



SEMPERIT GROUP 1-6 2023 INVESTOR PRESENTATION

Karl Haider, CEO

Helmut Sorger, CFO

10 August 2023



Agenda

Key Highlights (p.2)

Operational Performance (p.4)

Financial Performance (p.13)

Outlook (p.23)

Appendix (p.27)



Strategic and operational highlights 1-6 2023



Industrial sector – top-line and earnings decline due to lower volumes on the back of falling demand, customer caution and cool-down



Medical sector – first part of Sempermed sale on track after FDI & merger clearance obtained, closing expected for August 31



Rico acquisition – completed on July 31, with Semperit now positioned as technological leader in liquid silicone and high-end mould production



Fixed cost and overhead savings intensified, with EUR 10m already defined for 2023/24, with run rate >EUR 10m starting 2024 – continued efforts for further savings



Strategy refinement with clear focus on industry segments – two new divisions defined along two distinctive business models (Industrial Applications and Engineered Applications)





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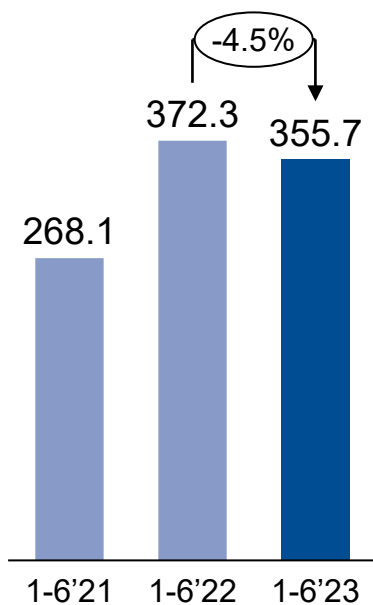
Outlook (p.23)

Appendix (p.27)

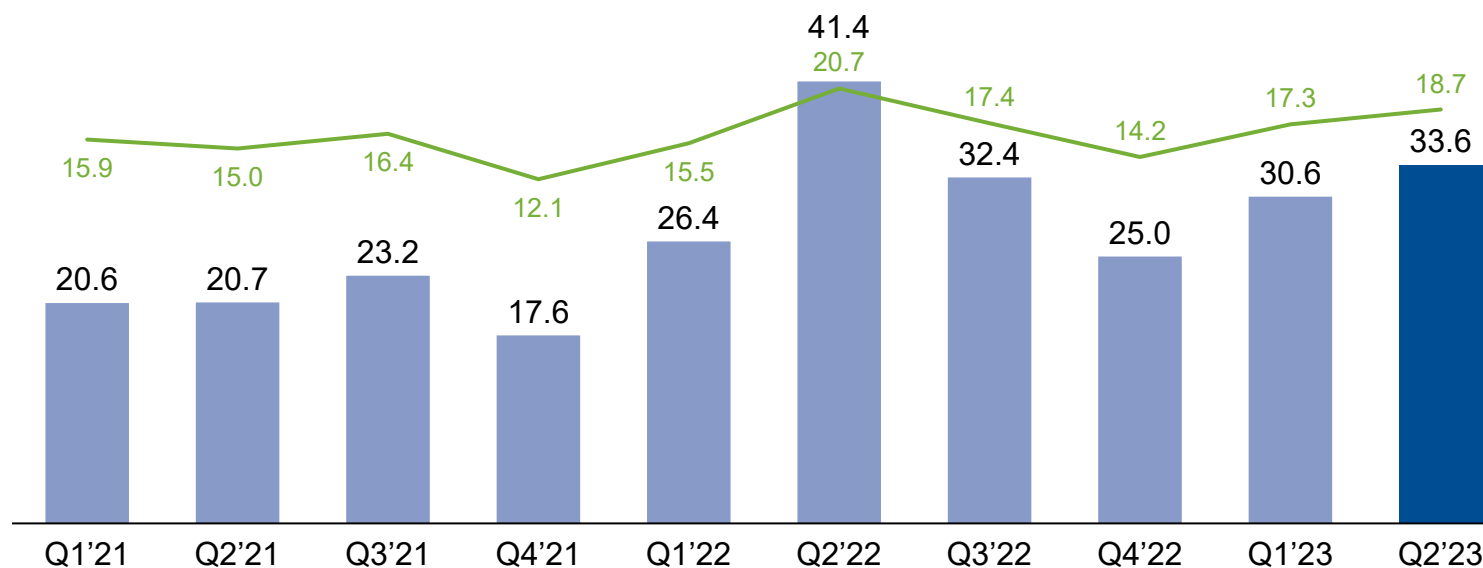


Industrial Sector: lower volumes result in top line and profits coming in below strong prior-year comparison

Revenues in EURm
1-6'21 – 1-6'23



Quarterly development of EBITDA (EURm) and EBITDA margin (%)



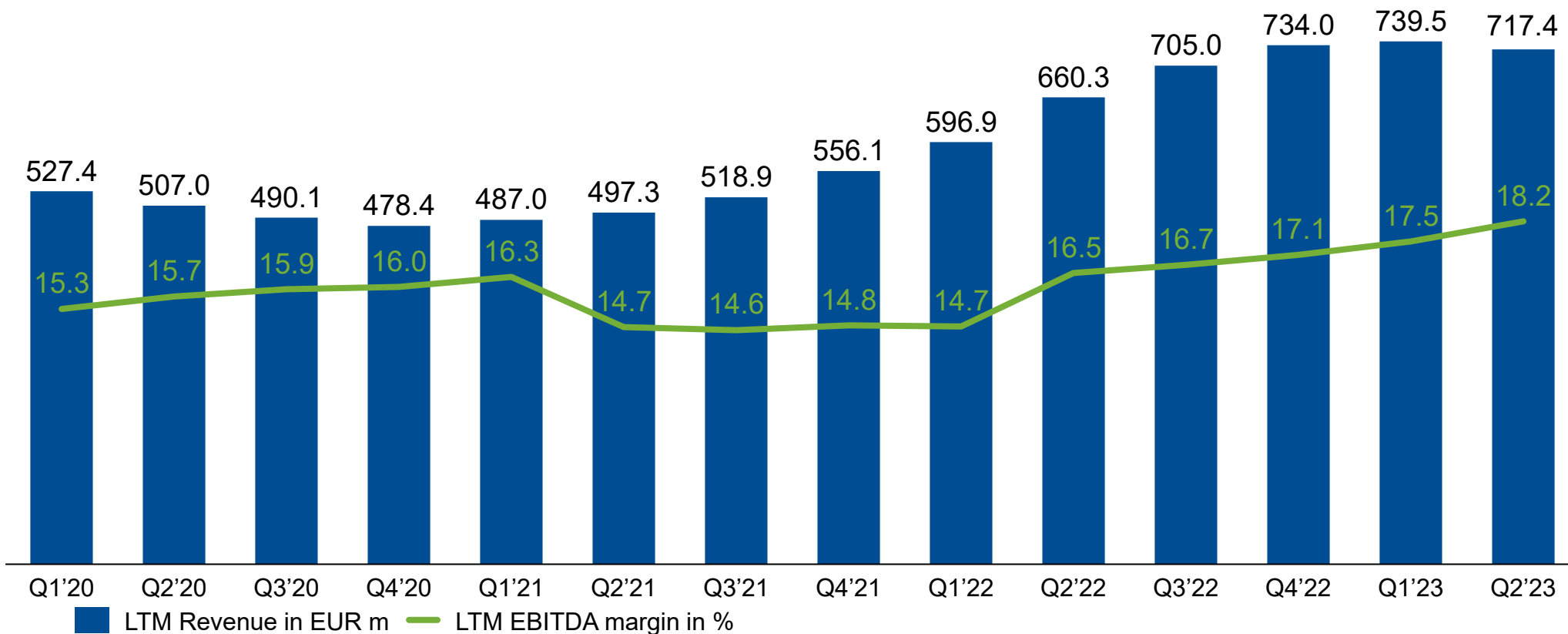
■ Revenue in EUR m ■ EBITDA in EUR m — EBITDA margin in %

- Solid performance in challenging environment characterized by lower order intake, customer destocking and economic slowdown
- Volume development in line with previous expectations while price levels remain supportive after the favourable development in 2022
- Continued focus on simplification, lean management and operational efficiency to achieve competitive cost base



