

MASTERFLEX

# Earnings Call Presentation

## Q1/2022

11 May 2022

# Agenda

Overview

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Figures Q1/2022

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Outlook 2022

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Appendix

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# Overview

## The first quarter of 2022 at a glance

- Significant **increase in revenue of 22.5%** compared to Q1 2021 (EUR 19.5 million) **to EUR 23.9 million** - significant growth in North America and Aviation
- **Group operating EBIT significantly up 38.7% (EUR 3.1 million)** on Q1 2021: EUR 2.2 million
- **EBIT margin grew** from 11.3% in the prior-year quarter **to 12.8%** in the first quarter 2022 - key reasons: Margin improvements due to volume growth and cost discipline as well as compensating for the increased raw material, energy and logistics costs
- **Double-digit increase in order backlog** in the first quarter **to EUR 26.7 million** (Dec. 31, 2021: EUR 22.9 million)
- Growth also in **high-margin medical technology: 18% of total revenue** (Q1/2021: 17%)
- Continued **working capital build-up** and payments of royalties, bonuses and insurance premiums **reduced cash in the first quarter and increased net debt** by EUR 2.3 million **to EUR 18.2 million** compared to Dec. 31, 2021 (Dec. 31, 2021: EUR 15.9 million)



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# Figures Q1/2022

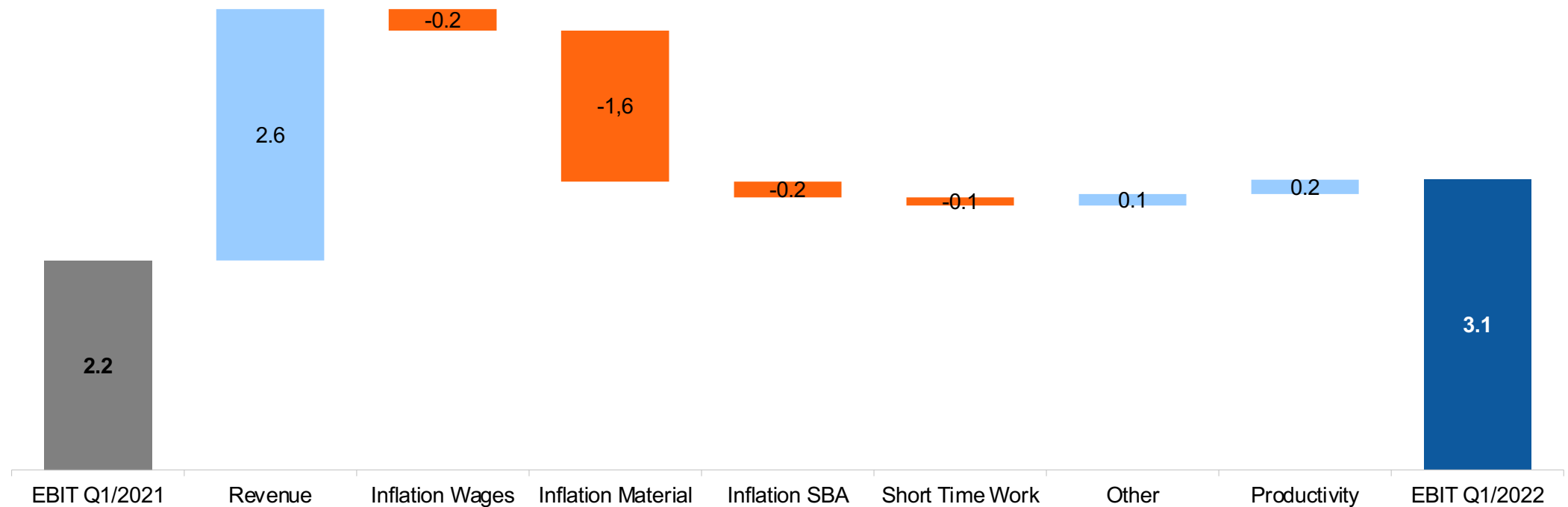
## Q1/2022: Key figures

In EUR million	Q1/2022	Q1/2021	Change
Revenue	23.9	19.5	+22.5%
EBITDA	4.3	3.4	+25.6%
EBIT (operating)	3.1	2.2	+38.7%
Group result	2.1	1.5	+41.2%
EPS (in EUR)	0.22	0.16	+37.5%

