

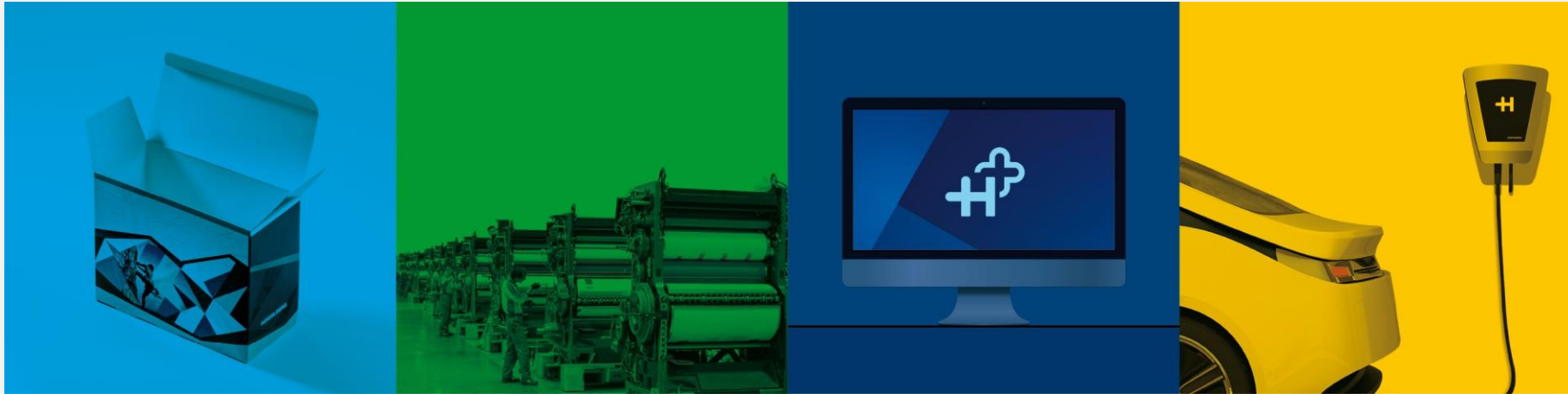


Perspectives

Heidelberger Druckmaschinen AG - First Quarter Results FY 2021/2022

Rainer Hundsdörfer, CEO | Marcus A. Wassenberg, CFO | Wiesloch, August 4th, 2021

PERSPECTIVES





Heidelberg is back – as promised. Successful first quarter completed.



Broad market recovery due to increasing willingness to invest



Strong quarter with premiere of new machine and **successful trade show in China** fills order backlog



Transformation streamlines structures and makes a sustainable contribution



E-mobility continues to record **high growth** – expansion planned



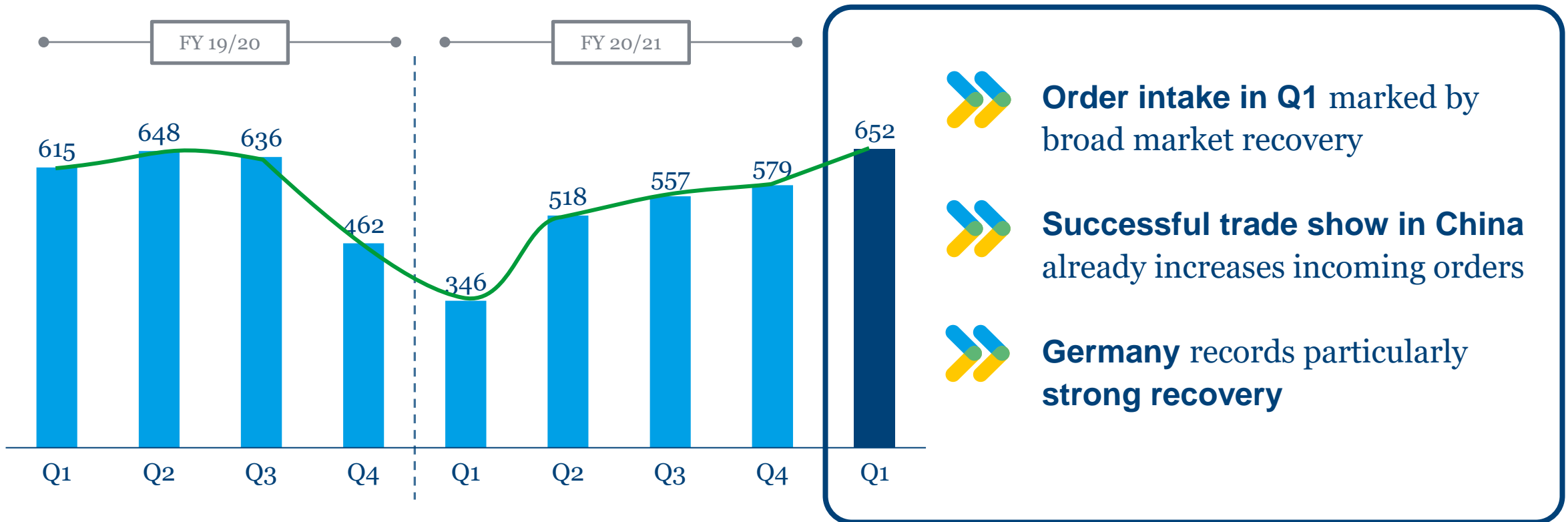
Site optimisation progresses and further reduces costs