Detail on Last Twelve Month (LTM) view of the Industrial Sector

LTM development of Revenue (EURm) and EBITDA margin (%)

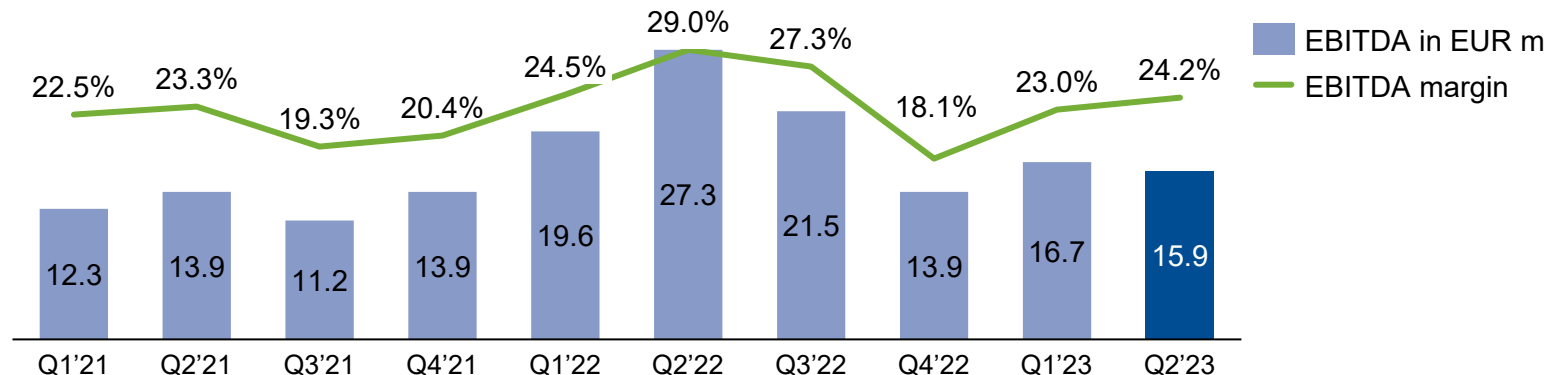




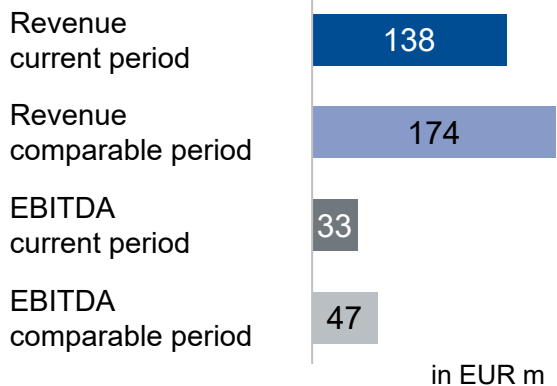
Semperflex 1-6 2023

Lower top line against strong comparables

Semperflex



1-6 2023 vs. 1-6 2022



- Top-line pressure due to lower order intake, inventory adjustment and customer caution
- Sales down by 20% and EBITDA by 30% yoy
- Lower sales volumes put pressure on operating leverage
- Focus on operational efficiency through capacity adjustment, headcount reduction and energy savings
- DH5 ground-breaking ceremony in June

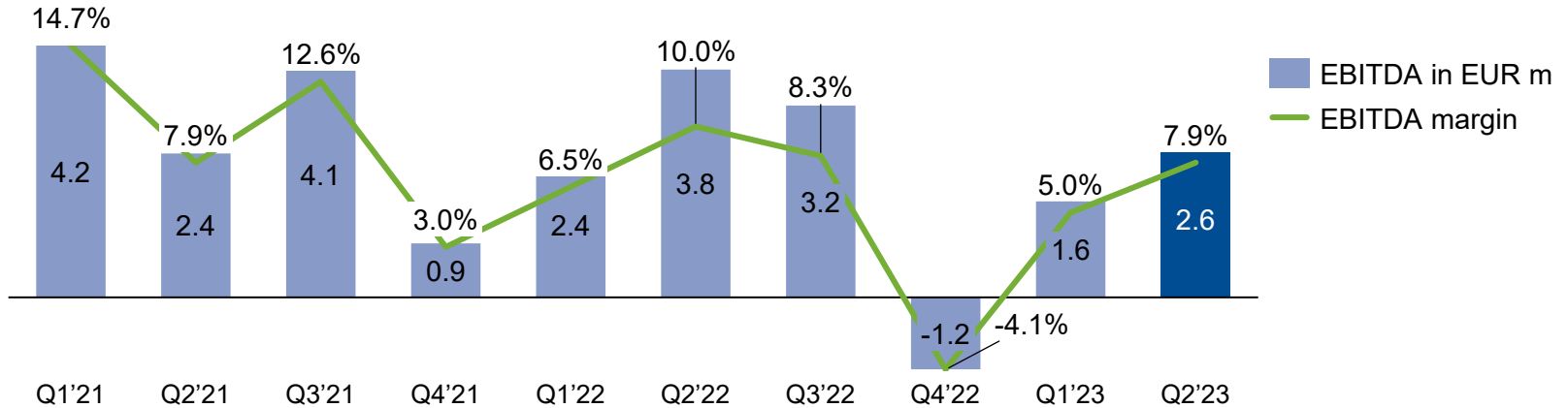
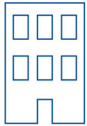




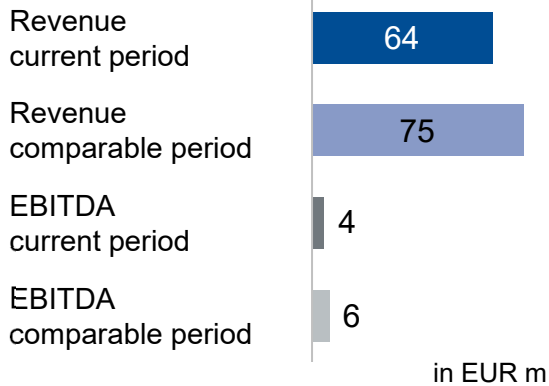
Sempersal 1-6 2023

Results reflect constructions industry's weak demand

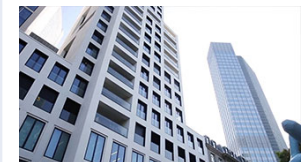
Sempersal



1-6 2023 vs. 1-6 2022



- Persistent weak demand in construction industry in a high cost and interest rate environment resulted in lower orders
- Top-line growth down 14% yoy due to lower sales volumes despite higher price levels vs. 1-6'22
- EBITDA down by 34% due to lower volumes and higher costs
- Cost reduction measures ongoing – including rightsizing overhead and headcount reductions

