

Earnings-Call-Presentation H1/2022

August 10, 2022

AGENDA

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01 Overview



Highlights in the first half-year 2022

01 Dynamic **revenue growth of 26%** and **best half-year results** since IPO

02 **Order backlog** as of June 30, 2022 **significantly increased** from EUR 22.9 million to EUR 27.0 million compared to December 31, 2021 - **underpins sales** and earnings targets

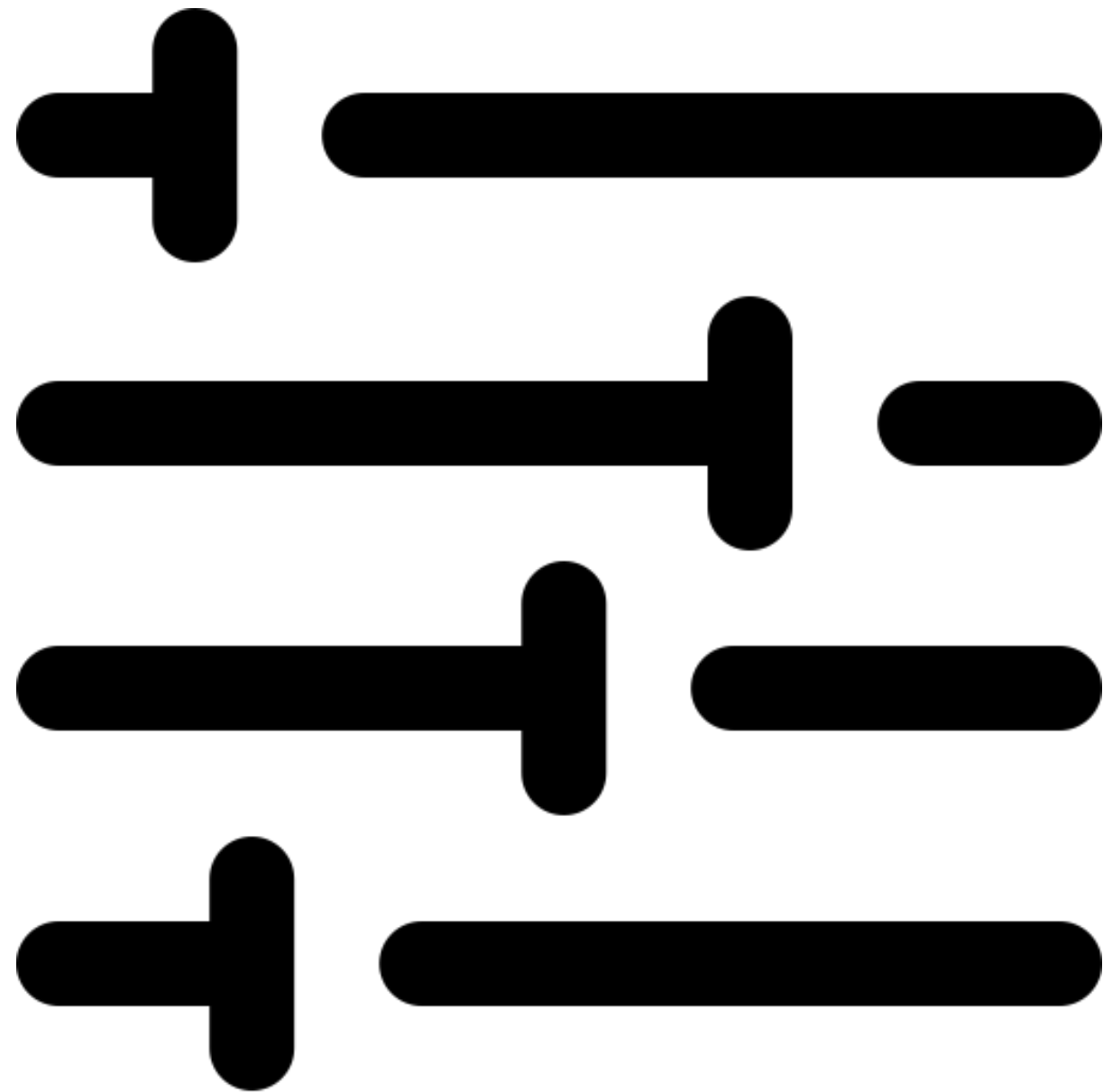
03 **High demand momentum** in traditional **industrial sectors** (mechanical engineering, automotive)

