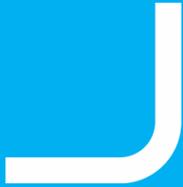




Earnings Call Presentation

9M/2022



09 November 2022

AGENDA

01 _ Overview

02 _ Key Figures 9M/2022

03 _ Outlook 2022

04 _ Appendix

01 Overview



Highlights

9-month period 2022

01

Dynamic **revenue increase** 27.6 %

02

Strong order situation – **Order backlog** slightly up to EUR 24.1 million as of 30 September 2022 (31 December 2021: EUR 22.9 million)

03

High demand momentum in the traditional industrial sectors (mechanical engineering, automotive, aviation) and in medical technology

04

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

05

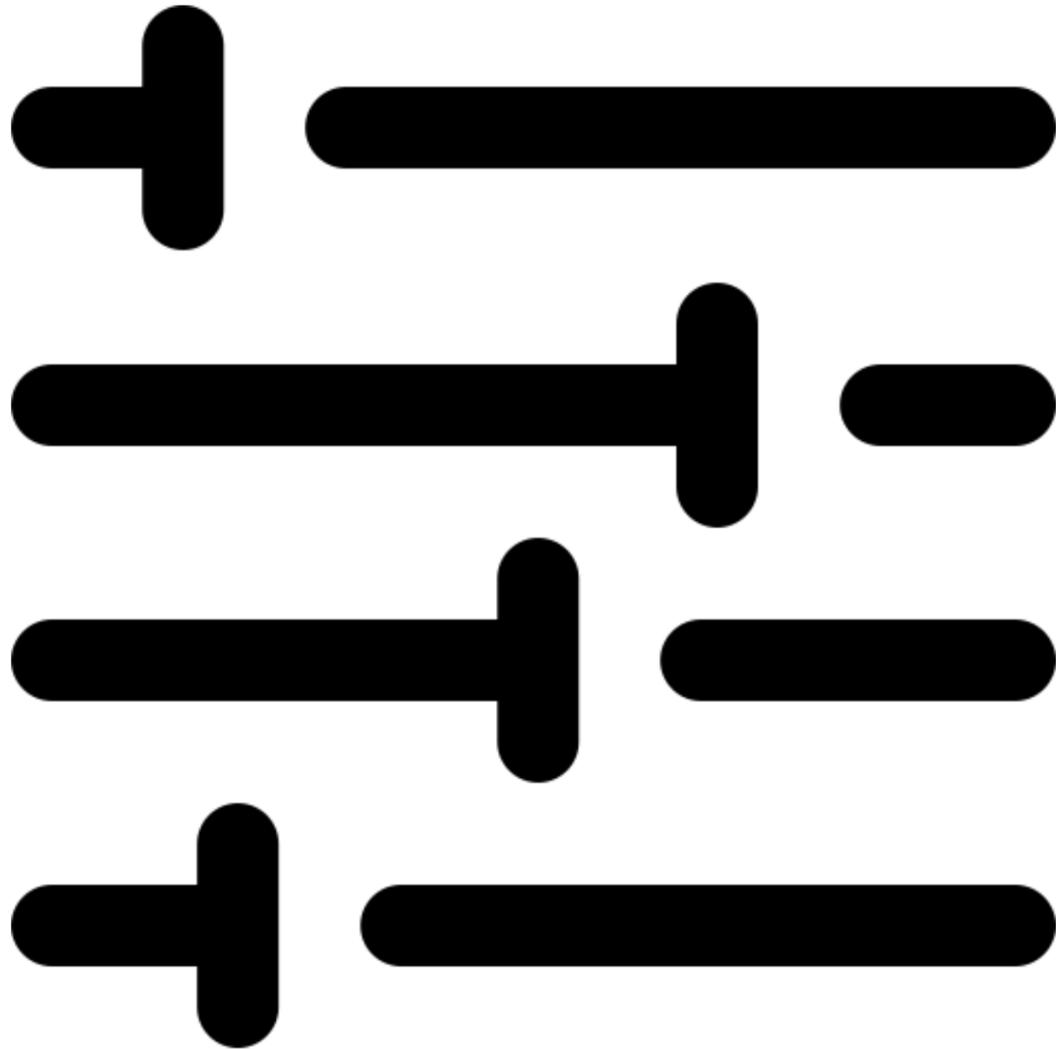
Double-digit earnings target sustainably achieved with **EBIT margin of 13.7%** (previous year: 9.7%)

