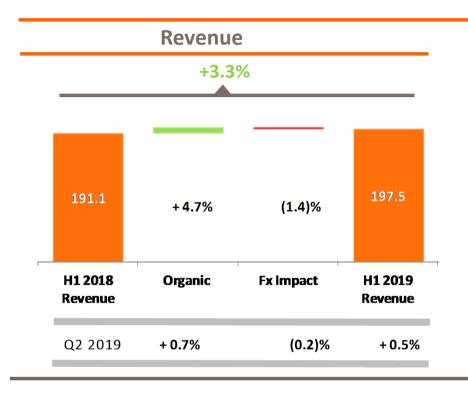
- Excellent revenue and profit growth with margin improvement
- Outstanding performance in most of the business services especially Electromagnetic compatibility, construction and metrology
- Acquisitions continue with seven made in the past 3 Years. 2 made in H1 with 5 million annual combined revenue
- Continue working on further acquisition opportunities

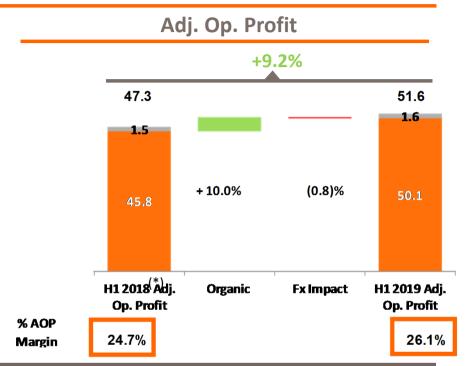
Automotive Division











- Mid single digit revenue growth with strong margin improvement despite the lower Q2 revenue growth due to Easter seasonality
- Irish contract: in the final stages of contract signing. Applus submitted the best overall value tender due to the strong technical component of the bid
- Good renewals track record with none lost in the last ten years
- Good pipeline of greenfield and market share opportunities

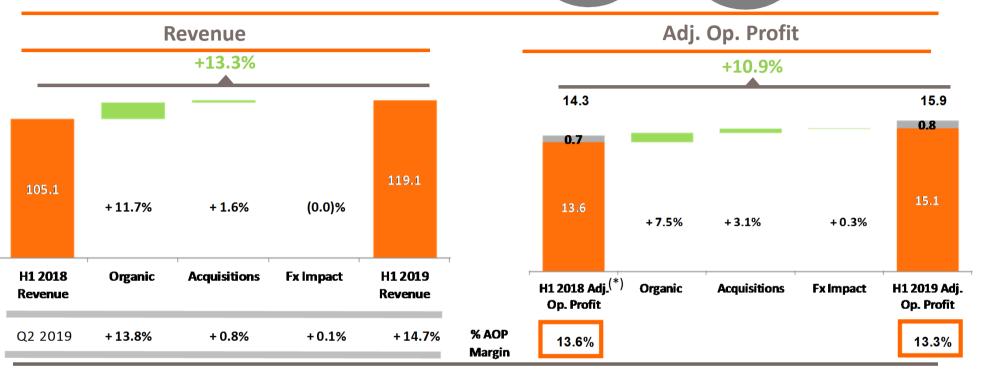


- Low single digit revenue growth in Spain. Most of the regions growing with
 Canary Islands, Galicia and Madrid leading the growth
- Ireland and Nordic countries flat
- Mid single digits growth in US with good performance in all contracts
- LatAm, strong performance in all countries and good ramp up in Uruguay
 with Ecuador taking longer

IDIADA Division







- Strong revenue and profit growth
- All business lines performing well, with continued strong growth in Homologation due to WLTP
- Several contracts awarded to assess the performance of ADAS both in the proving ground and real driving conditions
- Outsourcing contract for Passive Safety Testing lab in Frankfurt
- Phase one of new Connected & Autonomous Vehicle track expected to be ready by year end



Results Presentation H1 2019

HIGHLIGHTS
FINANCIAL REVIEW
BUSINESS REVIEW

→ **SUMMARY & OUTLOOK**

Fernando BasabeChief Executive Officer





Summary of H1 2019

- Robust revenue growth
- Adjusted operating profit margin increased 60 bps (44 bps organic)
- Good cash flow generation
- Working on several M&A opportunities