Confidence that the full-year targets will be achieved



Upward trend continues. Incoming orders exceed expectations.



// Order development good basis for full-year targets.





Strategy update.

Positive development of our growth areas in the first quarter.



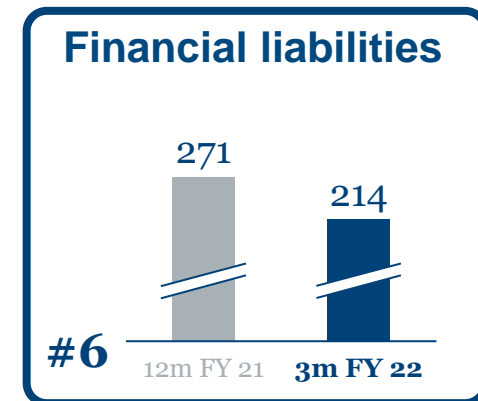
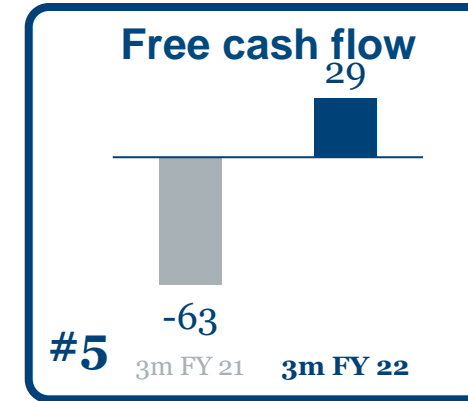
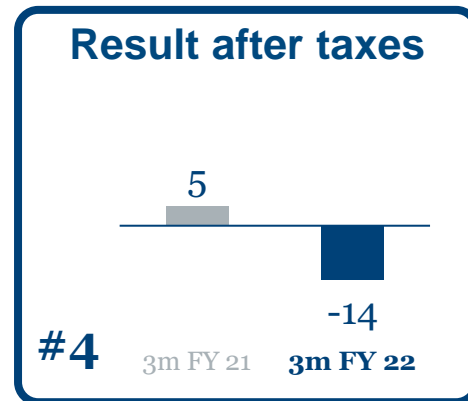
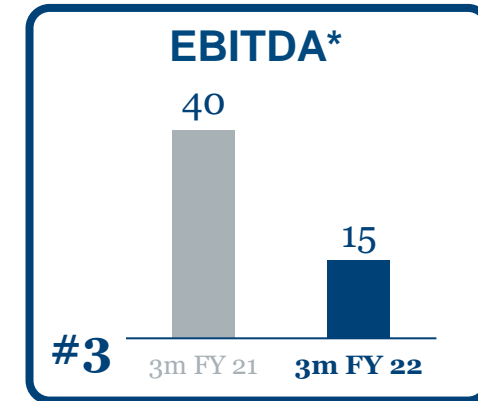
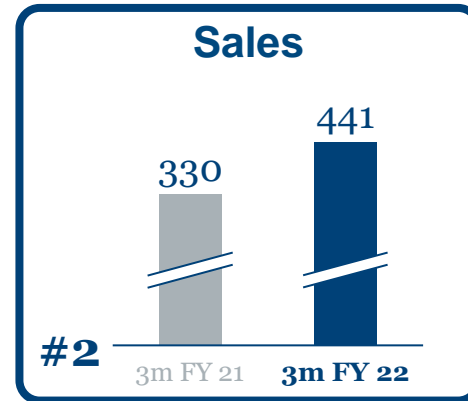
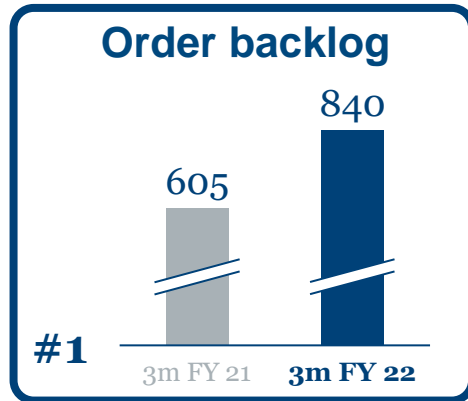
- ▶ Strong growth in **Packaging**, especially in the **Chinese market**, in the first quarter
- ▶ **E-mobility** sales tripled in the first quarter compared to the previous year
- ▶ Around **14% of** quarterly sales comes from **recurring contract business**

