

We would like to inform you about our preliminary performance in 2013 as follows:

• For 2013 we report record group net sales of EUR 438 million compared to EUR 425 million in 2012. This translates into all organic growth of 3 %.

The increase was mainly driven by Medical Applications which continued to show strong growth of about 9 % in the fourth quarter, translating into 11 % growth to EUR 163 million for the full year (compared to EUR 146 million in net sales in 2012). The capacity expansion at the manufacturing site in Marktredwitz is underway as planned and is anticipated to become fully operational at the beginning of 2015.

Net sales of Industrial Applications declined modestly by 1 % over the full year from EUR 279 million to EUR 276 million. This decrease was primarily driven by weak demand in the defense related armour protection business. Momentum across general industrial end markets improved in the fourth quarter, however, with net sales in Industrial Applications increasing more than 6 % in Q4 compared to prior year.

- With regard to the Adjusted EBITDA we confirm our previous outlook of approximately EUR 140 million in 2013 meaning a margin of about 32 %.
- Capex in 2013 was EUR 56,5 million of which about EUR 15 million pertaining to the on-going capacity expansion at our Marktredwitz plant.
- As of December 31, 2013 we continue to show a cash balance of EUR 66,9 million (as compared to EUR 63,9 million as of September 30, 2013). Additional liquidity is available to the company under the undrawn Revolving Credit Facility of EUR 100 million (unchanged to September 30, 2013). The majority of cash on hand will be used to pay a distribution to our former shareholder and interest within the next few months.

Please note that these numbers are preliminary and subject to the statutory audit. The release of full year numbers will be on April 30, 2014. The corresponding investor conference call will be scheduled for May 5<sup>th</sup>, 2014.

## CeramTec Q4 2013 trading update



Further, at this point we would like to inform you that in the previous MD&A for QII and QIII the stand alone costs were erroneously added rather than deducted in the presentation of the Adjusted EBITDA. Consequently, the Adjusted EBITDA should read EUR 104,3 million for the nine months ended September 30, 2013 and EUR 105,7 million for the nine months ended September 2012, respectively.

## Disclaimer

This document contains statements that constitute forward-looking statements. The forward-looking statements in this document can be identified, in some instances, by the use of words such as "preliminary", "outlook", and similar language or the negative thereof or by forward-looking nature of discussions of strategy, plans or intentions. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and other important factors that could cause actual developments or results to differ materially from those expressed in our forward looking statements. Analysts and investors are cautioned not to place undue reliance on those forward looking statements which speak only as of the date of this trading update. CeramTec undertakes no obligation to release publicly the results of any revisions to these forwardlooking statements which may be made to reflect events and circumstances after the date of this document, including, without limitation, changes in the Company's business strategy or to reflect the occurrence of unanticipated events. Analysts and investors are encouraged to consult the Company's public reports. The financial information contained in this trading update has been prepared under IFRS. This financial information is unaudited and, therefore, subject to potential future modifications.