Outlook for 2019

- We reiterate our guidance of:
 - Mid single digit organic revenue growth at constant FX
 - Margin to improve by at least 30 bps
 - Additional growth through acquisitions



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		H1 2019	1		H1 2018			+/- % Adj.
EUR Million	Adj. Results	Other results	Statutory results	Adj. Results	Other results	Statutory results	Proforma H1 2018	Results PROF
Revenue	875.8		875.8	812.8	0.0	812.8	812.8	7.8%
Ebitda	146.7	0.0	146.7	106.9	0.0	106.9	132.1	11.0%
Operating Profit	98.2	(30.6)	67.7	82.3	(30.7)	51.6	86.3	13.9%
Net financial expenses	(11.5)	0.0	(11.5)	(9.3)	0.0	(9.3)	(13.2)	
Profit Before Taxes	86.7	(30.6)	56.2	73.0	(30.7)	42.3	73.1	18.7%
Income tax	(21.5)	6.7	(14.8)	(18.4)	7.0	(11.5)	(18.6)	
Non controlling interests	(11.1)	0.0	(11.1)	(8.6)	0.0	(8.6)	(8.6)	
Net Profit	54.1	(23.9)	30.3	45.9	(23.7)	22.2	45.9	18.1%
Number of Shares	143,018,430		143,018,430	143,018,430		143,018,430	143,018,430	
EPS, in Euros	0.379		0.212	0.321		0.155	0.321	18.1%
Income Tax/PBT	(24.8)%		(26.3)%	(25.3)%		(27.1)%	(25.5)%	



Revenue	Actual 2019	Organic	Acquisitions	Disposals	FX	Total	Actual 2018
Energy & Industry	515.2	5.5%	0.4%	(1.7)%	2.7%	6.9%	481.9
Laboratories	44.0	14.0%	12.1%	0.0%	0.8%	26.9%	34.6
Auto	197.5	4.7%	0.0%	0.0%	(1.4)%	3.3%	191.1
Idiada	119.1	11.7%	1.6%	0.0%	(0.0)%	13.3%	105.1
Total Revenue	875.8	6.6%	1.0%	(1.1)%	1.3%	7.8%	812.8

	A 11 0 D 61 A 24 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2		Growth						
Adj. Op. Profit	Actual 2019	Organic	Acquisitions	Disposals	FX	Total	2018		
Energy & Industry	38.8	9.8%	0.6%	(0.5)%	4.2%	14.1%	34.0		
Laboratories	5.8	13.1%	22.4%	0.0%	0.3%	35.8%	4.3		
Auto	51.6	10.0%	0.0%	0.0%	(0.8)%	9.2%	47.3		
Idiada	15.9	7.5%	3.1%	0.0%	0.3%	10.9%	14.3		
Holding	(13.9)					n/a	(13.6)		
Total Adj. OP. Profit	98.2	11.1%	1.7%	(0.2)%	1.3%	13.9%	86.3		



Q1

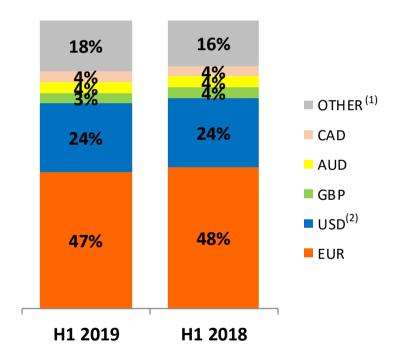
	1						
Revenue	Actual 2019	Organic	Acquisitions	Disposals	FX	Total	Actual 2018
Energy & Industry	238.2	6.0%	0.4%	(1.4)%	3.0%	8.0%	220.6
Laboratories	20.4	16.6%	10.8%	0.0%	0.9%	28.3%	15.9
Auto	99.0	9.1%	0.0%	0.0%	(2.7)%	6.4%	93.1
Idiada	57.8	9.6%	2.4%	0.0%	(0.1)%	11.9%	51.6
Total Revenue	415.4	7.6%	1.0%	(0.8)%	1.2%	9.0%	381.2
Adj. Op. Profit	38.4	17.5%	2.5%	(0.2)%	(0.5)%	19.3%	32.2