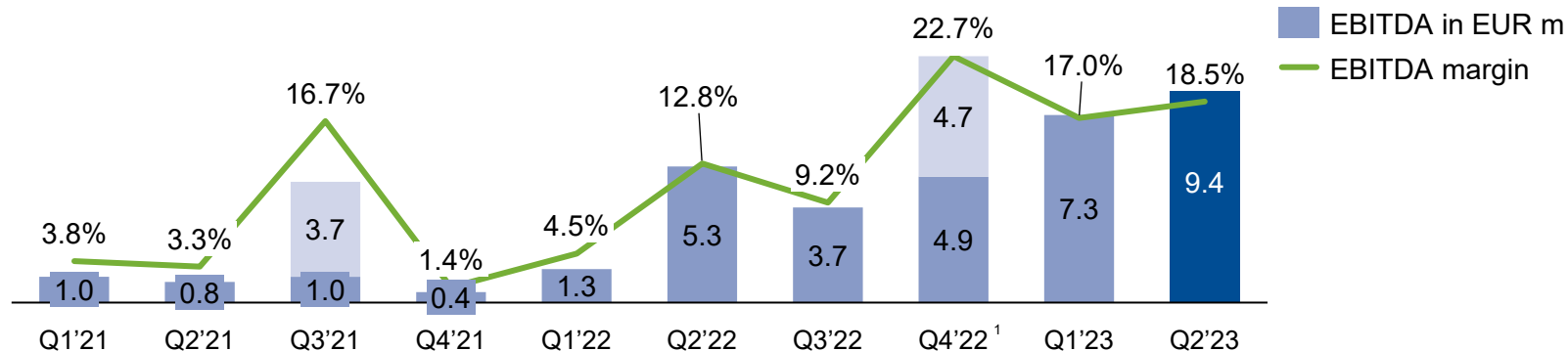




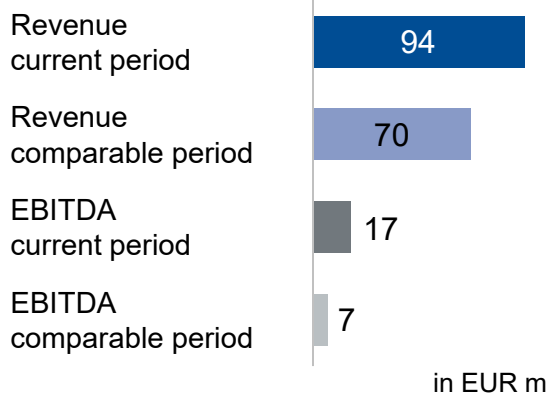
Sempertrans 1-6 2023

Results reflect positive project development

Sempertrans



1-6 2023 vs. 1-6 2022



- Ongoing strong demand from mining industry results in strong order book
- Continued surge in sales with some tailwinds from European energy crisis
- Higher volumes and price increases offset input costs, top line strongly up by 34% while EBITDA more than doubled, high utilisation and scale effects result in record margins
- Decreasing raw materials' prices expected to impact sales prices going forward



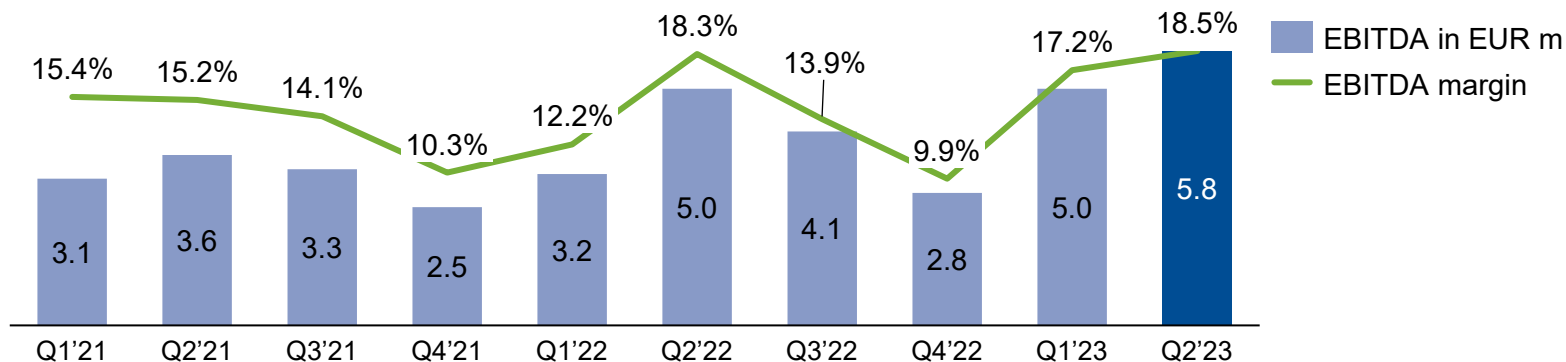
¹ Q4'22 EBITDA: positive net effect of EUR 4.7m from sale of property in connection with factory closure in France in 2018



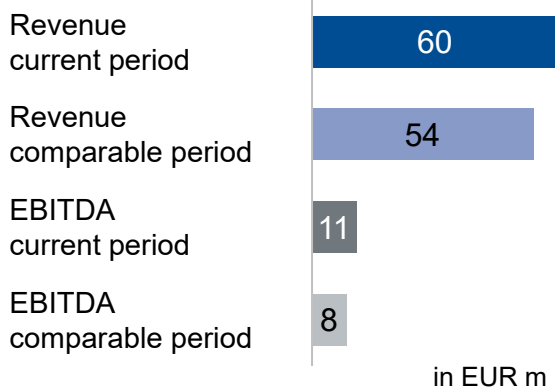
Semperform 1-6 2023

Improved results due to changed product mix and price increases

Semperform



1-6 2023 vs. 1-6 2022



- Mixed picture and shifts in demand but in total similar magnitude of order intake levels - order book overall slightly down due to higher sales
- Ongoing product portfolio optimization
- Top line up by 11% due to higher price levels and product mix
- EBITDA strongly up due to product mix towards high margin products and increased profitability

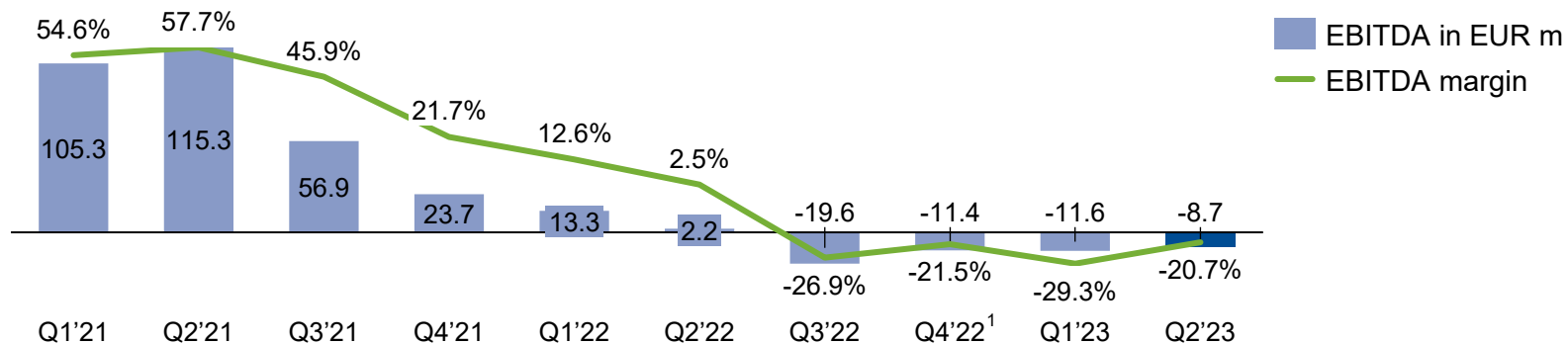




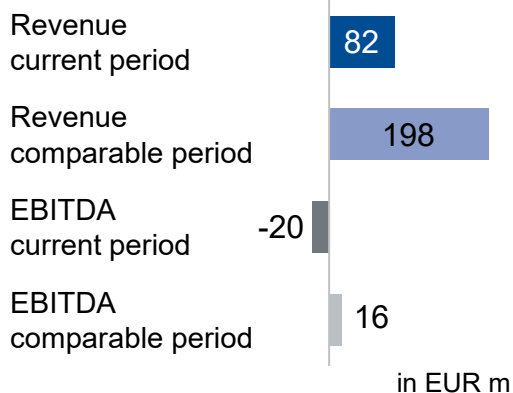
Medical Sector / Sempermed segment 1-6 2023

Excess capacity, reduced demand and further inventory clean-up impact volumes

Sempermed



1-6 2023 vs. 1-6 2022



- Ongoing destocking burdens demand for both examination and surgical gloves
- Continuing price pressure due to excess capacities especially for examination gloves
- EBITDA losses slightly lower q-o-q but still heavily impacted by low prices, higher costs and negative scale effects
- Write-up of EUR 1.6mn in 1-6'23
- Responsible stewardship for Sempermed