### Excellent start with a strong first quarter

- In Q1/2022, revenue increase of 22.5% compared to Q1/2021
- Group operating EBIT of 3.1 up 38.7% on prior-year period
- Increased EBIT margin of 12.8% (prior year: 11.3%), foundation laid for double-digit EBIT margin in 2022
- 41.2% increase in net profit to EUR 2.1 million (Q1/2022: EUR 1.5 million)

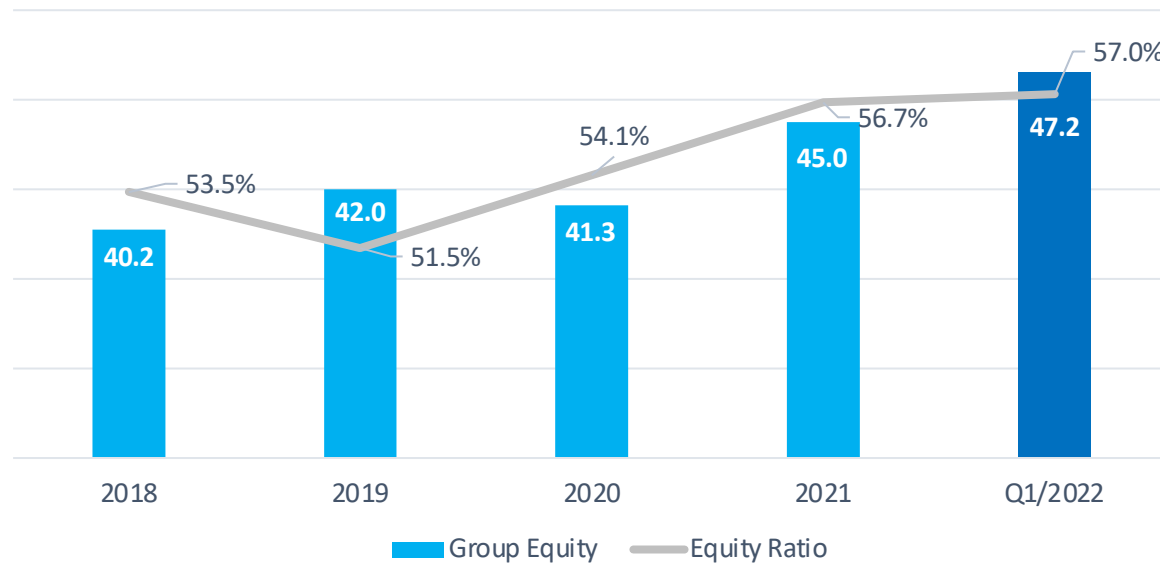
## MF Group: EBIT bridge Q1/2021 vs. Q1/2022