Q2

			A / L0040				
Revenue	Actual 2019	Organic	Acquisitions	Disposals	FX	Total	Actual 2018
Energy & Industry	277.0	5.1%	0.4%	(1.9)%	2.4%	6.0%	261.3
Laboratories	23.5	11.9%	13.3%	0.0%	0.6%	25.8%	18.7
Auto	98.5	0.7%	0.0%	0.0%	(0.2)%	0.5%	98.1
Idiada	61.3	13.8%	0.8%	0.0%	0.1%	14.7%	53.5
Total Revenue	460.3	5.5%	0.9%	(1.1)%	1.4%	6.7%	431.6
Adj. Op. Profit	59.8	7.3%	1.3%	(0.2)%	2.2%	10.6%	54.0



% Revenue by Actual Currency



	Average FX Exchange rates vs Euro							
	JAN - JUN 2019	JAN - JUN 2018	Change	FY 2018				
USD	1.129	1.212	7.3%	1.182				
GBP	0.873	0.879	0.8%	0.884				
AUD	1.599	1.569	(1.9)%	1.579				
CAD	1.506	1.546	2.6%	1.529				

⁽¹⁾ None above 3%

⁽²⁾ Includes currencies pegged to USD



			Q1		IFR	S 16		Q1	Q1		
		2019	2018	Change	2019	2018	2019	2018 Proforma	Change		
	Revenue	415.4	381.2	9.0%			415.4	381.2	9.0%		
	Adj. EBITDA	49.1	42.4	15.7%	13.9	12.2	63.0	54.6	15.4%		
	Ebitda margin	11.8%	11.1%	+ 69 bps			15.2%	14.3%	+ 84 bps		
01	D&A	(12.6)	(12.1)		(12.0)	(10.3)	(24.6)	(22.4)			
QI	Adj. Operating Profit	36.5	30.3	20.3%	1.9	1.9	38.4	32.2	19.3%		
	Adj.Op.Profit margin	8.8%	8.0%	+ 83 bps			9.3%	8.5%	+ 80 bps		
	PPA Amortisation	(14.8)	(14.8)				(14.8)	(14.8)			
	Other results	(0.2)	(0.3)				(0.2)	(0.3)			
	Operating profit	21.6	15.3	41.3%	1.9	1.9	23.5	17.1	37.1%		
	Finance result	(3.5)	(5.5)		(1.9)	(1.9)	(5.4)	(7.5)			
	Profit before tax	18.1	9.7	85.8%	0.1	(0.0)	18.1	9.7	87.1%		
	!		Q2		IFR:	S 16		Q2			
		2019	Q2 2018	Change	1FR:	2018	2019	Q2 2018 Proforma	Change		
	Revenue	2019 460.3		Change 6.7%			2019 460.3	2018	Change 6.7%		
	Revenue Adj. EBITDA		2018					2018 Proforma			
		460.3	2018 431.6	6.7%	2019	2018	460.3	2018 Proforma 431.6	6.7%		
02	Adj. EBITDA	460.3 70.4	2018 431.6 64.5	6.7% 9.1%	2019	2018	460.3 83.7	2018 Proforma 431.6 77.5	6.7% 8.0%		
Q2	Adj. EBITDA Ebitda margin	460.3 70.4 15.3%	2018 431.6 64.5 14.9%	6.7% 9.1%	2019	2018	460.3 83.7 18.2%	2018 Proforma 431.6 77.5 18.0%	6.7% 8.0%		
Q2	Adj. EBITDA Ebitda margin D&A	460.3 70.4 15.3% (12.8)	2018 431.6 64.5 14.9% (12.5)	6.7% 9.1% + 35 bps	2019 13.4 (11.2)	2018 13.1 (11.0)	460.3 83.7 18.2% (23.9)	2018 Proforma 431.6 77.5 18.0% (23.5)	6.7% 8.0% + 22 bps		
Q2	Adj. EBITDA Ebitda margin D&A Adj. Operating Profit	460.3 70.4 15.3% (12.8) 57.6	2018 431.6 64.5 14.9% (12.5) 52.0	6.7% 9.1% + 35 bps	2019 13.4 (11.2)	2018 13.1 (11.0)	460.3 83.7 18.2% (23.9) 59.8	2018 Proforma 431.6 77.5 18.0% (23.5) 54.0	6.7% 8.0% + 22 bps		
Q2	Adj. EBITDA Ebitda margin D&A Adj. Operating Profit Adj.Op.Profit margin	460.3 70.4 15.3% (12.8) 57.6 12.5%	2018 431.6 64.5 14.9% (12.5) 52.0 12.0%	6.7% 9.1% + 35 bps	2019 13.4 (11.2)	2018 13.1 (11.0)	460.3 83.7 18.2% (23.9) 59.8 13.0%	2018 Proforma 431.6 77.5 18.0% (23.5) 54.0 12.5%	6.7% 8.0% + 22 bps		
Q2	Adj. EBITDA Ebitda margin D&A Adj. Operating Profit Adj.Op.Profit margin PPA Amortisation	460.3 70.4 15.3% (12.8) 57.6 12.5% (14.8)	2018 431.6 64.5 14.9% (12.5) 52.0 12.0% (14.8)	6.7% 9.1% + 35 bps	2019 13.4 (11.2)	2018 13.1 (11.0)	460.3 83.7 18.2% (23.9) 59.8 13.0% (14.8)	2018 Proforma 431.6 77.5 18.0% (23.5) 54.0 12.5% (14.8)	6.7% 8.0% + 22 bps		
Q2	Adj. EBITDA Ebitda margin D&A Adj. Operating Profit Adj.Op.Profit margin PPA Amortisation Other results	460.3 70.4 15.3% (12.8) 57.6 12.5% (14.8) (0.8)	2018 431.6 64.5 14.9% (12.5) 52.0 12.0% (14.8) (0.8)	6.7% 9.1% + 35 bps 10.8% + 47 bps	2019 13.4 (11.2) 2.2	2018 13.1 (11.0) 2.1	460.3 83.7 18.2% (23.9) 59.8 13.0% (14.8) (0.8)	2018 Proforma 431.6 77.5 18.0% (23.5) 54.0 12.5% (14.8) (0.8)	6.7% 8.0% + 22 bps 10.6% + 47 bps		