04 **Broad diversification** is reflected in **stable revenue development**

05 “Double Digit” earnings target achieved with **EBIT margin of 13.6%** (previous year: 9.5%) in the first half of the year

06 **Stable liquidity situation** despite strategic working capital build-up - **high cash position** at EUR 6.3 million

07 Sales regions **Europe and Asia** significantly up year-on-year in H1/2022, **Americas** with further catch-up potential



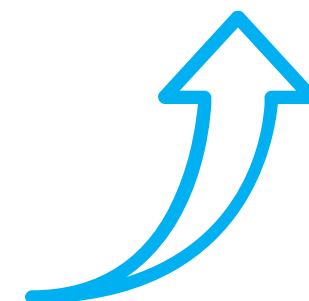
02 FIGURES

H1/2022

Figures (1)

H1/2022

in kEUR	H1/2022	H1/2021	Change
Revenue	49.1	38.9	+26.3%
EBITDA	9.1	6.1	+50.4%
EBIT (operating)	6.7	3.7	+82.0%
Consolidated result	4.7	2.4	+91.3%
EPS (in Euro)	0.49	0.25	+96.0%

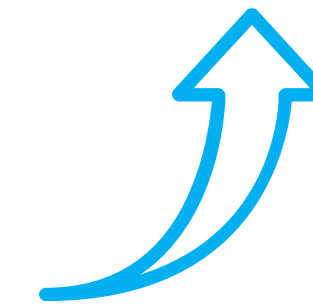
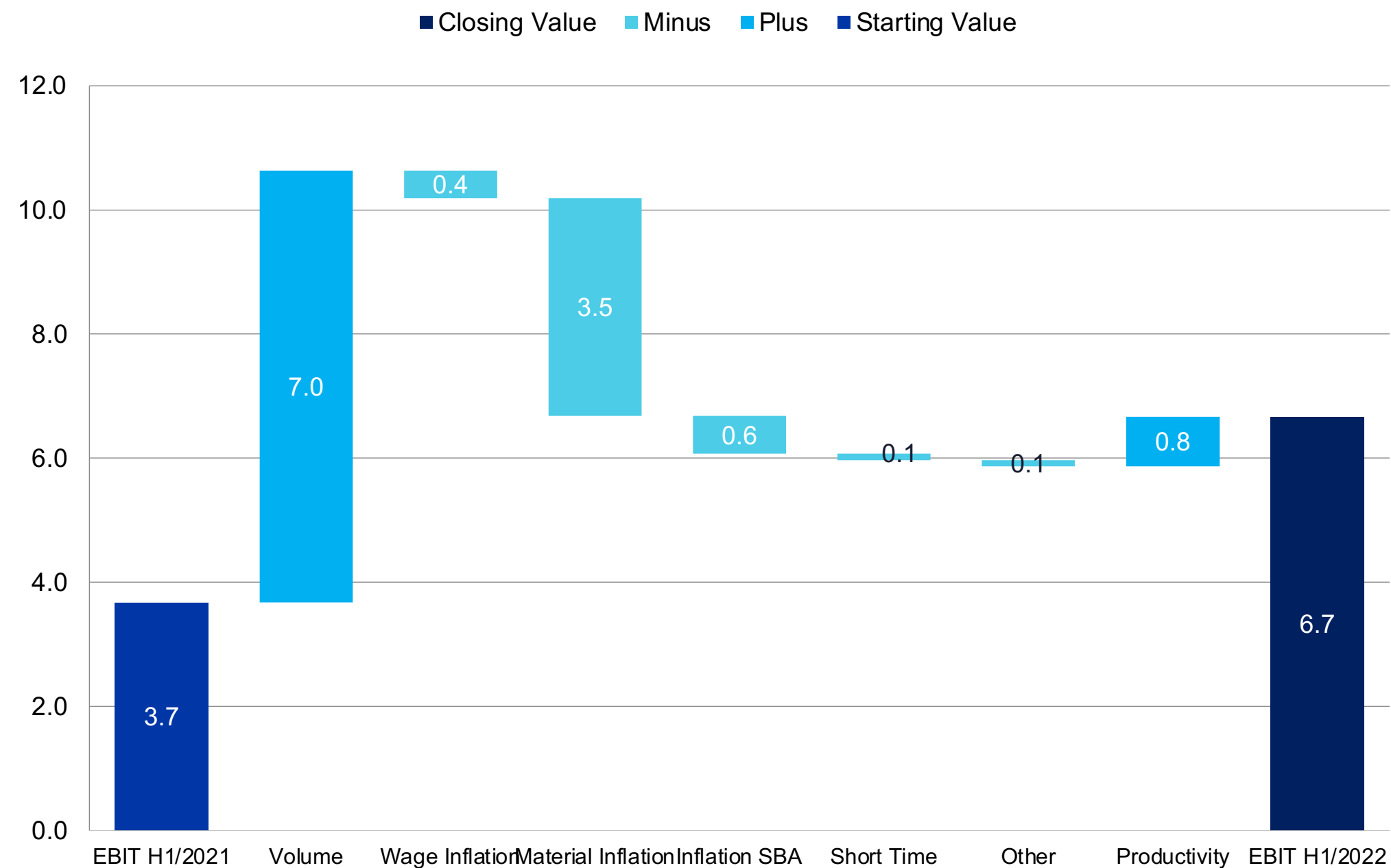