06

Stable liquidity situation despite strategic working capital build-up - **high cash position** at EUR 9.5 million

07

Growth-related expansion of the workforce at the major German sites and in the USA, as well as the **resumption of production** at the Czech sites



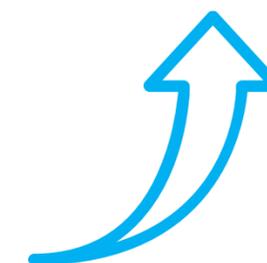
02 Key Figures

9M/2022

Key Figures (1)

9M/2022

In EUR million	9M/2022	9M/2021	Change
Revenue	76.0	59.6	+27.6%
EBITDA	14.1	9.3	+50.7%
EBIT (operating)	10.4	5.8	+80.7%
Group result	7.3	3.8	+95.0%
EPS (in EUR)	0.76	0.39	+94.9%



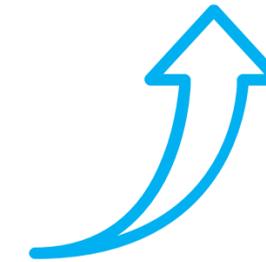
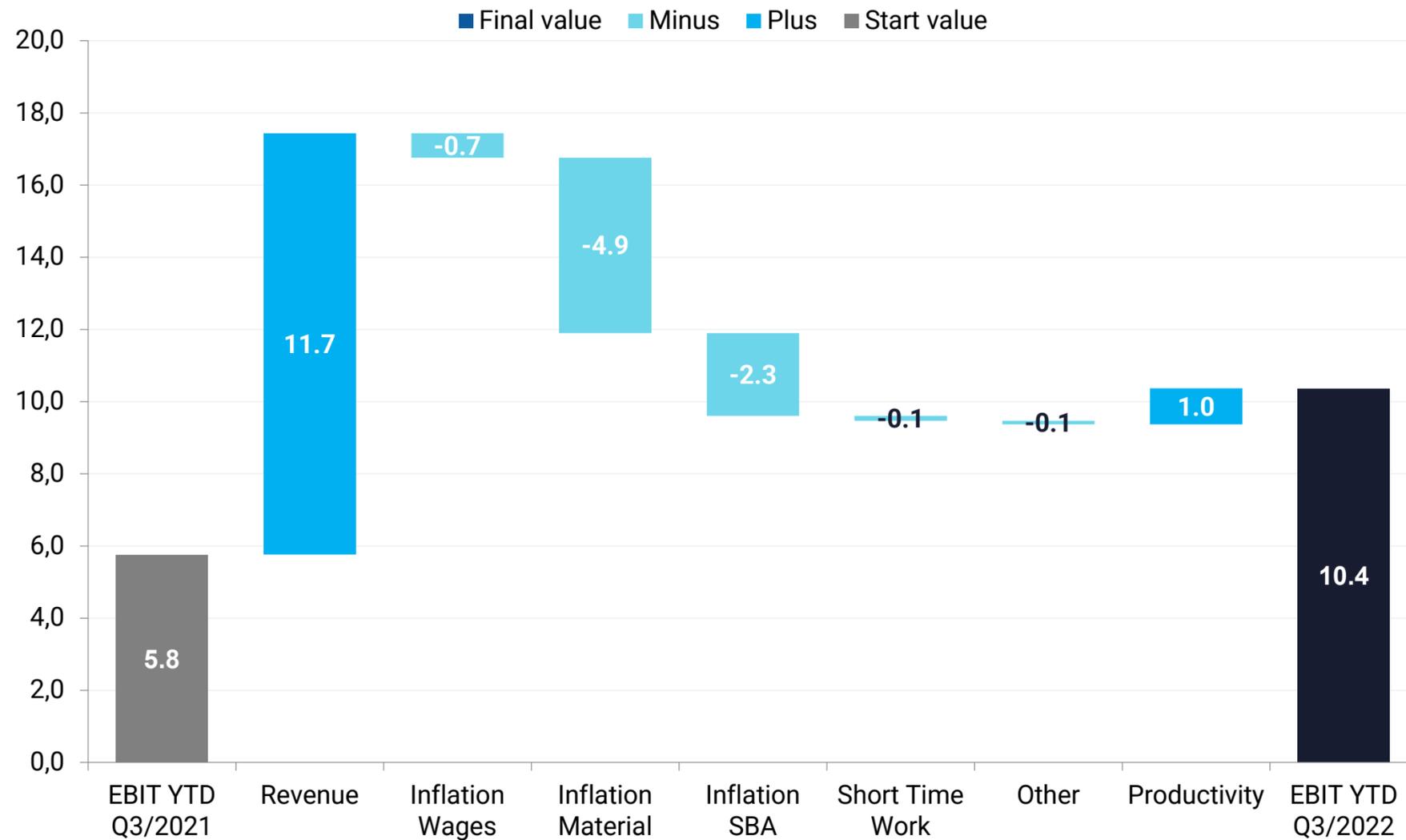
Excellent 9-month period