// Strategic initiatives safeguard growth.



Q1 FY 21/22.

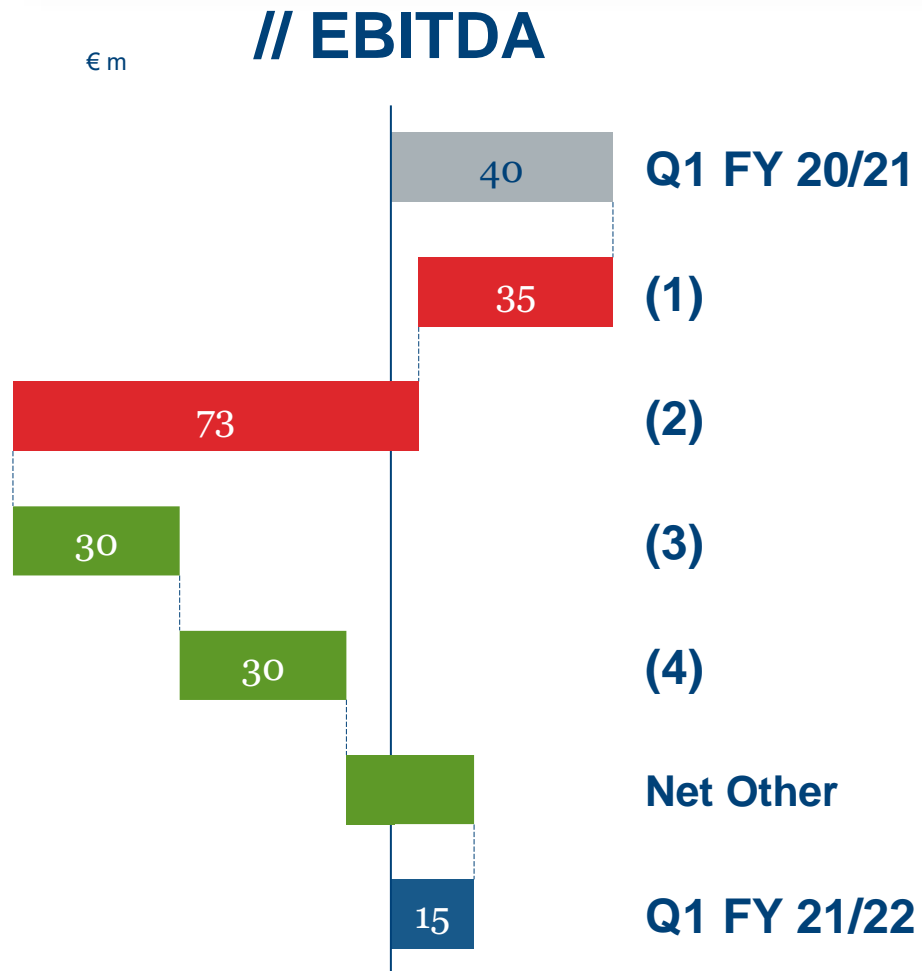
Strong order book, increasing sales & positive free cash flow.