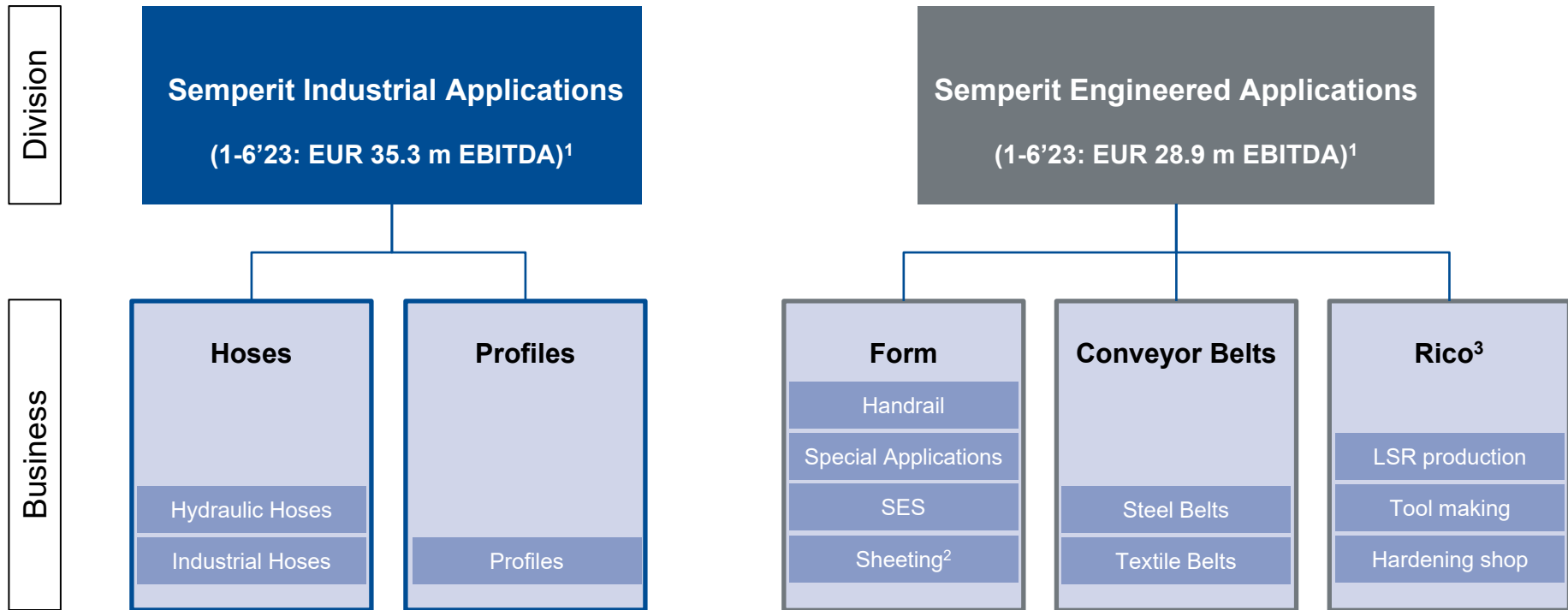
¹ Q4'22 EBITDA includes transaction costs of EUR 8.4m as a result of the agreed sale of Sempermed



Efficient and powerful new organizational line-up reflecting two distinctive business models

Clear industrial focus on two divisions concentrating on:

- highly efficient manufacturing and cost leadership (Industrial Applications)
- customized technical solutions (Engineered Applications)



New structure as of July 1, 2023

1) Excludes results from surgical glove production

2) Sheeting Business Unit has been moved to Form (originally in Segment Semperseal/Profiles)

3) Rico is included since August 1, 2023



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Financial highlights 1-6 2023



New financing of EUR 360m set up for growth projects



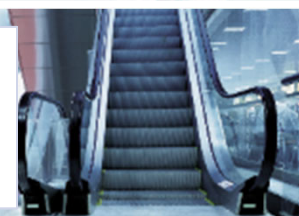
Lean management, simplification of processes on the way, ongoing focus on fixed cost reduction and operating leverage



Working capital management remains high priority with focus on generating higher free cash flow



More balanced capital structure (equity and debt) following Rico acquisition, dividend pay-out and capex for ongoing DH5 expansion




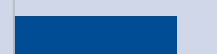














Base dividend at EUR 1.50 paid in May; conditional additional dividend at EUR 3.00 is expected to be paid in September



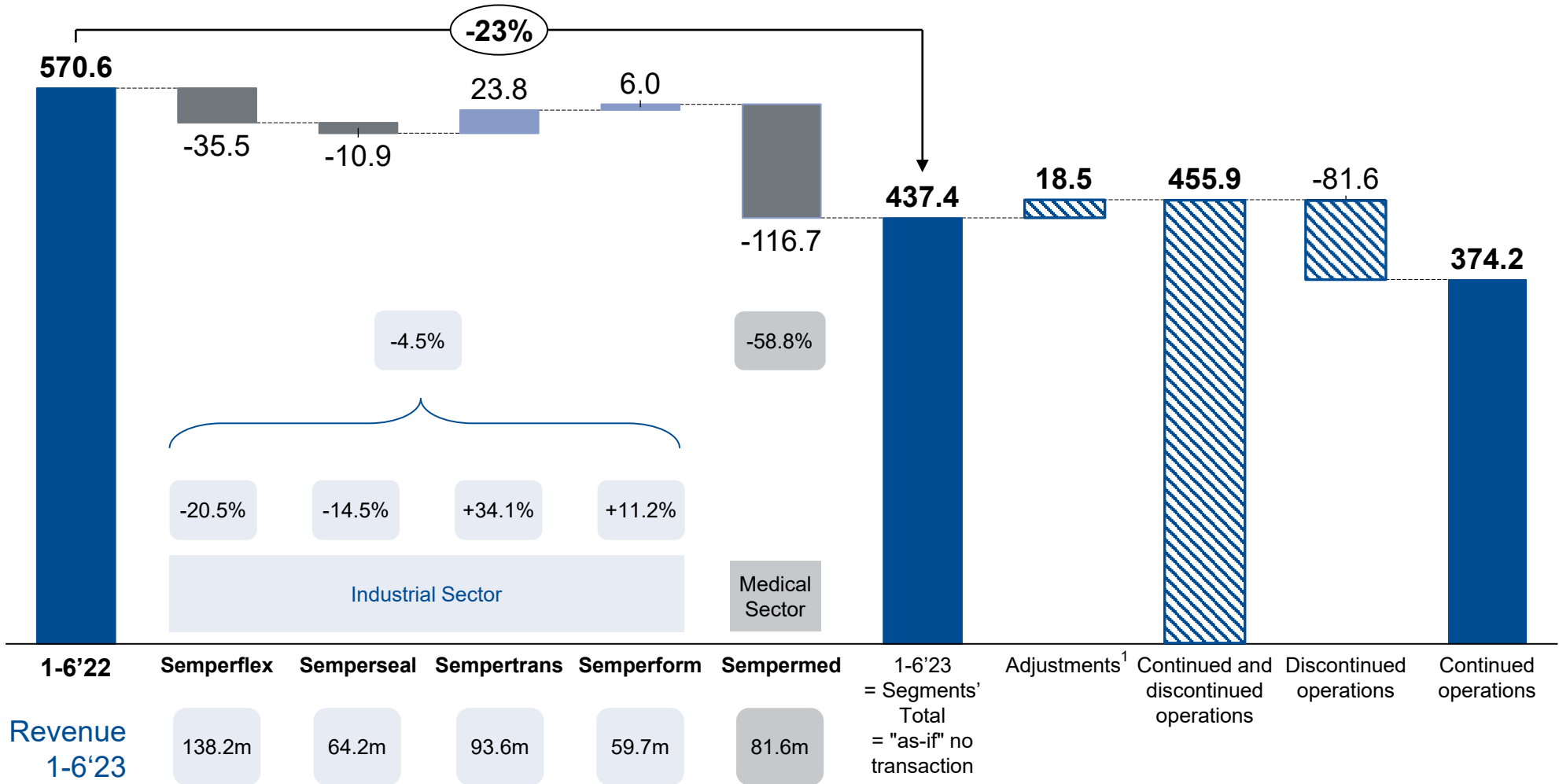


Overview of financial KPIs, 1-6 2022 vs. 1-6 2023 (as reported)

	1-6 2022	1-6 2023	Δ 1-6'22/'23
Revenues, in EUR m	 394.8	 374.2	↘ -5.2%
EBITDA, in EUR m	 53.9	 43.7	↘ -18.9%
EBITDA margin, in %	 13.7	 11.7	↘ -2.0PP
EBIT, in EUR m	 38.8	 28.4	↘ -26.8%
EBIT margin, in %	 9.8	 7.6	↘ -2.2PP
Earnings after tax, in EUR m	 34.7	 3.9	↘ -88.6%
Free Cashflow, in EUR m	 -4.6	 2.3	↘ n.a.
CAPEX, in EUR m	 28.4	 21.9	↘ -22.9%