Strong first half-year 2022

- Revenue increase of 26.3% in H1/2022 and 30.2% in Q2/2022 compared to Q2/2021
- Group operating EBIT of 82.0% significantly above prior-year period
- Double-digit EBIT margin of 13.6% achieved (H1/2021: 9.5%)

Figures (2) H1/2022

in million EUR

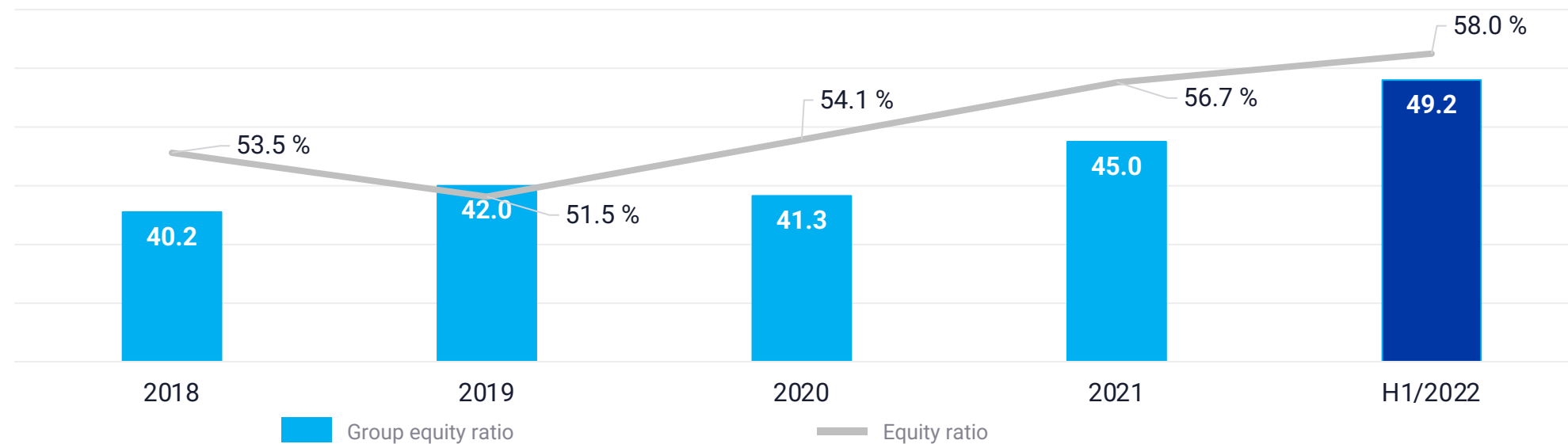


Trend continues

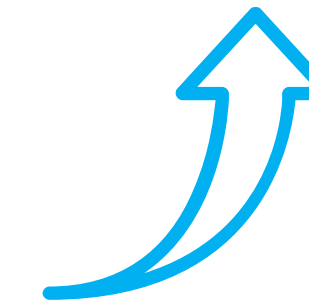
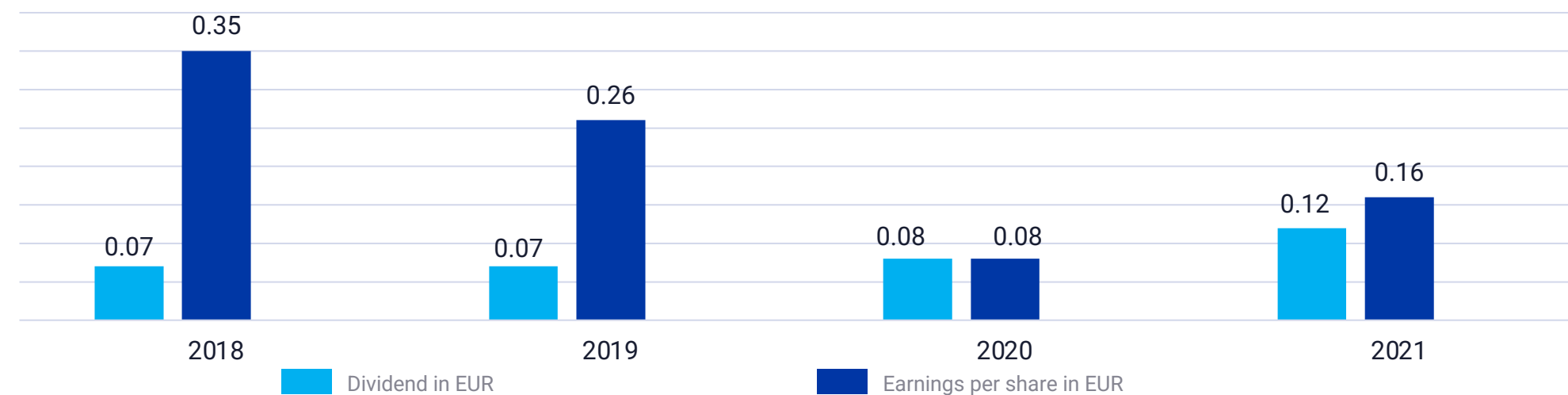
- Margin from volume growth is passed through to EBIT
- Productivity through mix and economies of scale
- Inflation effects are absorbed in absolute terms by price increases