- Revenue increase of 27.6% in 9M/2022 and 30.1% in Q3/2022 compared to prior-year period
- Group operating EBIT significantly higher in the 9-month period at 80.7% than the prior-year period
- Double-digit EBIT margin of 13.7% achieved (9M/2021: 9.7%)

Key Figures (2)

9M/2022

EUR, in million

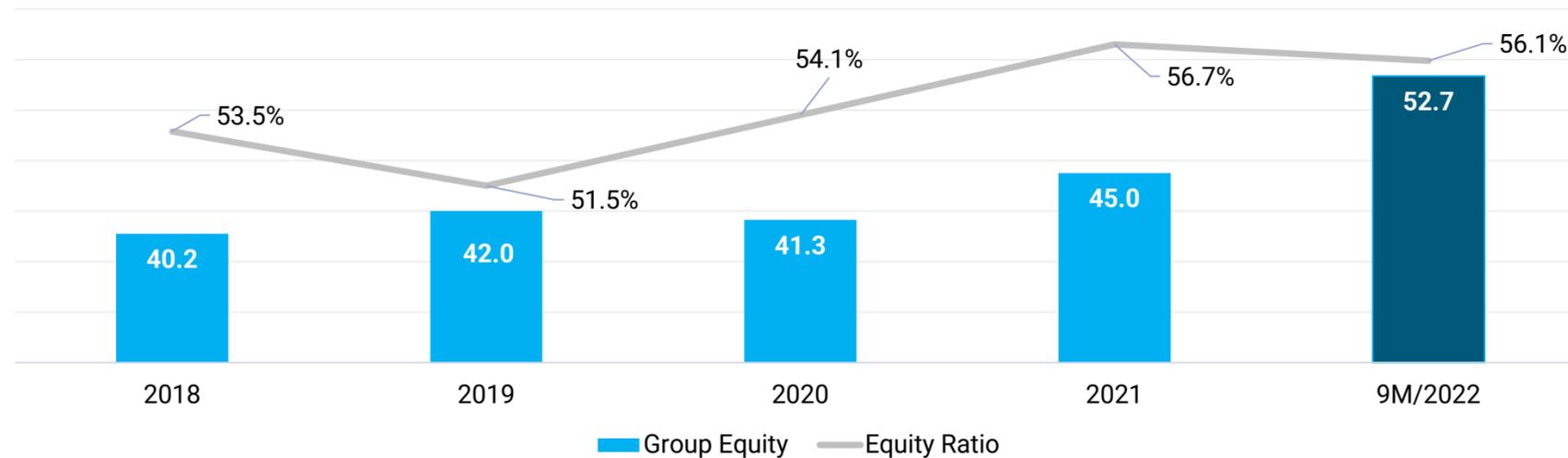


Trend is continuing

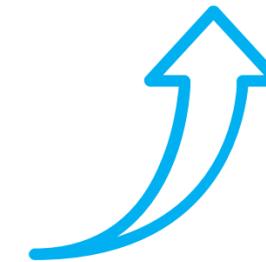
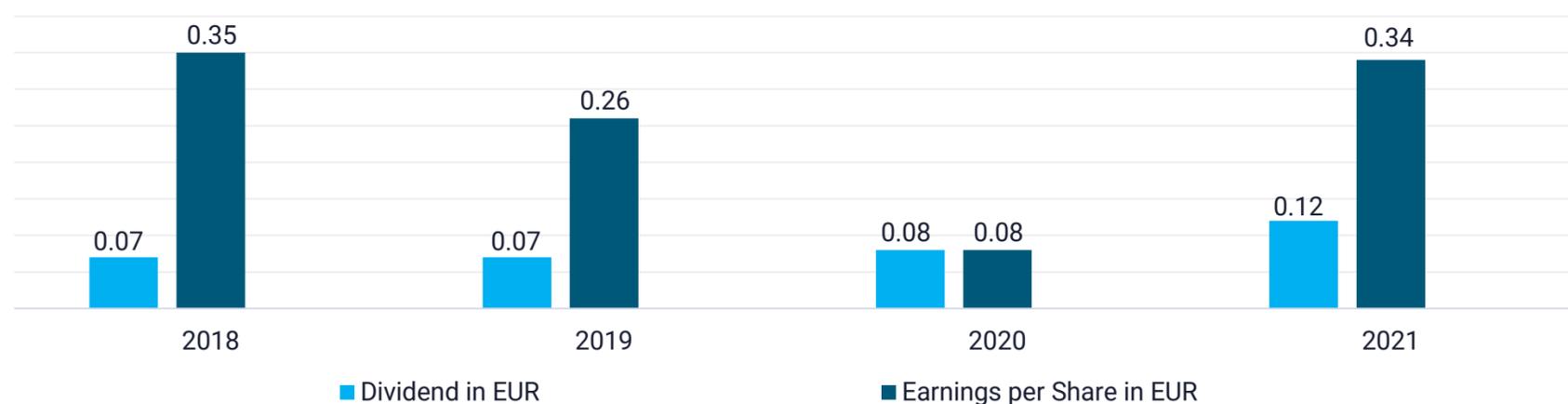
- Margin from volume growth is passed through to EBIT
- Higher productivity through mix and economies of scale
- Inflation effects are offset in absolute terms by price increases