Revenue: Segment reporting & reconciliation for continued business



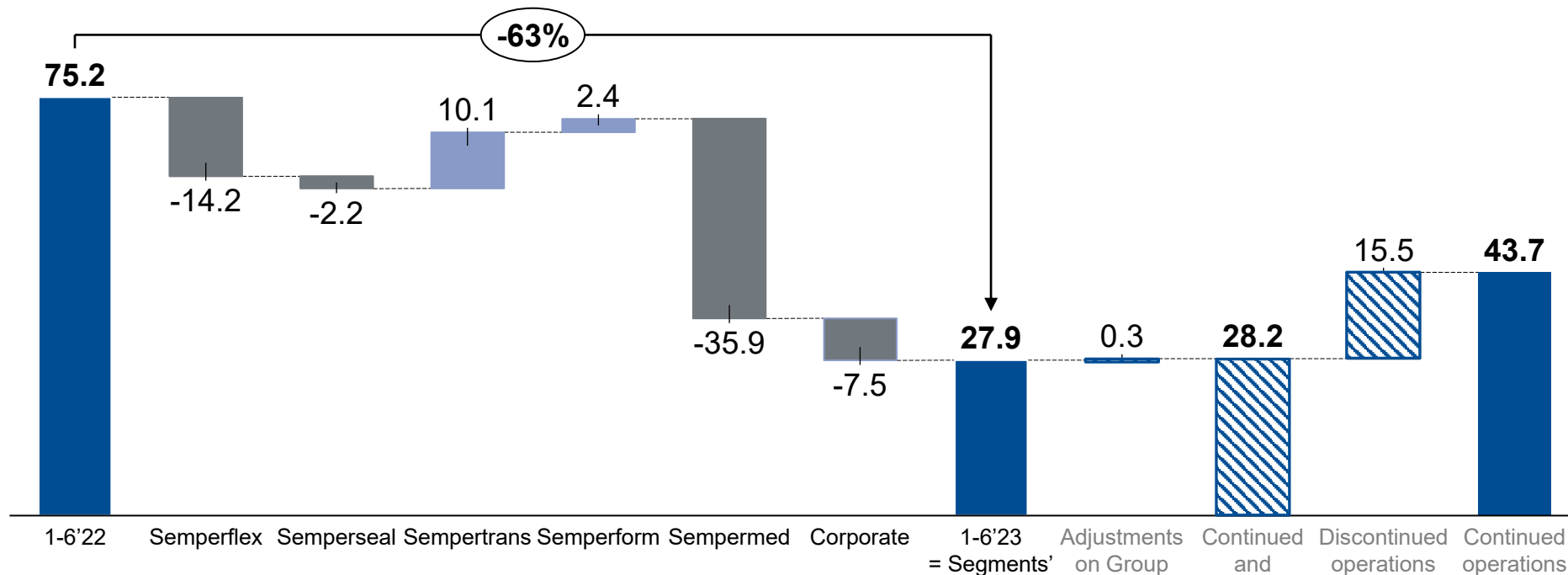
% change of each segment / sector refers to 2023 vs. 2022

¹Sales between continued and discontinued business



Solid performance in Industrial against step decline in Medical

in EUR m



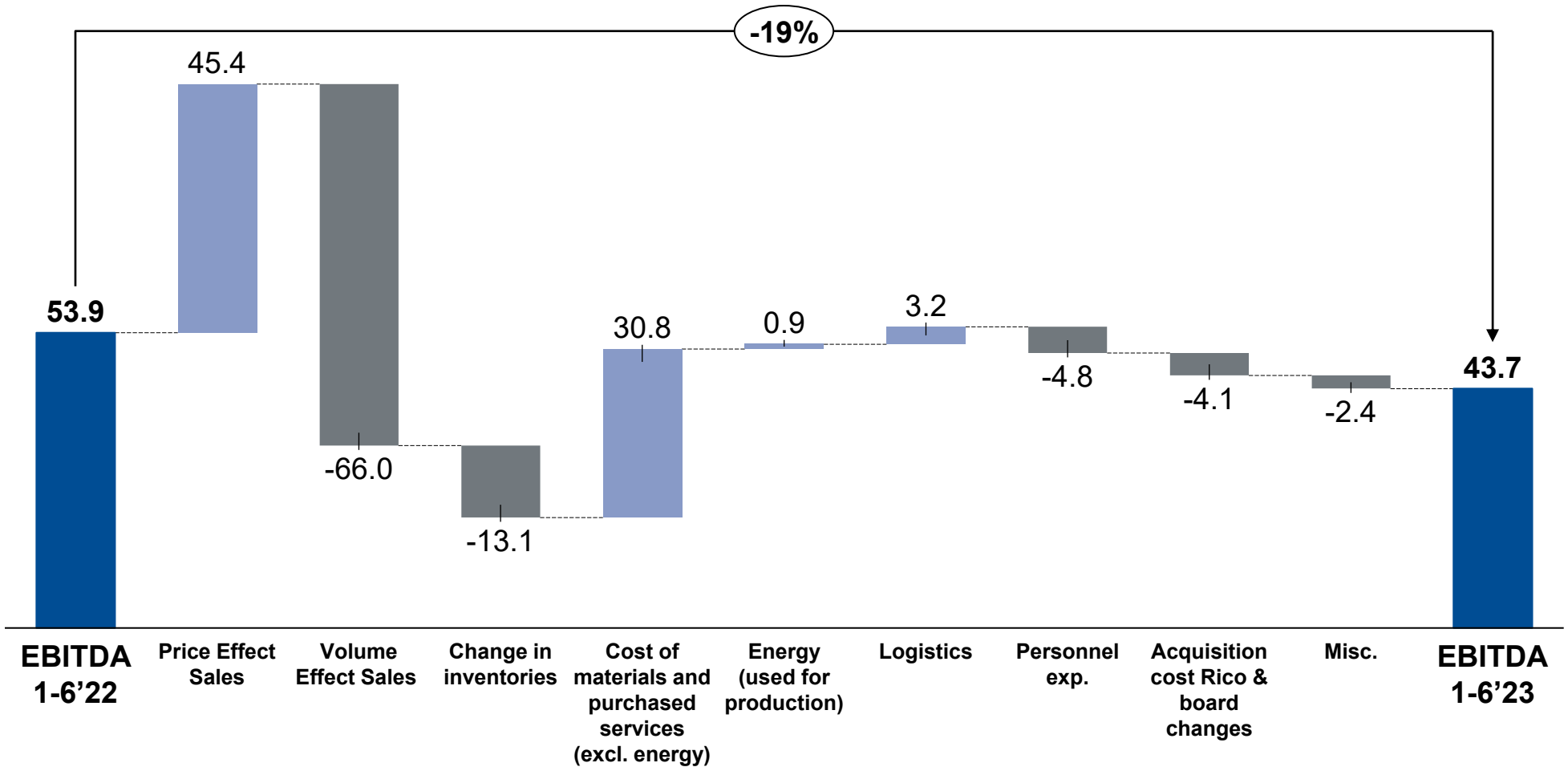
EBITDA 1-6'22	75.2	46.8	6.3	6.6	8.3	15.6	-8.4	
EBITDA 1-6'23		32.6	4.1	16.7	10.7	-20.3	-15.9	27.9
margin 1-6'23		23.6%	6.5%	17.8%	18.0%	-24.9%	-	6.4%

