

Press Information

www.heidelberg.com

Heidelberger Druckmaschinen AG

Postfach 10 29 40
69019 Heidelberg
Germany

Kurfürsten-Anlage 52–60
69115 Heidelberg

Florian Pitzinger

Phone +49 6222 82 2553

Florian.Pitzinger@heidelberg.com
www.heidelberg.com

November 8, 2023

HEIDELBERG well on track after solid second quarter and confirms forecast

- **Sales and incoming orders: Half-year figures adjusted for exchange rate movements match previous year**
- **Adjusted EBITDA margin: Increase to 9.2 percent after first half-year**
- **New technologies: Growth in packaging printing / Successful market launch of Gallus One and Boardmaster**
- **Operating cash flow: Improvement on same period of previous year**

Despite the difficult global economic situation, Heidelberger Druckmaschinen AG (HEIDELBERG) is well on track after six months of the financial year 2023/2024. This is the result of a slight improvement in sales in the key EMEA region thanks to growth in the packaging segment. After adjustment for exchange rate movements, the technology company achieved **sales** of € 1.092 billion in the first half-year (April 1 – September 30, 2023), which matched the previous year (€ 1.120 billion). **Incoming orders** after six months totaled € 1.184 billion after adjustment for exchange rate movements, which was also equivalent to the previous year's level (€ 1.229 billion). The adjusted **operating result** (EBITDA) was an improvement on the same period of the previous year, with the half-year figure amounting to € 101 million (adjusted result for previous year: € 92 million). The corresponding adjusted **EBITDA margin** increased to 9.2 percent (previous year: 8.2 percent).

Press Information

Successful market launch of new technologies in growth sector of packaging printing

Packaging and label printing is experiencing structural growth due to burgeoning worldwide demand for packaged goods. That being the case, the market launch of new technologies from HEIDELBERG for this growth segment was a big success. For example, the Gallus One digital label press impressed at the major industry trade show LabelExpo and attracted a great deal of interest from customers. The Boardmaster press for high productivity in packaging printing also generated further sales. In parallel with this, incoming orders for the **Packaging Solutions segment** saw a significant increase of around 16 percent in the first half-year. “Given the stable growth of packaging printing, we are continuously further expanding our portfolio in this sector,” says HEIDELBERG CEO Dr. Ludwin Monz.

Besides effects associated with the product and country mix, price adjustments to compensate for higher personnel, material, and energy costs have also had a positive impact. The **net result after taxes** for the half-year remained clearly positive at € 33 million. Compared with the previous year (€ 44 million), higher tax expenditure, increased pension-related interest costs, and the lack of positive special items had a bearing on the result.

Improved operating cash flow compared with same period of previous year

The cash generated from operating activities (operating cash flow) improved substantially, in particular due to rigorous management of inventories and receivables (working capital). Despite this positive development, the **free cash flow** of € –28 million after six months was down on the previous year’s level (€ –13 million), which had included special items amounting to around €52 million. “The current free cash flow situation underlines the necessity to use further impetus from our value creation program to generate resources for growth in segments such as the lucrative digital printing sector,” says CFO Tania von der Goltz. The program’s analysis phase is ongoing. HEIDELBERG is still planning to achieve a positive free cash flow at the end of the financial year.

FY 2023/2024 half-year figures confirm forecast

The **forecast** for financial year 2023/2024 remains as published on June 14, 2023. Assuming the global economy does not see weaker growth than predicted by the economic research institutions, the company is still expecting sales in financial year

Press Information

2023/2024 to match the previous year's figure (€ 2.435 billion). The adjusted EBITDA margin is also anticipated to remain at the previous year's level (7.2 percent).

Figure 1: The Gallus One digital label press impressed at the major industry trade show LabelExpo and attracted a great deal of interest from customers.

Figure 2: The Boardmaster press for high productivity in packaging printing generated further sales for HEIDELBERG.

Image material and further information about the company are available in the [Investor Relations](#) portal and [Press Lounge](#) of Heidelberger Druckmaschinen AG at www.heidelberg.com.

Further information:

Corporate Communications

Florian Pitzinger

Phone: +49 151 67968774

E-mail: Florian.Pitzinger@heidelberg.com

Thomas Fichtl

Phone: +49 6222 82-67123

E-mail: Thomas.Fichtl@heidelberg.com

Investor Relations

Maximilian Beyer

Phone: +49 6222 82-67120

E-mail: Maximilian.Beyer@heidelberg.com

Important note:

This release contains forward-looking statements based on assumptions and estimates by the management of Heidelberger Druckmaschinen Aktiengesellschaft. Even though the management is of the opinion that these assumptions and estimates are accurate, the actual future development and results may deviate substantially from these forward-looking statements due to various factors, such as changes in the overall economic situation, in exchange and interest rates, and within the print media industry. Heidelberger Druckmaschinen Aktiengesellschaft provides no guarantee and assumes no liability for future developments and results deviating from the assumptions and estimates made in this press release.

Press Information

Key figures overview

Figures in € millions	6M	
	2022/2023	2023/2024
Results of operations		
Incoming orders	1,229	1,184
Order backlog ¹⁾	1,019	886
Net sales	1,120	1,092
Adjusted EBITDA ²⁾	92	101
in percent of sales	8.2	9.2
EBITDA ²⁾	104	101
Result of operating activities (EBIT)	64	63
Net result after taxes	44	33
Earnings per share in €	0.14	0.11
Financial position		
Cash generated from operating activities	-44	-15
Free cash flow	-13	-28
Net assets		
Equity ¹⁾	457	580
Net financial position ¹⁾³⁾	-23	12
Number of employees ¹⁾ (excluding trainees)	9,547	9,539

1) as of September 30, 2023

1) Result of operating activities before interest, taxes, depreciation and amortization

2) Net total of cash and cash equivalents and current securities less financial liabilities