Rising group equity in the 9-month period

Group equity and equity ratio
in EUR million



Dividend/EPS

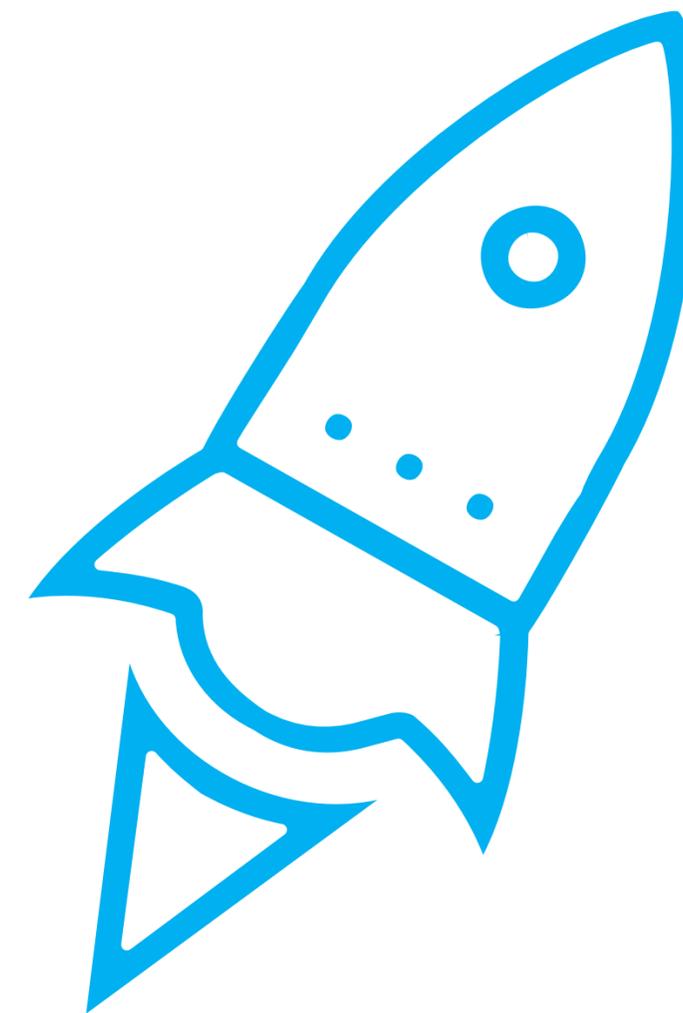
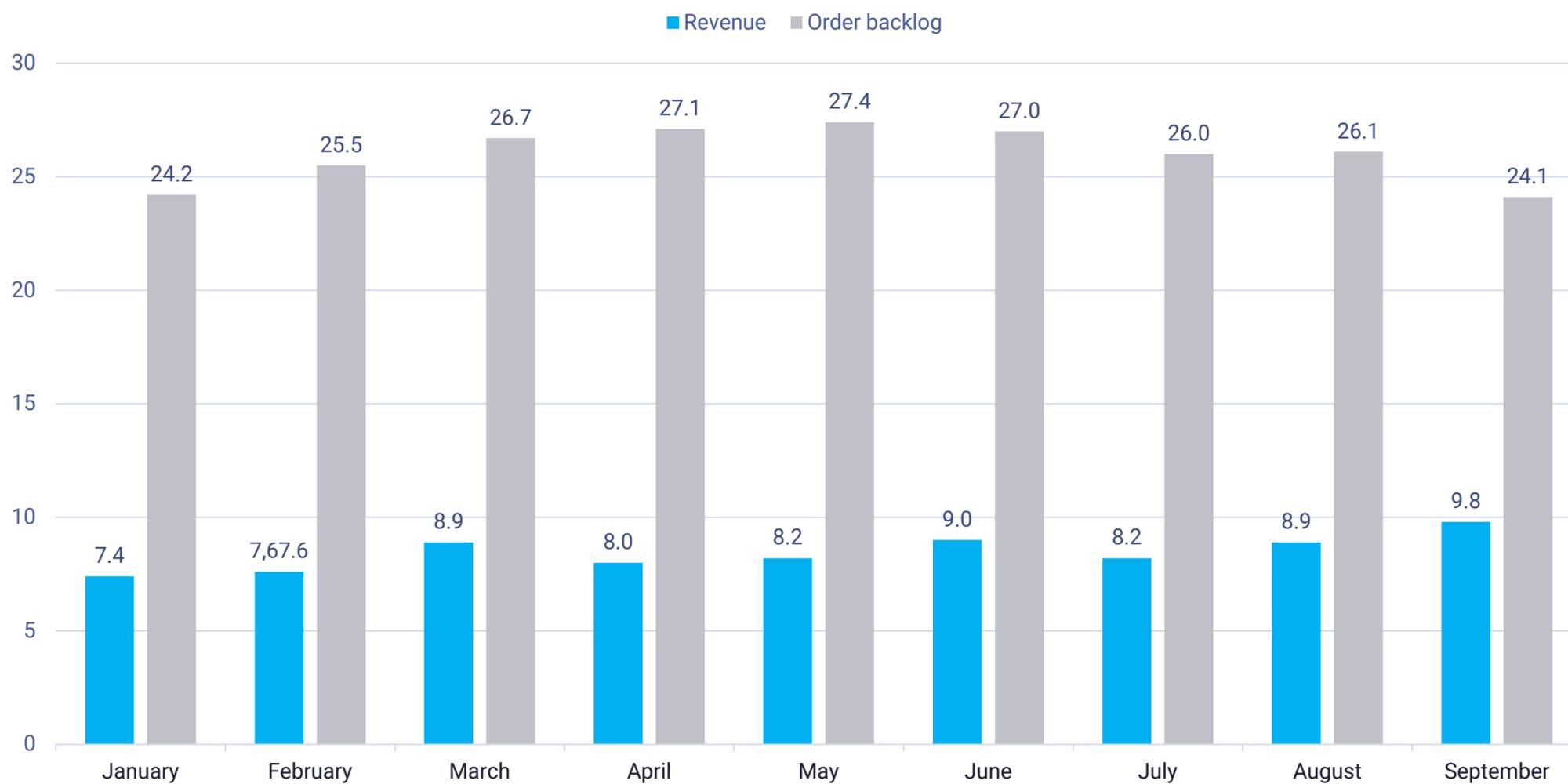