Excluding IFRS 16

Including IFRS 16

	Н	1	IFR	5 16	H	H1	
	2019	2018	2019	2018	2019	2018 Proforma	
Adjusted EBITDA (1)	119.4	106.9	27.3	25.3	146.7	132.1	
Decrease /(increase) in working capital	(30.1)	(41.1)			(30.1)	(41.1)	
Capex	(25.3)	(18.5)	-	-	(25.3)	(18.5)	
Adjusted Operating Cash Flow	64.1	47.3	27.3	25.3	91.3	72.6	
Cash Conversion rate	53.6%	44.3%			62.3%	54.9%	
Taxes Paid	(19.6)	(8.8)			(19.6)	(8.8)	
Interest Paid	(5.2)	(5.5)			(5.2)	(5.5)	
Adjusted Free Cash Flow	39.2	33.0	27.3	25.3	66.5	58.3	
Extraordinaries & Others	0.7	1.6			0.7	1.6	
Dividends to Minorities	(6.0)	(4.0)			(6.0)	(4.0)	
Operating Cash Generated	33.9	30.6	27.3	25.3	61.2	55.9	
Acquisitions	(13.3)	(31.0)			(13.3)	(31.0)	
Cash b/Changes in Financing & FX	20.6	(0.4)	27.3	25.3	47.9	24.9	
Changes in financing	(23.9)	12.7	(27.3)	(25.3)	(51.2)	(12.6)	
Currency translations	0.2	(1.5)			0.2	(1.5)	
Cash increase	(3.1)	10.8	-	-	(3.1)	10.8	

⁽¹⁾ Adjusted EBITDA is stated as Operating Profit before depreciation, amortisation and Other results