¹ EUR 0.3 m adjustment refers to transaction costs incurred in 1-6 2023



Major drivers of operating performance

in EUR million

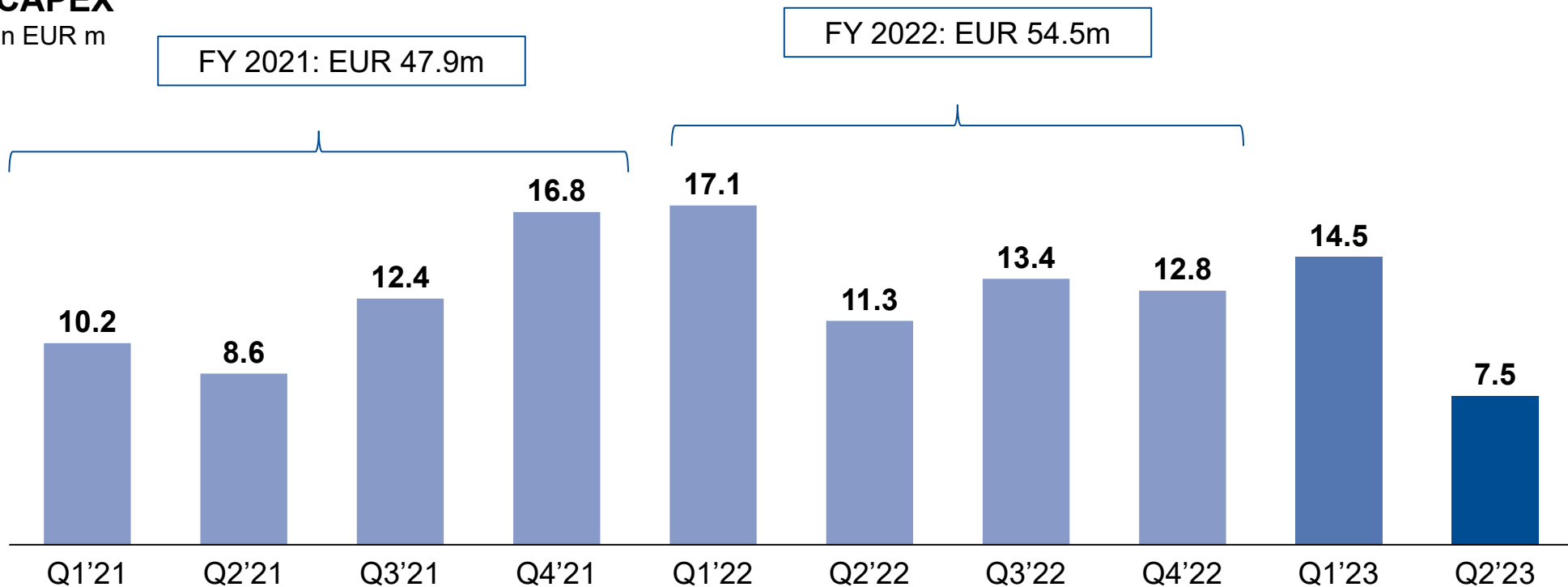




Quarterly CAPEX development 2021-2023

- 1-6 2023 CAPEX below prior year level as 2022 included commissioning of the P7+ plant in Kamunting (EUR 11m)
- FY2023 CAPEX Outlook: ~EUR 75m due to cost reductions and slight postponements of DH5 into 2024
 - optimized timing, expected ramp up as scheduled
 - for maintenance and small growth projects: ~60%
 - for growth: ~40%

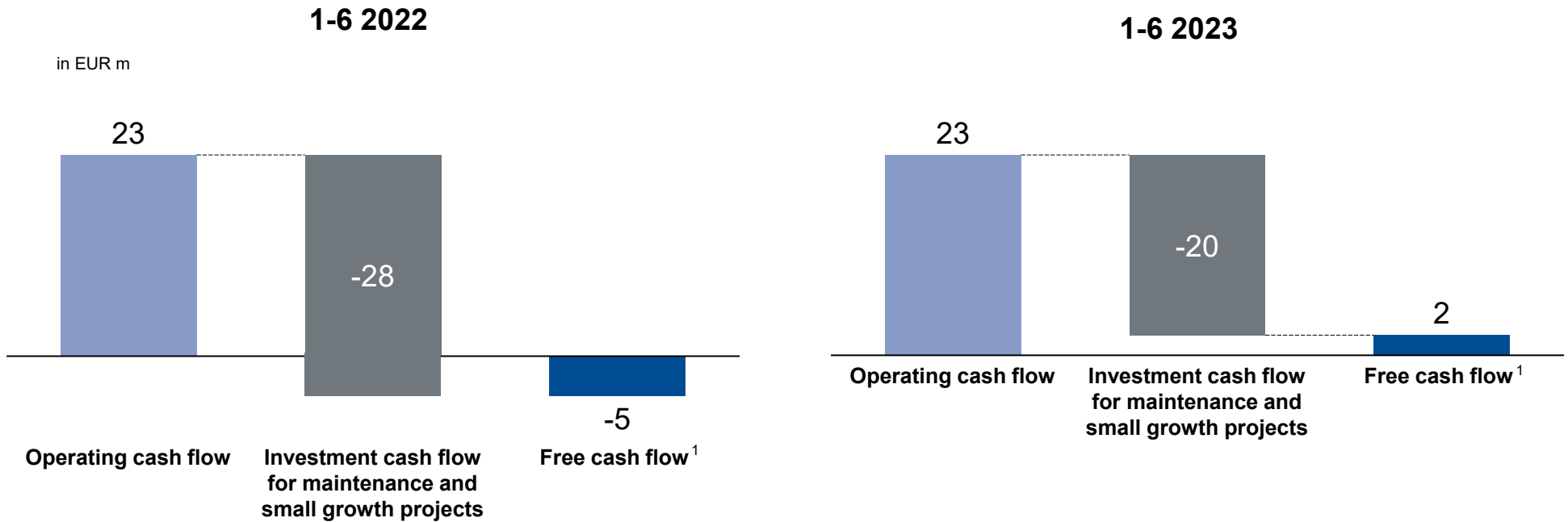
CAPEX in EUR m





Free cash flow development

- Operating cash flow stable despite weaker results due to inventory reductions
- Total Investment cash flow lower than in previous year (2022 included EUR 11m for P7+ in Kamunting)
- Free Cash Flow positive at EUR 2m



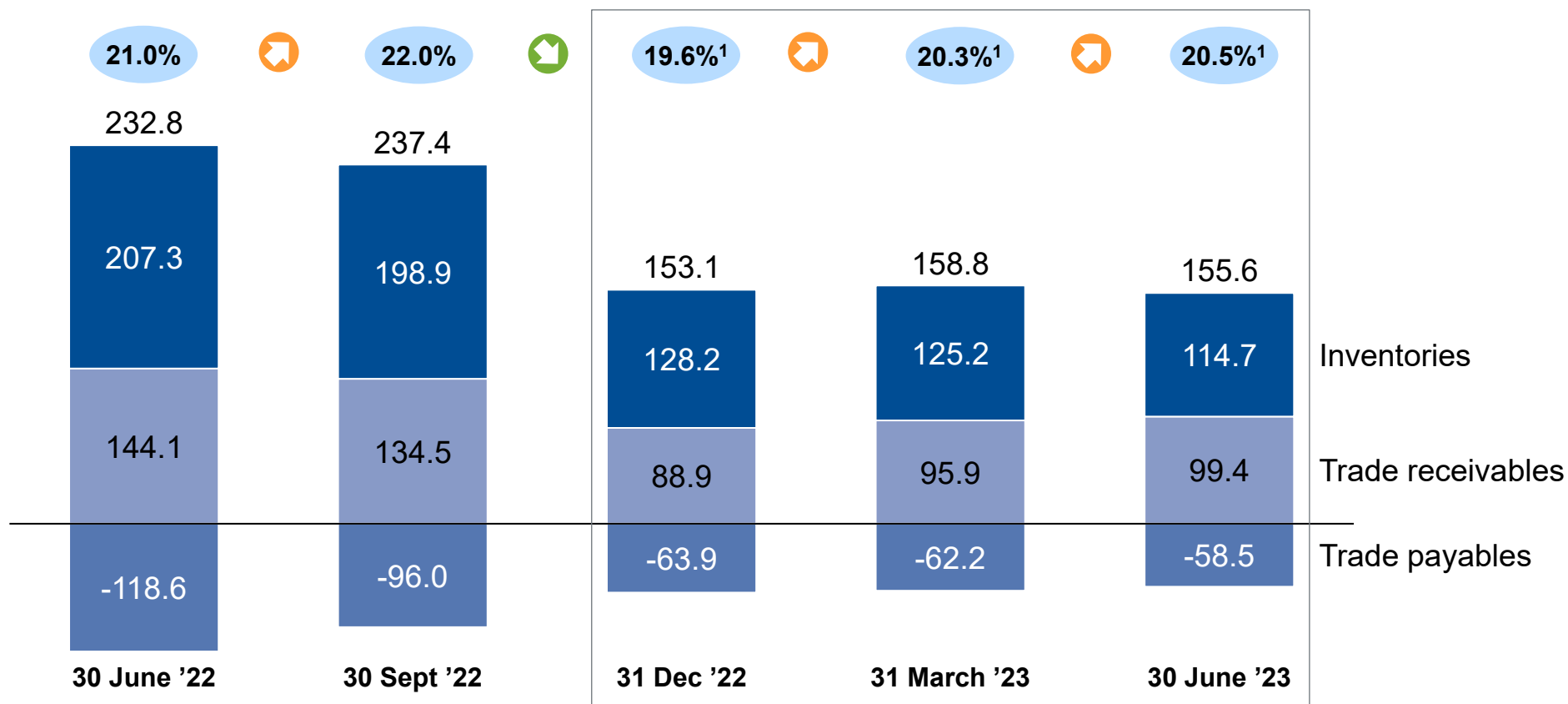
¹ before strategic growth investments



Working Capital overview

Components of Working Capital

in EUR m



Trade Working Capital in % of LTM revenues;