// On the road to sustainable profitability.



Operating profitability improved. Substantial effects from transformation and sales recovery.



// Essential factors

- Lower compensation from short-time work (**approx. € 35m**)
- Reorganisation of the pension scheme (**approx. € 73m**)
- + Savings of structural costs (**approx. € 30m**)
- + Volume & margin improvements (**approx. 30m€**)
- + **Net Other** mainly elimination of expenses for restructuring

Balance sheet.

NWC significantly optimized – financial liabilities reduced.



> Assets	FY 2021	FY 2021	FY 2022	> Equity and liabilities	FY 2021	FY 2021	FY 2022
	30-06-2020	31-03-2021	30-06-2021		30-06-2020	31-03-2021	30-06-2021
Figures in mEUR				Figures in mEUR			
Fixed assets	943	902	874 ⁽¹⁾	Equity	157	109	82 ⁽³⁾
Current assets	1.416	1.150	1.170	Provisions	1.291	1.253	1.242
thereof inventories	699	542	610 ⁽²⁾	thereof provisions for pensions	958	946	955 ⁽³⁾
thereof trade receivables	200	246	211	Other liabilities	966	743	767
thereof receivables from customer financing	45	44	42	thereof financial liabilities	464	271	214
thereof cash and cash equivalents	342	204	173	thereof contractual liabilities	181	202	259 ⁽²⁾
Deferred tax assets, prepaid expenses, other	121	117	108 ⁽¹⁾	thereof trade payables	166	146	159
thereof deferred tax assets	68	61	61	thereof other payables	148	119	130
thereof income tax liabilities	15	15	15	Income tax liabilities	66	64	62
Total assets	2.480	2.169	2.152	Total equity and liabilities	2.480	2.169	2.152

(1) **Fixed assets** reduced due to reclassification to assets held for sale (Property in Brentford, UK). Property sale in Wiesloch, Germany, reduced assets held for sale at the same time.

(2) **Net working capital** lowered to € 465m as of Jun 30, 2021 (Jun 30, 2020: € 617m; March 31, 2021: € 505m).

(3) **Equity slightly reduced** due to reduction in the domestic interest rate (from 1.4% at March 31, 2021 to 1.3% at Jun. 30, 2021) and net loss. Parent company HDM AG ~28% equity ratio.

Financing framework.