Equity increased further

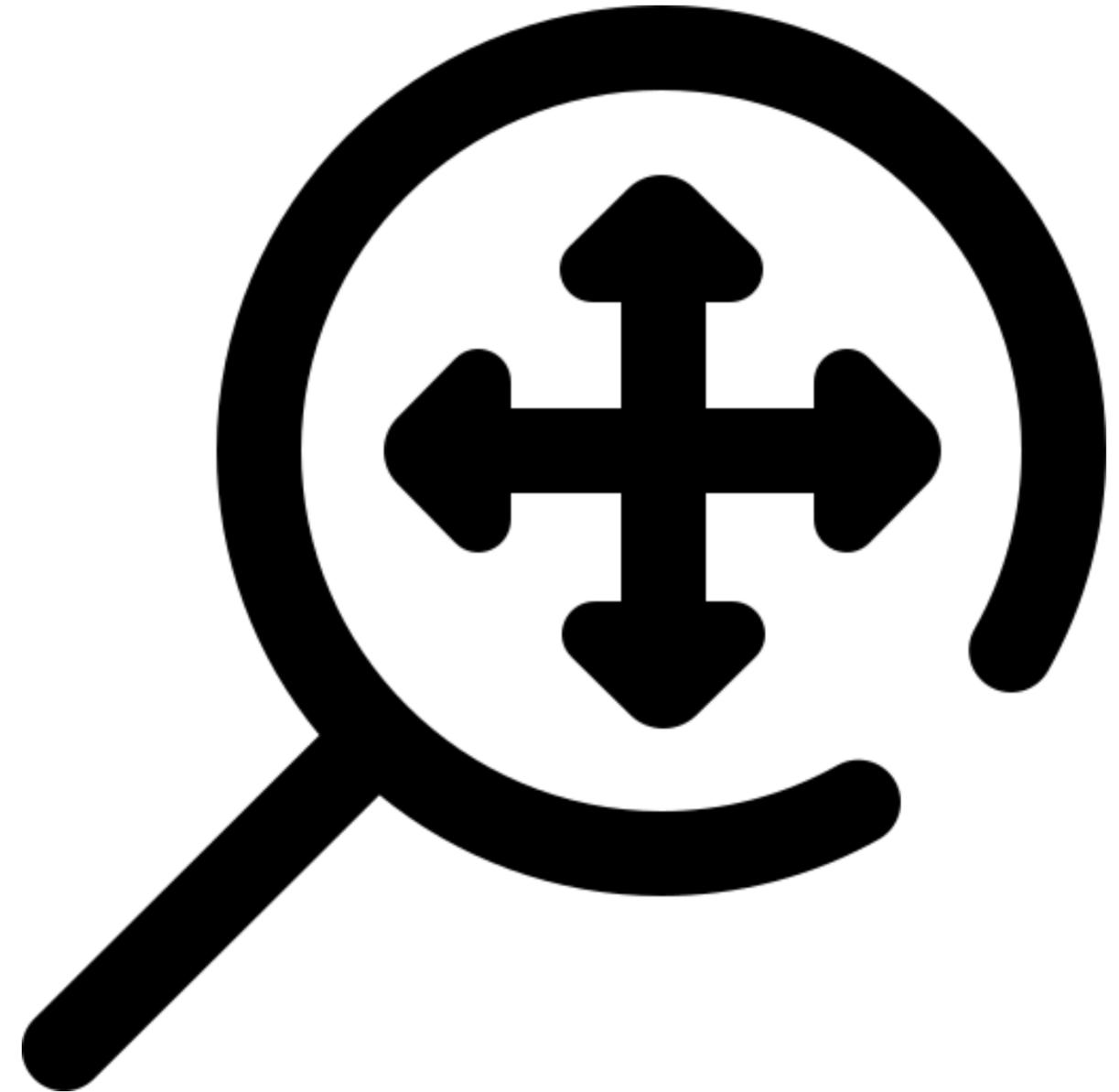
- Consolidated equity increases to EUR 52.7 million as of 30 September 2022 (31 December 2021: EUR 45.0 million) due to positive earnings situation
- Decrease in cash and cash equivalents to EUR 9.5 million as of 30 September 2022 (31 December 2021: EUR 9.6 million) reflects working capital build-up
- Operating cashflow in 9M/2022 at EUR 5.7 million (9M/2021: EUR 3.7 million) – despite growth-related increase in working capital