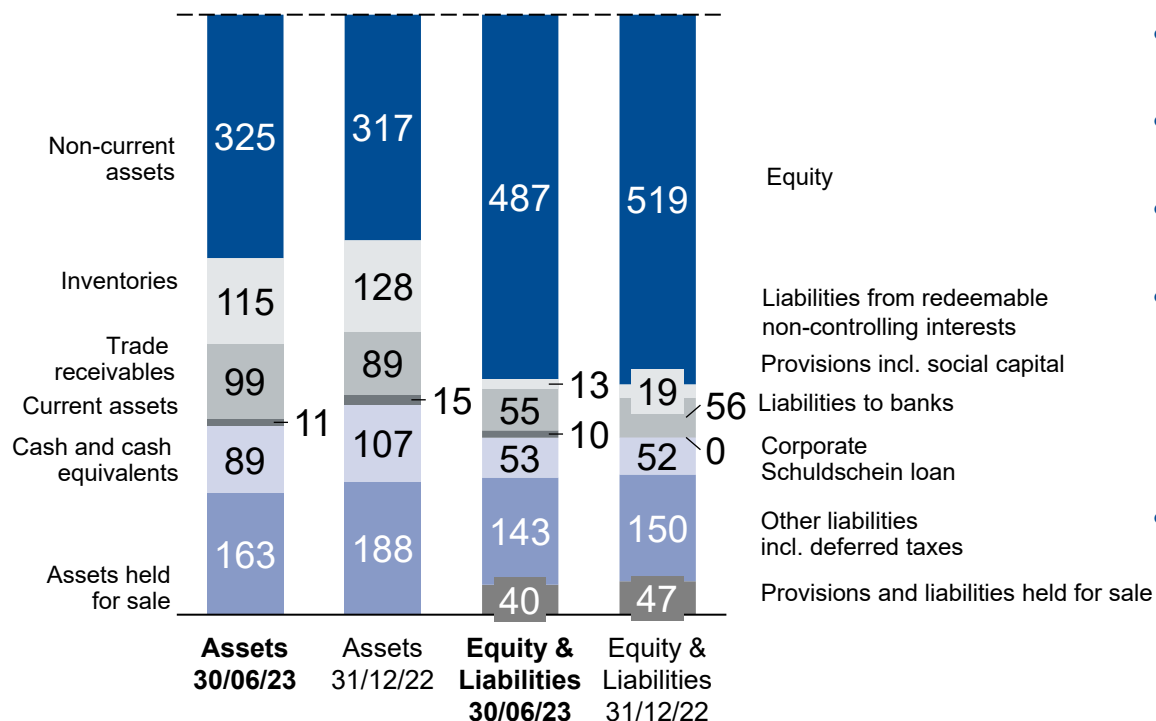
¹ Since 31 December 2022 without disposal group Sempermed, all historical values in total



Robust balance sheet structure and financial profile (continued operations)

Balance sheet structure

Balance sheet 30/06/2023: EUR 802m
Balance sheet 31/12/2022: EUR 843m



Financial profile as of 30 June 2023

- **Cash and cash equivalents** at EUR 89m
- **Corporate Schuldschein loan** at EUR 53m
- **“Net debt”** remains net cash at EUR 26m
- **Equity ratio** of 60.6% (YE'22: 61.5%)
- **New financing of EUR 360m** arranged – EUR 10 m already used for Odry DH5 extension in April and EUR 150m line used for Rico acquisition in July 2023
- **Dividend:** base dividend of EUR 1.50 per share (paid in May 2023) and conditional additional dividend of EUR 3.00 (expected to be paid in September after closing the sale of Sempermed)



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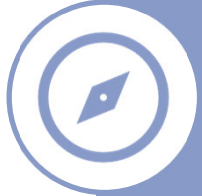
Management agenda 2023



- **Solid performance in 1-6'2023, but first signs of top line and margin pressure on the back of lower order intake, customer caution and economic slowdown**
- **Manage the downturn: focus on share of wallet gains, address growing price sensitivity and ongoing cost pressure**
- **Simplification, lean management and operational efficiency**
- **Execution of the refined industrial strategy**



Outlook 2023 (continued operations)



EBITDA guidance at the lower end of the range of EUR 70m–90m confirmed

CAPEX expected at ~EUR 75m due to slight postponements into 2024



Contact and financial calendar

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Financial Calendar 2023

10.08.2023

Half-year financial report 2023

08.11.2023

Report on Q1-3 2023

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Sectors and Group: 1-6 2023 vs 1-6 2022

in EUR m	Industrial Sector			Medical Sector			Semperit Group		
	Q1-6 2023	Q1-6 2022	%	Q1-6 2023	Q1-6 2022	%	Q1-6 2023	Q1-6 2022	%
Revenue	355.7	372.3	-4.5%	81.6	198.3	-58.8%	374.2	394.8	-5.2%
EBITDA	64.2	68.0	-5.6%	-20.3	15.6	>100%	43.7	53.9	-18.9%
EBITDA margin	18.0%	18.3%	-0.2 PP	-24.9%	7.9%	-32.8 PP	11.7%	13.7%	-2.0 PP
EBIT	50.3	54.5	-7.7%	-24.9	2.9	>100%	28.4	38.8	-26.8%
EBIT margin	14.1%	14.6%	-0.5 PP	-30.4%	1.5%	-31.9 PP	7.6%	9.8%	-2.2 PP
Ergebnis nach Steuern aus fortgeführten Geschäftsbereichen	-	-	-	-	-	-	17.9	27.2	-34.1%
Ergebnis nach Steuern aus aufgegebenen Geschäftsbereichen	-	-	-	-	-	-	-14.0	7.6	n/a
Earnings after tax	-	-	-	-	-	-	3.9	34.7	-88.6%
Earnings per share in EUR	-	-	-	-	-	-	0.20	1.68	-88.0%
Additions in tangible and intangible assets	11.8	9.6	+23.4%	1.4	9.2	-85.0%	12.6	20.3	-38.1%
Employees	3,699	3,892	-4.9%	2,506	2,969	-15.6%	6,282	6,936	-9.4%

