

## SMT Scharf continues on growth trend in Q1 2019

- **Group revenue registers significant increase to EUR 14.9 million**
- **Operating profit (EBIT) rises to EUR 1.6 million**
- **Acquisition of ser elektronik expands SMT Scharf's own competency portfolio**
- **Positive outlook for 2019 confirmed**

Hamm, May 15, 2019 – SMT Scharf AG (WKN 575198, ISIN DE0005751986), one of the world's leading suppliers of customised transport solutions and logistics systems for underground mining, significantly increased its consolidated revenue by 31.0 % to EUR 14.9 million in the first quarter of 2019 (Q1 /2018 EUR 11.4 million). At the same time, SMT Scharf lifted its profit from operating activities (EBIT) to EUR 1.6 million (Q1 / 2018: EUR 0.6 million). This significant operating profit growth is firstly attributable to the expansion of the market position. SMT Scharf increased its profitable service business, which made a disproportionately large contribution to total revenue with growth of 37.0 %. In addition, further efficiency enhancements and currency gains led to higher profitability in the reporting period. SMT Scharf improved its Group net income for the year by EUR 1.0 million year-on-year to EUR 1.6 million (Q1 / 2018: EUR 0.6 million).

The CEO of SMT Scharf AG, Hans Joachim Theiss, is satisfied with the business trend in the first quarter of 2019: "We have made good start to the 2019 fiscal year, achieving significant year-on-year revenue growth in business with both new systems and service. In light of the continuing stable economic situation in the mining industry, we are consistently leveraging the opportunities on offer in our target markets – which has enabled us to continue on our strong revenue growth trend."

The robust market environment is reflected in mine operators making more investments in new systems. The strongest market in terms of revenue was China with EUR 6.6 million (Q1 / 2018 EUR 2.7 million), where mine operators continue to invest in innovative transport logistics following the completed consolidation in the market. At EUR 2.9 million, revenue in the important foreign market of Russia was at the previous year's level. In addition, SMT Scharf generated revenue of EUR 1.5 million in America through its RDH subsidiary, which it acquired in 2018.

In the first months of 2019, the SMT Scharf Group's new order intake amounted to EUR 14.5 million (Q1 / 2018: EUR 17.1 million). As of March 31, 2019, the order book stood at EUR 19.4 million, reflecting a year-on-year reduction of 7.6 %.

"We have a good order book position and expect the investment climate for mine operators to remain positive during the further course of the year. At the start of the year, we further improved our basis to develop innovative solutions that enable mining companies to modernise their mines. We successfully completed our investment in our long-standing partner ser elektronik and added valuable expertise in the electronics and controls area to our portfolio. In the era of Mining 4.0, we are thereby strengthening our know-how in the important areas of automation and data management," notes Theiss.

SMT Scharf acquired 51 percent of the shares in ser elektronik GmbH in April and also secured the option to acquire further shares in the company as part of succession regulation at ser elektronik. ser elektronik develops customer-specific electronic controls and components. The systems, which are integrated into SMT Scharf's transport solutions for both coal and non-coal mining, are manufactured in-house.

With a look to the 2019 fiscal year, the Managing Board of SMT Scharf AG continues to anticipate consolidated revenue in a range between EUR 72 million and EUR 75 million and EBIT in a range between EUR 5.5 million and EUR 6.0 million.

The complete report for the first quarter of 2019 will be published during the course of today within the Investor Relations area of [www.smtscharf.de](http://www.smtscharf.de).

### **Company profile**

The SMT Scharf Group develops, manufactures and services transportation equipment for underground mining as well as for tunnel construction. The main products are captivated railway systems that are deployed all over the world, primarily in hard coal mines, as well as in mines for gold, platinum and other metals. They are needed to transport material and personnel with payloads of up to 48 tonnes and on gradients of up to 30 degrees. In addition, SMT Scharf supplies the mining sector with chairlifts. Through the newly acquired mining specialist RDH Mining Equipment, the company also offers rubber-tyred diesel and electric vehicles for mining and tunnel construction. As a leading supplier of battery-operated vehicles utilising lithium-iron technology for underground mining, RDH completes the portfolio of SMT Scharf with its varied product portfolio, ranging from front-end loaders and scissor lifts through to underground trucks. Overall, the SMT Scharf Group is active with subsidiaries in eight countries, as well as commercial agencies worldwide. SMT Scharf generates a large share of its revenue in growing foreign markets such as China, Russia, Poland and South Africa. SMT Scharf AG has been listed in the Prime Standard (Regulated Market) of the Frankfurt Stock Exchange since 2007.

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