H1 2019. Adjustments to Statutory Cash Flow



					Reclass		
	Cash Flow Statement	Extraord. & Others	Payments of lease liabilities (IFRS 16)	Other Non cash items	Items reallocation	Statutory CF	Staturory CF equivalent epigraph
Adjusted EBITDA	146.7	0.3		(90.9)	-	56.2	Profit Before taxes
				90.9		90.9	Non cash items
Payments of lease liabilities (IFRS 16)	(27.3)		27.3			-	
Increase in working capital	(30.1)	(0.5)				(30.6)	Increase in working capital
Capex (*)	(25.3)				25.3	-	
Adjusted Operating Cash Flow	64.1	(0.2)	27.3	-	25.3		
Cash Conversion rate	43.6%						
Taxes Paid	(19.6)					(19.6)	Taxes Paid
Interest Paid (**)	(5.2)				5.2	-	
Adjusted Free Cash Flow	39.2	(0.2)	27.3	-	30.5	96.8	Operating Cash Flow
					(25.3)	(25.3)	Capex (*)
		1.0				1.0	Business combination
					(13.3)	(13.3)	Acquisitions/Disposals of subsidiaries (***)
						(37.6)	Cash Flow from Investing activities
Extraordinaries & Others	0.7	(0.7)				-	
Dividends to Minorities	(6.0)					(6.0)	Dividends to Minorities
Operating Cash Generated	33.9	-	27.3	-	(8.1)		
Acquisitions / Disposals (***)	(13.3)				13.3	-	
Cash b/Changes in Financing & FX	20.6	-	27.3	-	5.2		
					(5.2)	(5.2)	Interest Paid (**)
Changes in financing	(23.9)		(27.3)		-	(51.2)	Changes in financing
Treasury Shares	-				-	-	Capital increase
						(62.5)	Cash Flow from Financing activities
Currency translations	0.2					0.2	Currency translations
Cash increase (decrease)	(3.1)	-	-	-	-	(3.1)	Cash Increase / (Decrease)



	ŀ	11
	2019	2018
Profit Before taxes	56.2	42.3
Non cash items	90.9	63.0
Decrease /(increase) in working capital	(30.6)	(40.8)
Taxes Paid	(19.6)	(8.8)
Operating Cash Flow	96.8	55.7
Capex	(25.3)	(18.5)
% of revenue	(2.9)%	(2.3)%
Business combination	1.0	3.2
Acquisitions/Disposals of subsidiaries	(13.3)	(31.0)
Cash Flow from Investing activities	(37.6)	(46.3)
Dividends to Minorities	(6.0)	(4.0)
Interest paid	(5.2)	(5.5)
Changes in financing	(51.2)	12.4
Capital increase	0.0	0.0
Cash Flow from Financing activities	(62.5)	2.8
Currency translations	0.2	(1.5)
Cash Increase / (Decrease)	(3.1)	10.8
		(4.5)
Cash generated w/o changes in Financing	20.8	(1.9)



	H1 2019	FY 2018		H1 2019	FY 2018
Goodwill	599.9	591.3	Equity	803.2	810.9
Other intangible assets	498.4	518.9	Long Term Provisions	26.0	23.4
PPA	435.9	465.2	Bank borrowings	570.8	606.5
Other intangible assets	62.5	53.8	Leasing Liabilities	124.8	0.0
Rights of use	152.1	0.0	Other financial liabilities	26.4	24.5
Tangible assets	219.5	220.6	Deferred Tax Liabilities PPA	106.6	113.2
Investments accounted for using the equity method	0.8	0.7	Deferred Tax Liabilities Others	38.1	37.8
Non current Financial Assets	28.1	27.5	Deferred Tax Liabilities	144.7	151.0
Deferred Tax Assets	69.0	66.7	Other non current liabilities	31.4	37.1
Total Non-Current Assets	1,567.8	1,425.7	Total Non-Current Liabilities	924.1	842.5
			Short term provisions	2.7	1.8
Inventories	8.6	8.1	Bank borrowings	37.1	10.0
Trade & Other receivables	435.0	402.6	Leasing Liabilities	46.0	0.0
Corporate Income Tax assets	20.9	19.0	Trade & Other payables	329.3	307.9
Current financial assets	4.0	9.7	Income Tax Liabilities	13.2	14.8
Cash & Cash equivalents	129.2	132.3	Other current liabilities	9.9	9.5
Total Current Assets	597.7	571.7	Total Current Liabilities	438.2	344.0
Total Assets	2,165.5	1,997.4	Total Equity & Liabilities	2,165.5	1,997.4



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