Rising equity ratio in the first half of 2022

Consolidated equity and equity ratio
in million EUR



Dividend/EPS

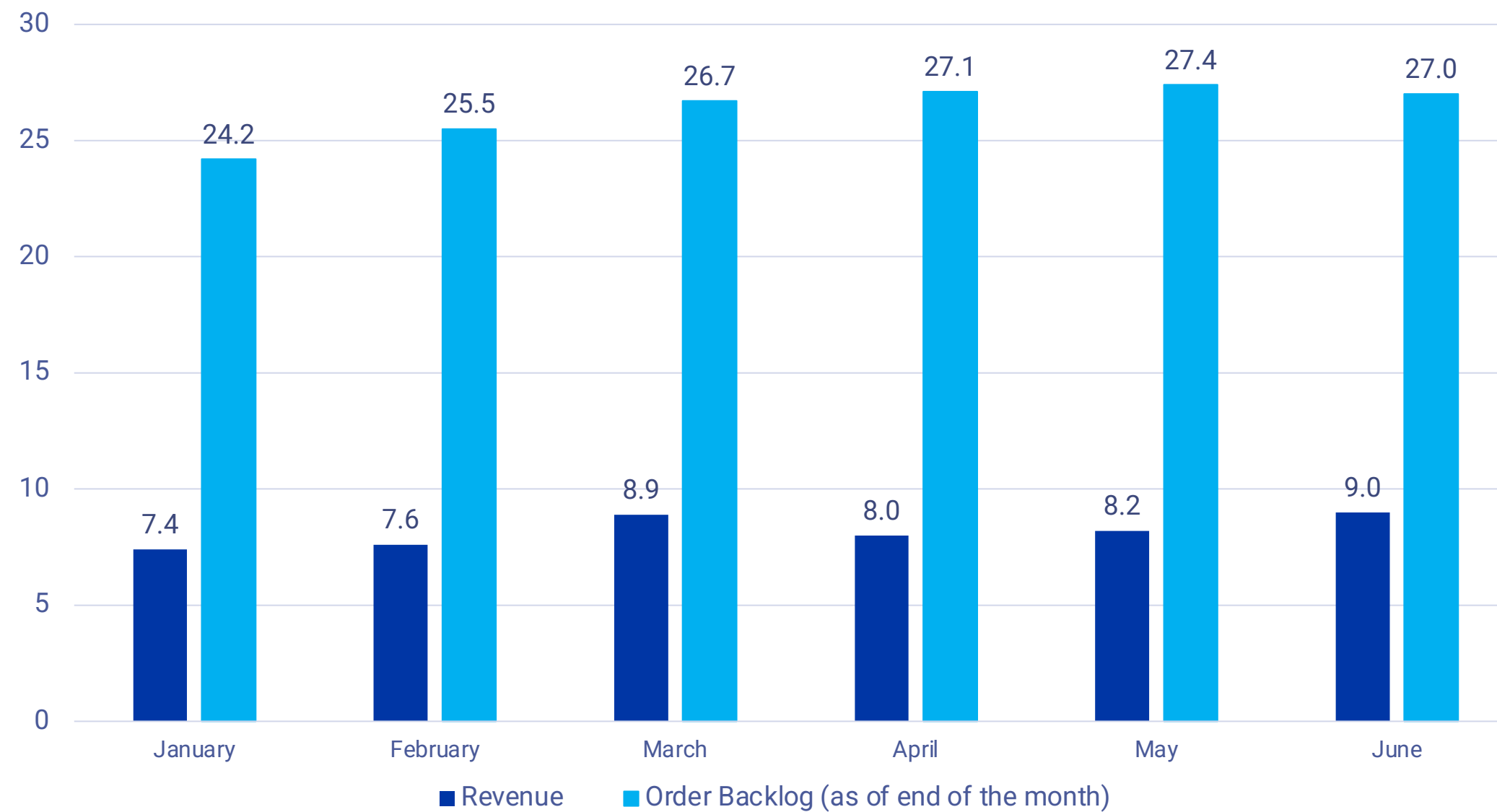


Equity further increased

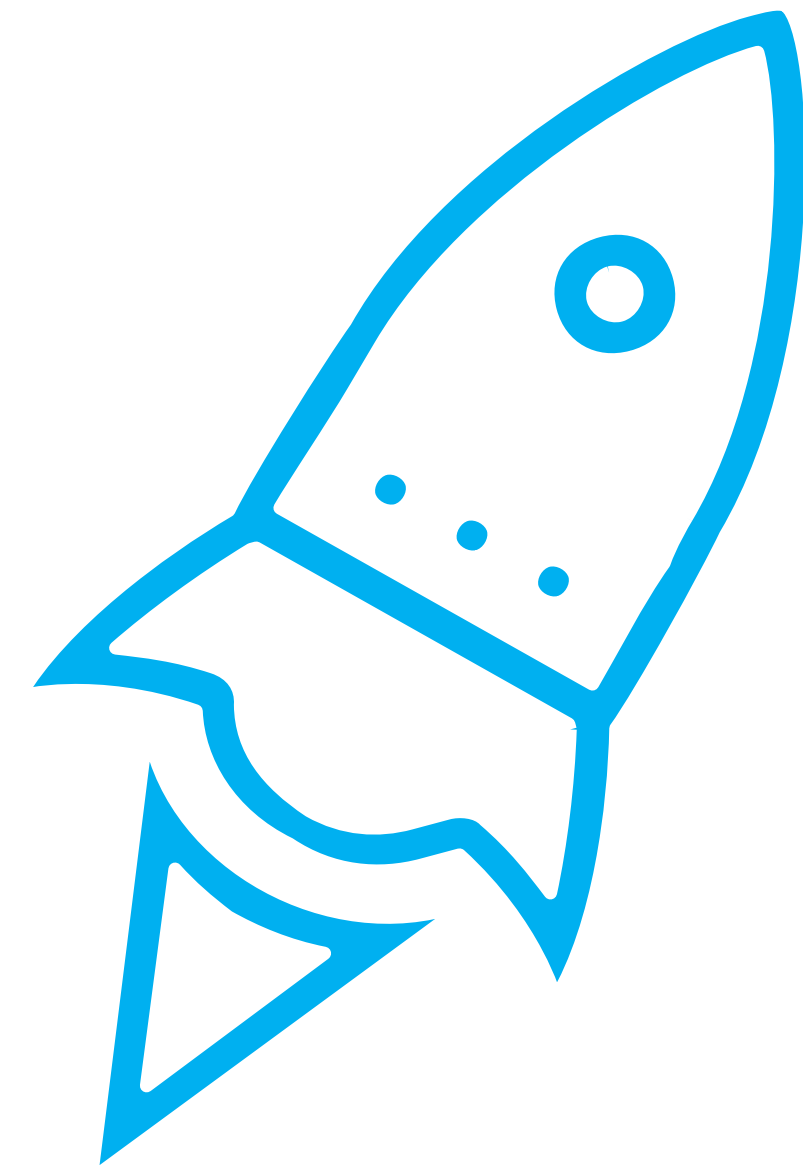
- Consolidated equity increases to EUR 49.2 million as of June 30, 2022 (Dec. 31, 2021: EUR 45.0 million) due to positive earnings situation
- Decrease in cash and cash equivalents to EUR 6.3 million as of June 30, 2022 (Dec. 31, 2021: EUR 9.6 million) reflects working capital build-up
- Operating cash flow in H1/2022 at EUR 1.0 million (H1/2021: EUR 1.7 million) - characterized by growth-related increase in working capital