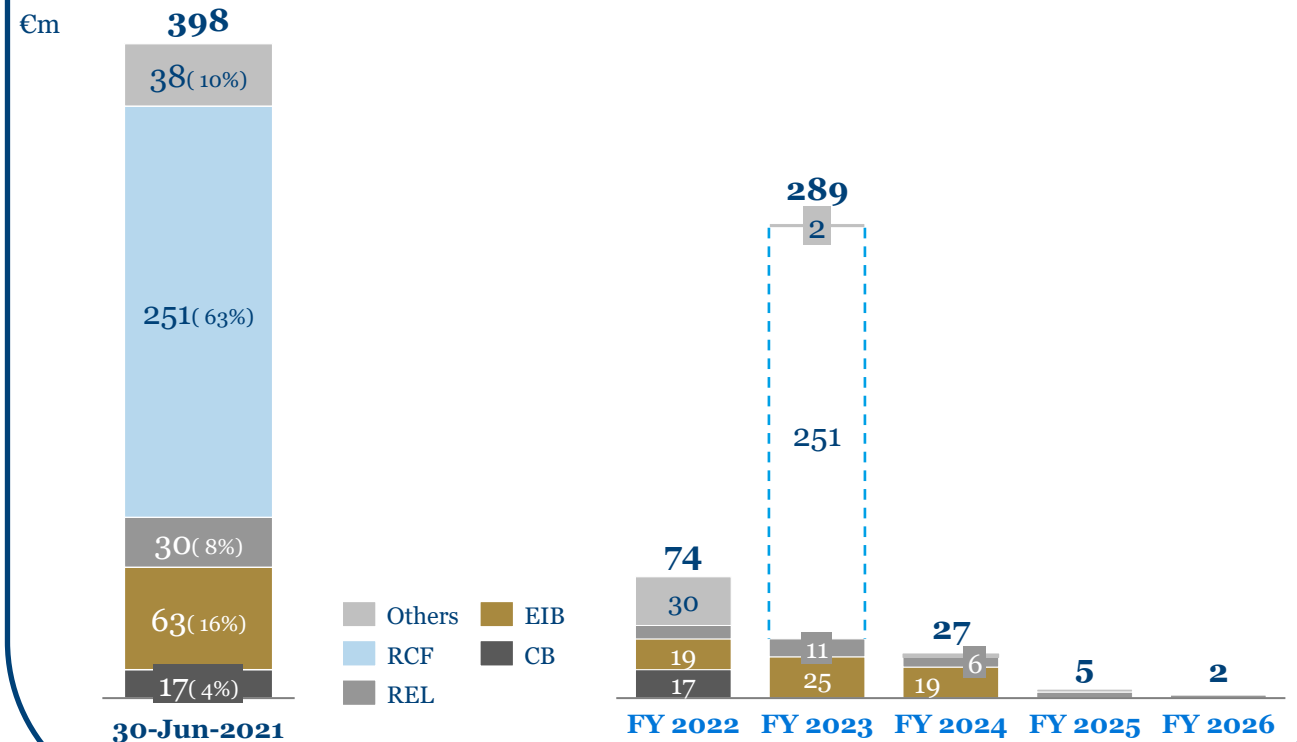
Significant reduction in net financial debt.



// Essential factors:

- **Net financial debt** further reduced to €41m and at historically low level.
- **Repayment of financial liabilities**, also through cash-in from asset disposals.
- Interest expense significantly **reduced**.
- **Availability of the RCF:** approx. 3/4 as of 30 June 2021.

Financial framework // Maturity profile as of 30 June 2021





New segmentation makes potentials more transparent.
Equal recovery in core business — new business areas growing.

Customer Segment	Print Solutions		Packaging Solutions		Technology Solutions	
Customer Category	Commercial	Digital	Folding Carton	Label	Printed Electronics E-Mobility	Zaikio**
	3m FY 21	3m FY 22	3m FY 21	3m FY 22	3m FY 21	3m FY 22
Net Orders	190,4	+86% 354,6	152,2	+89% 288,4	3,4	+174% 9,3
Net Sales	186,2	+28% 238,3	140,0	+38% 193,6	3,4	+174% 9,3
EBITDA in %*	14,2%	3,2%	9,8%	3,2%	-8,6%	13,1%



Solid basis after three months. Outlook for the current FY 2021/22.



Sales > € 2 billion



EBITDA margin 6-7%

- **Noticeable recovery** of the markets – challenges remain
- **Strategic initiatives** secure growth
- **Increasing quality of operating result**
- **Asset management** projects will be continued
- Price increase to **compensate for rising material & logistics costs**

// Slight after-tax profit expected in the current year.





Perspectives.

Creating added value for customers, shareholders and employees.

Broad market recovery noticeable in incoming orders.

Focus on **cash management** to generate substantial cash flows on a sustainable basis.

Net financial debt at **historically low level.**

Consistent implementation of the **transformation sustainably** reduces **structural costs.**

Operating profitability already rises significantly in the first quarter.

Wallbox growth continues unabated, **next steps** initiated.



Backup



3m FY 20/21. Key figures.



€ m	3m 20/21	3m 21/22	Δ PY
Incoming orders	346	652	+89%
Sales	330	441	+34%
EBITDA	40	15	-25
EBIT	20	-4	-24
Financial result	-13	-8	+5
EBT	6	-12	-18
Net result after taxes	5	-14	-19
Free cash flow	-63	29	+92

Regions.

Broad-based market recovery with Europe & Asia/Pacific in lead.



Incoming orders by region 3m 21/22 (3m 20/21)