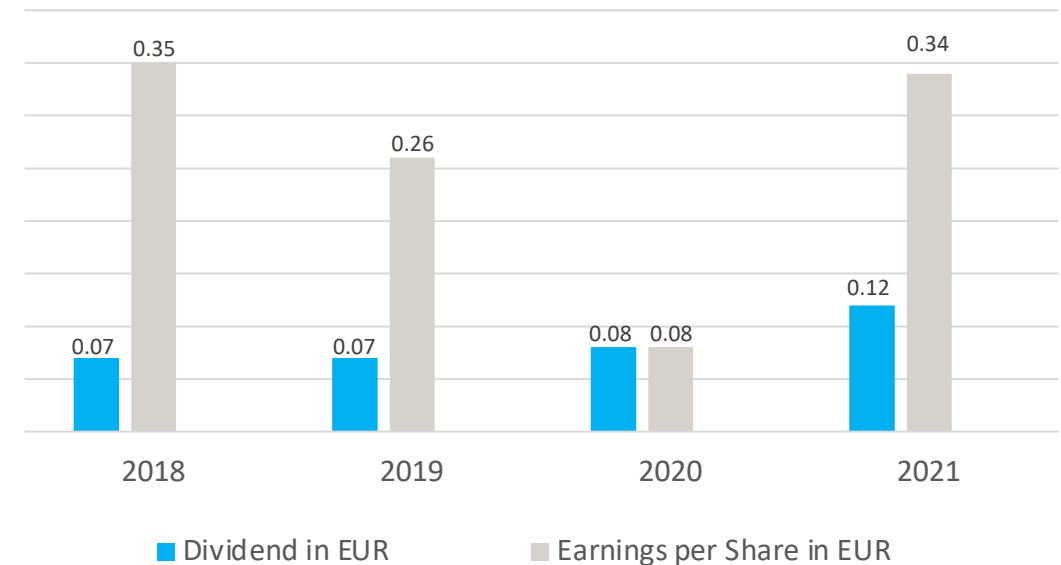
## Rising equity ratio in the first quarter of 2022

### Group equity and equity ratio

In EUR million and %



### Dividend/EPS



- Growth in consolidated equity to EUR 47.2 million as of March 31, 2022 (Dec. 31, 2021: EUR 45.0 million)
- Decrease in cash and cash equivalents as of March 31, 2022 to EUR 7.1 million (Dec. 31, 2021: EUR 9.6 million)
- Operating cash flow in Q1/2022 down to EUR -0.8 million (March 31, 2021: EUR -0.3 million) - characterized by increase in inventories and trade receivables



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# Outlook

## Outlook and challenges 2022

- Despite all the challenges (ongoing Corona-19 pandemic and Ukraine war), we see the **sustained achievement of a double-digit EBIT margin** as feasible in 2022
- Business development and expectations in the individual target industries continue to be highly heterogeneous, but fundamentally positive. **Due to the broad range of applications** of Masterflex hoses in different industries, **economic fluctuations can be balanced out**
- For the full year 2022, we expect an increase in **revenue to between EUR 83 million and EUR 87 million**
- In terms of **operating EBIT**, we expect a **range of between EUR 8.3 million to EUR 9.0 million for 2022**
- Manage **pricing** versus **inflation** well
- **Maintain raw material availability**, no significant supply **bottlenecks**
- **Get M&T back on track/rapid ramp-up Czech Republic** to work off high order backlog (EUR 6.0 million)
- **Medical technology growth driver/no** further Corona-related restrictions

## Medium-term forecast

Masterflex's earnings will grow faster than revenue in the future:

- **Double-digit EBIT margin** from 2022 onwards
- Organic revenue growth to approximately **EUR 100 million by 2024 at the latest**
- Additional growth through acquisitions to a revenue level of **EUR 200 million by 2030**



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# Appendix

## Masterflex at a glance

in kEUR	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Revenue	66,486	74,675	77,243	79,969	71,881	79,068
EBITDA	8,811	10,263	9,592	9,656	7,892	10,670
EBIT (operational)	6,097	7,081	6,251	5,058	3,167	5,764
Group result	2,928	4,311	3,373	2,532	793	3,282
EPS (in EUR)	0.34	0.45	0.35	0.26	0.08	0.34

1. Pre-pandemic level reached again in FY 2021 and back on growth path
2. Significant improvement in profitability; disproportionate earnings growth expected

## Financial calendar and contact

### Financial calendar 2022

11 May	Quarterly Statement Q1/2022
25 May	Spring Conference, Frankfurt
14 June	Annual General Meeting 2022, virtual
10 August	Half-Year Report 2022
25 August	Hamburg Investors Day
9 November	Quarterly Statement Q3/2022
15 November	Munich Capital Market Conference, Munich

#### Masterflex SE

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#### CROSS ALLIANCE

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