Development of revenue order backlog

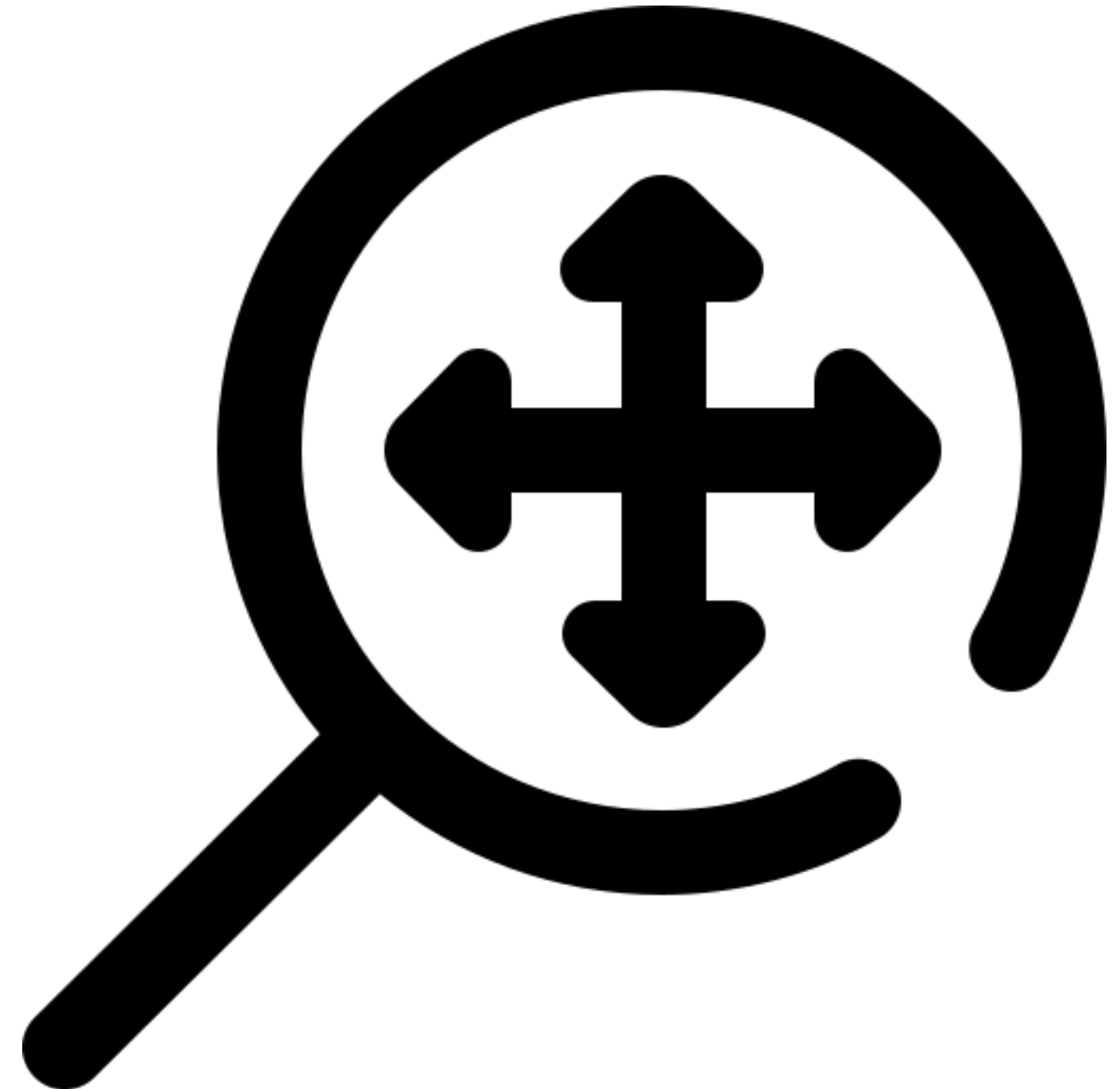
in million EUR



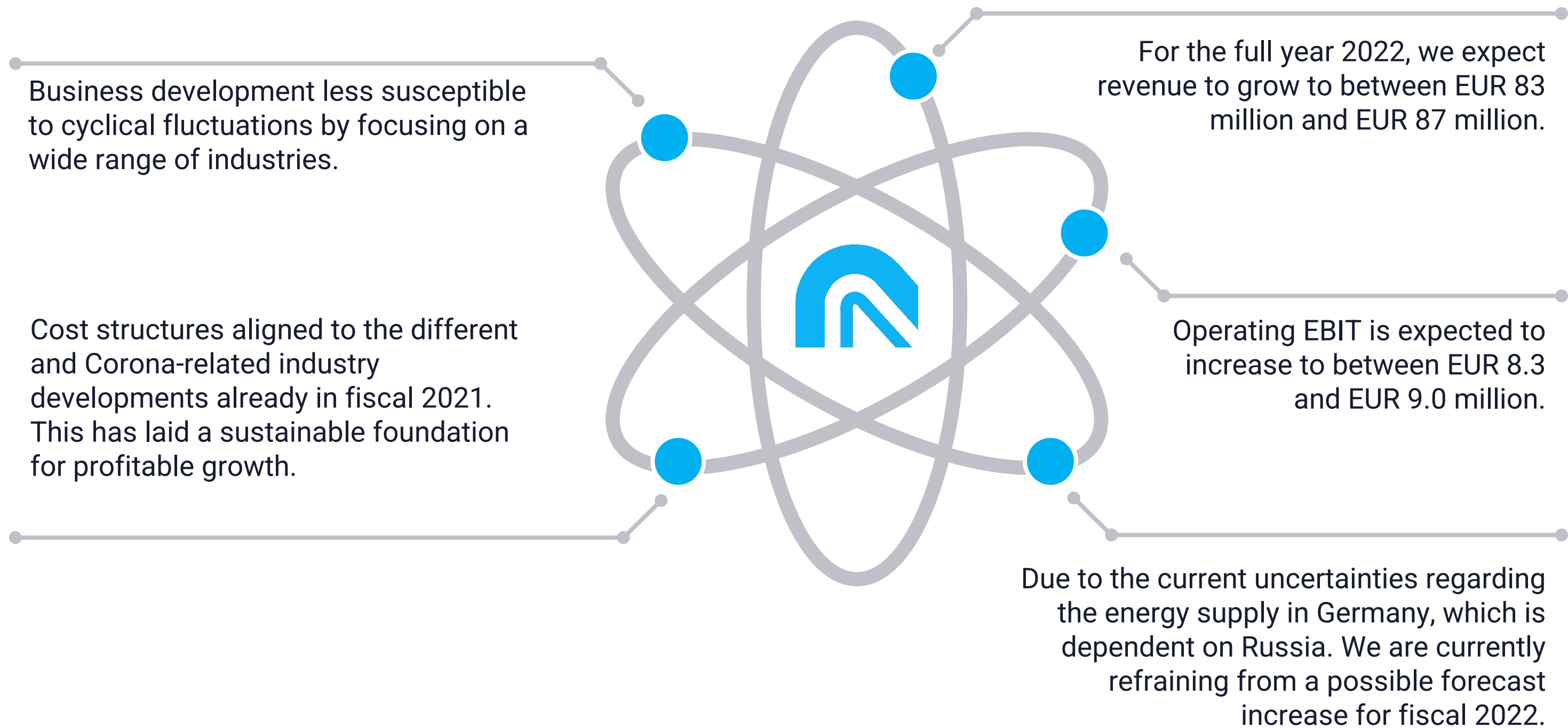
January to June 2022



03 OUTLOOK



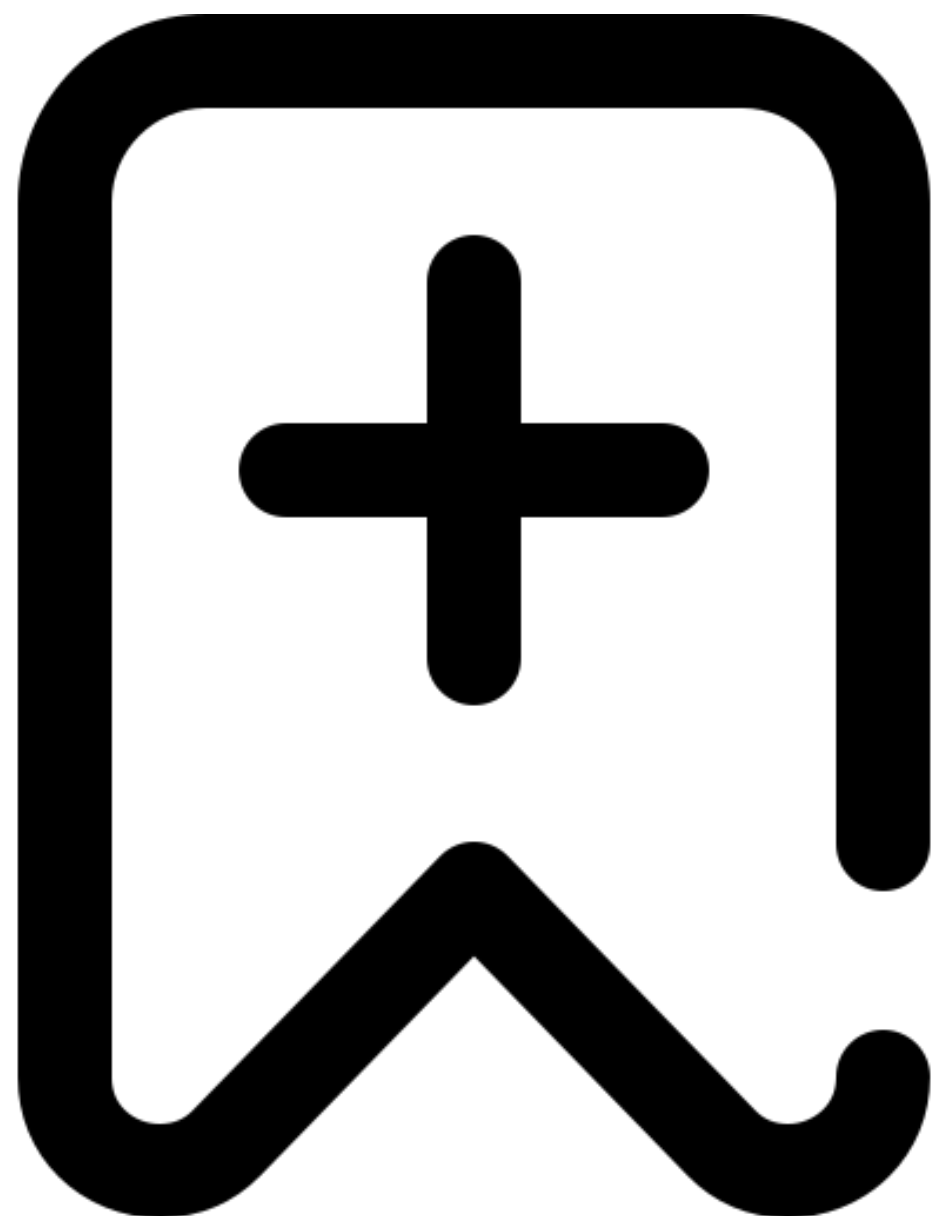
Outlook 2022





"Masterflex's earnings will **grow faster** than revenue in the future."

- Consolidated equity increases to EUR 49.2 million as of June 30, 2022 (Dec. 31, 2021: EUR 45.0 million) due to positive earnings situation
- Decrease in cash and cash equivalents to EUR 6.3 million as of June 30, 2022 (Dec. 31, 2021: EUR 9.6 million) reflects working capital build-up
- Operating cash flow in H1/2022 at EUR 1.0 million (06/30/2021: EUR 1.7 million) - characterized by growth-related increase in working capital



04 APPENDIX

Masterflex at a glance

in kEUR	31/12/2017	31/12/2018	31/12/2019	31/12/2020	31/12/2021	30/06/2022
Revenue	74,675	77,243	79,969	71,881	79,068	49,112
EBITDA	10,263	9,592	9,656	7,892	10,670	9,127
EBIT (operating)	7,081	6,251	5,058	3,167	5,764	6,696
Consolidated result	4,311	3,373	2,532	793	3,282	4,663
EPS (in EUR)	0.45	0.35	0.26	0.08	0.34	0.49

01

Organic **growth** by 2024 at the latest:
revenue approx. EUR 100 million

02

Double-digit EBIT and **improved**
operating **cash flow** by 2022

Financial Calendar 2022

August

10

Half-year Report 2022

August

25

Hamburg
Investors Day

November

09

Quarterly Statement
Q3/2022

November

15

Munich Capital Market
Conference

Contact

IR-Contact



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「Thank you」