Development of revenue and order backlog

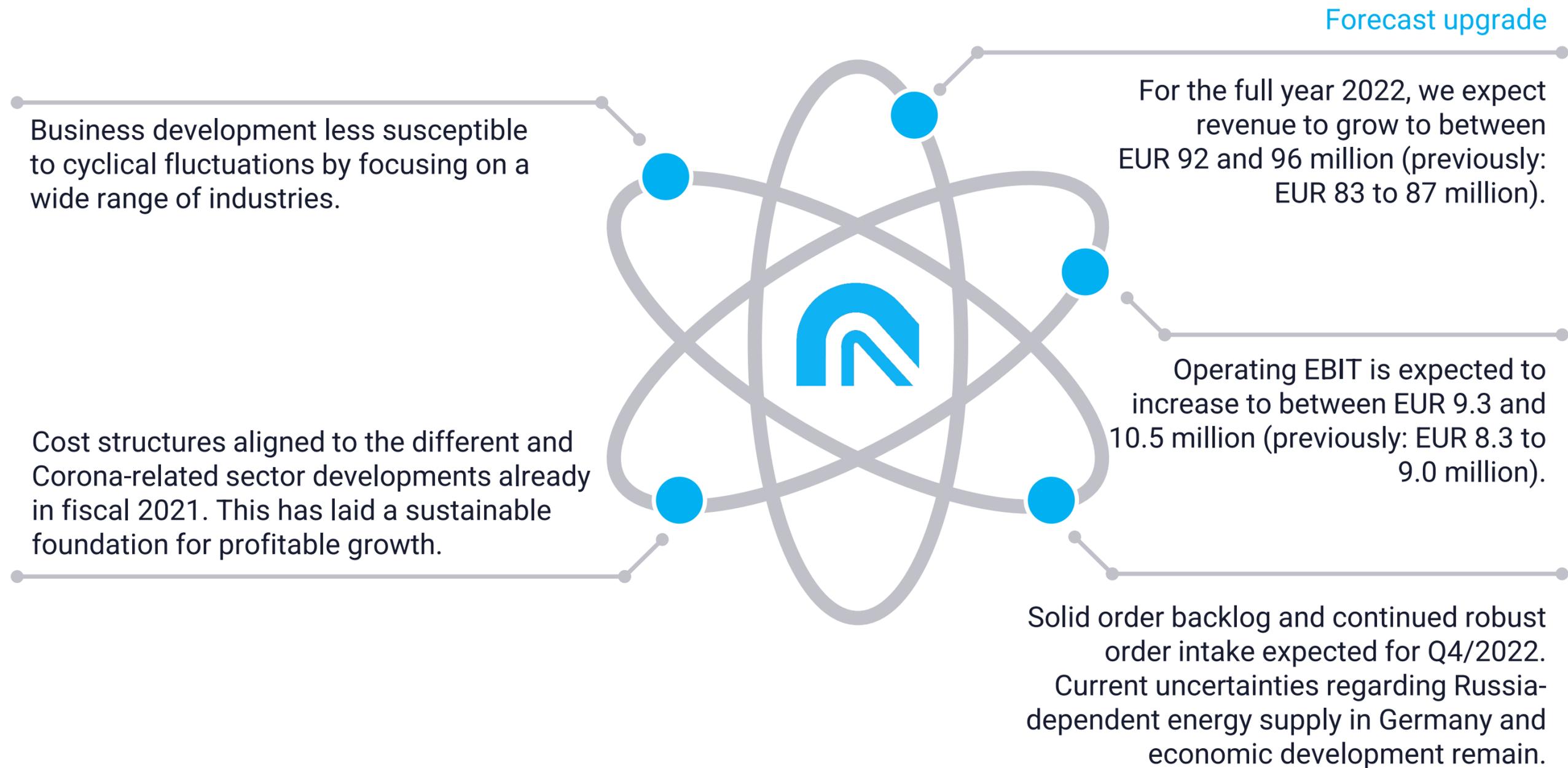
in EUR million



03 Outlook



Outlook 2022



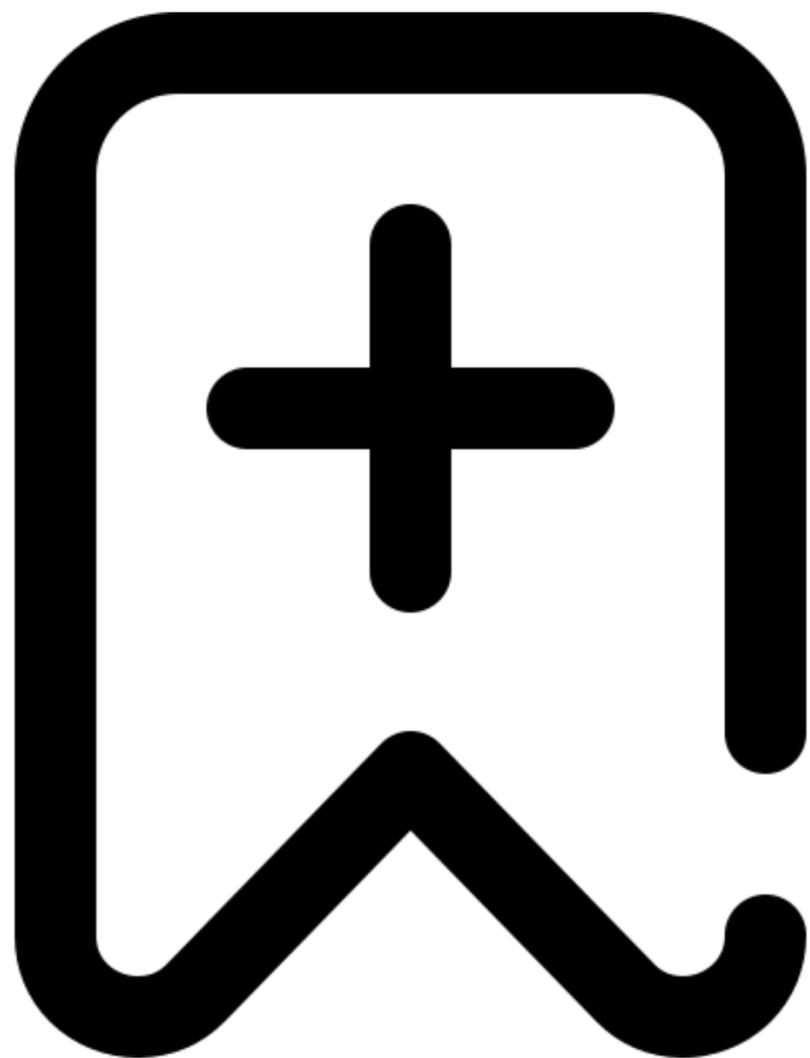
Outlook

Medium-term forecast



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

- Organic revenue growth to approx. EUR 100 million by 2024 at the latest
- Double-digit EBIT margin from 2022 – already achieved in H1/2022 and sustained in 9M/2022
- Additional growth through acquisitions to revenue level of EUR 200 million by 2030



04 Appendix

Masterflex at a glance

in thousand EUR	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	9M/2022
Revenue	74,675	77,243	79,969	71,881	79,068	76,049
EBITDA	10,263	9,592	9,656	7,892	10,670	14,081
EBIT (operating)	7,081	6,251	5,058	3,167	5,764	10,413
Group result	4,311	3,373	2,532	793	3,282	7,337
EPS (in EUR)	0.45	0.35	0.26	0.08	0.34	0.76

01

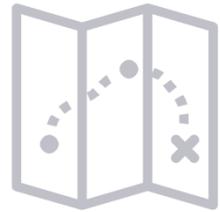
Organic **growth** to revenue of approx. EUR 100 million by 2024 at the latest

02

Double-digit EBIT margin **already achieved**

Contact

Investor Relations



Address

Masterflex SE
Mark Becks, CFO
Willy-Brandt-Allee 300
45891 Gelsenkirchen

**CROSS ALLIANCE
communication GmbH**
Susan Hoffmeister
Bahnhofstraße 98
82166 Graefelfing/Munich



Phone

Phone.: +49 209 97077 0
Fax: +49 209 97077 33

Tel.: +49 89 125 09 03 33



Online

ir@masterflexgroup.com

sh@crossalliance.de

Thank you