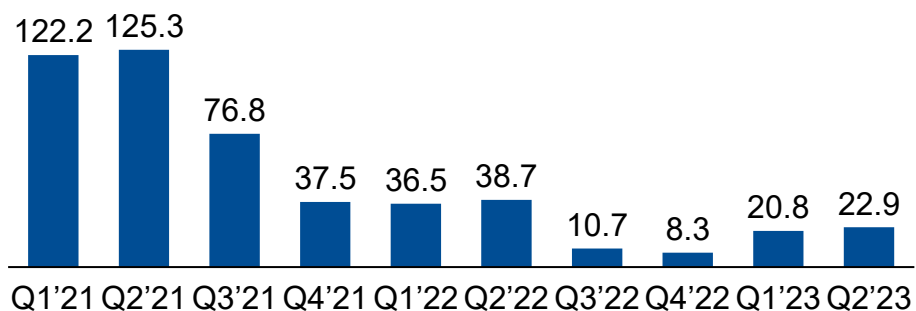


Semperit Group adj. where applicable

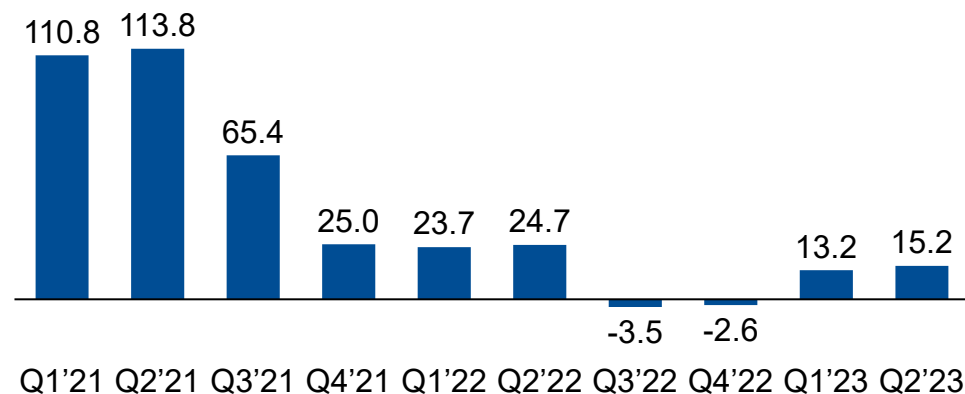
Semperit Group adj. where applicable³⁾

in EUR m	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q3 2022 adj. ¹⁾	Q4 2022 adj. ²⁾	FY 2022 adj. ²⁾	Q1 2023	Q2 2023
Revenue	323.1	337.7	265.3	256.1	1,182.2	277.0	293.6	259.0	228.6	1,058.2	185.2	189.0
EBITDA	122.2	125.3	76.8	37.5	361.8	36.5	38.7	10.7	8.3	94.1	20.8	22.9
EBITDA margin	37.8%	37.1%	28.9%	14.6%	30.6%	13.2%	13.2%	4.1%	3.6%	8.9%	11.2%	12.1%
EBIT	110.8	113.8	65.4	25.0	315.0	23.7	24.7	-3.5	-2.6	42.3	13.2	15.2
EBIT margin	34.3%	33.7%	24.7%	9.8%	26.6%	8.6%	8.4%	-1.4%	-1.1%	4.0%	7.1%	8.1%

EBITDA adj. per quarter



EBIT adj. per quarter



¹⁾ Q3 2022: adjusted for the negative one-off effect of the impairments in segments Sempermed and Semperseal (Q3 2022: EBIT effect EUR -53.9 million, earnings after tax EUR -53.9 million). ²⁾ 2022 adjusted for the positive one-off effect of the net proceeds from the sale of property in France in the Sempertrans segment (2022: effect on EBITDA and EBIT: EUR 4.7 million) and for the negative one-off effect of the net impairments in the Sempermed and Semperseal segments (2022: effect on EBIT: EUR -12.9 million) and negative effect of the transaction costs (2022: effect on EBITDA: EUR -8.4 million). ³⁾ Numbers in 2022 refer to segment view, as if no separation has taken place.



Semperflex and Semperseal (adj. where applicable)

Semperflex (Hoses)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023
in EUR m												
Revenue	54.7	59.7	57.7	68.4	240.5	79.8	93.9	78.5	76.6	328.8	72.6	65.5
EBITDA	12.3	13.9	11.2	13.9	51.3	19.6	27.3	21.5	13.9	82.2	16.7	15.9
EBITDA margin	22.5%	23.3%	19.3%	20.4%	21.3%	24.5%	29.0%	27.3%	18.1%	25.0%	23.0%	24.2%
EBIT	9.6	11.1	8.4	11.0	40.0	16.6	24.3	18.5	10.8	70.2	13.6	12.7
EBIT margin	17.5%	18.5%	14.5%	16.1%	16.6%	20.8%	25.8%	23.6%	14.1%	21.4%	18.8%	19.4%

Sempersal (Profiles and Rubber Sheeting) starting in 2020

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q3 2022 adj. ¹⁾	Q4 2022	FY 2022	Q1 2023	Q2 2023
in EUR m												
Revenue	28.7	30.3	32.4	29.1	120.5	36.6	38.4	38.3	28.8	142.1	32.0	32.2
EBITDA	4.2	2.4	4.1	0.9	11.6	2.4	3.9	3.2	-1.2	8.3	1.6	2.6
EBITDA margin	14.7%	7.9%	12.6%	3.0%	9.6%	6.5%	10.1%	8.3%	-4.1%	5.8%	5.0%	7.9%
EBIT	2.6	0.8	2.5	-0.9	5.1	0.5	2.3	-0.6	-2.9	-0.6	0.0	1.2
EBIT margin	9.2%	2.6%	7.7%	-3.1%	4.2%	1.4%	5.9%	-1.4%	-9.9%	-0.4%	0.0%	3.6%

1) Adjusted for the negative one-off effect of the impairment in the segment Semperseal (Q3 2022: EBIT effect: EUR -2,1 million).



Sempertrans and Semperform (adj. where applicable)

Sempertrans (Conveyor belts)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022 adj. ¹⁾	FY 2022 adj. ¹⁾	Q1 2023	Q2 2023
in EUR m												
Revenue	26.9	24.2	28.0	25.3	104.5	28.3	41.5	40.0	42.1	151.9	43.0	50.6
EBITDA	1.0	0.8	4.7	0.4	6.8	1.3	5.3	3.7	4.7	14.9	7.3	9.4
EBITDA margin	3.8%	3.3%	16.7%	1.4%	6.6%	4.5%	12.9%	9.2%	11.2%	9.8%	17.0%	18.5%
EBIT	0.2	-0.1	3.8	-0.7	3.2	0.3	4.4	2.6	3.6	10.8	6.2	8.1
EBIT margin	0.7%	-0.2%	13.6%	-2.9%	3.1%	1.2%	10.5%	6.5%	8.5%	7.1%	14.4%	16.0%

Semperform (Window and door profiles, Handrails) - after 2020

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023
in EUR m												
Revenue	19.8	23.6	23.3	23.9	90.6	26.2	27.5	29.3	29.3	111.1	28.8	30.9
EBITDA	3.1	3.6	3.3	2.5	12.4	3.2	5.0	4.1	4.1	15.1	5.0	5.8
EBITDA margin	15.4%	15.2%	14.1%	10.3%	13.7%	12.2%	18.3%	13.9%	13.9%	13.6%	17.2%	18.7%
EBIT	2.1	2.6	2.3	1.4	8.5	2.1	4.0	3.0	3.0	10.8	3.9	4.6
EBIT margin	10.8%	11.2%	10.0%	6.0%	9.4%	8.2%	14.4%	10.3%	10.3%	9.7%	13.4%	15.0%

1) Q4 2022 and 2022: adjusted for the the positive one-off effect of the net proceeds from the sale of property in France in the Sempertrans segment (2022: EBITDA and EBIT effect: EUR -4.7 million).



Sempermed (adj. where applicable)

Sempermed (Gloves)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q3 2022 adj. ¹⁾	Q4 2022 adj. ²⁾	FY 2022	Q1 2023	Q2 2023
in EUR m												
Revenue	192.9	199.8	124.0	109.4	626.1	106.1	92.3	72.9	-225.4	324.2	39.6	42.1
EBITDA	105.3	115.3	56.9	23.7	301.1	13.3	2.3	-19.6	-3.8	-15.4	-11.6	-8.7
EBITDA margin	54.6%	57.7%	45.9%	21.7%	48.1%	12.6%	2.5%	-26.9%	1.7%	-4.7%	-29.3%	-20.7%
EBIT	100.2	110.3	52.1	18.3	280.9	7.6	-4.7	-78.5	13.9	-36.9	-13.5	-11.3
EBIT margin	52.0%	55.2%	42.0%	16.7%	44.9%	7.2%	-5.1%	-107.6%	-6.2%	-11.4%	-34.2%	-26.9%

¹⁾ Q3 2022: adjusted for the negative one-off effect of the impairment in the segment Sempermed (Q3 2022: EBIT effect: EUR -51,8 million).

²⁾ Q4 and 2022: Adjusted for the one-off effect of the negative effect of the net impairments in the Sempermed segment (2022: effect on EBIT: EUR -10.8 million) and the one-off effect of the transaction costs (2022: effect on EBITDA and EBIT: EUR 8.4 million).



Key figures 2012-2022

Key performance figures											
in EUR m	2012	2013	2014 ¹⁾	2015 ¹⁾	2016 adj. ²⁾	2017 adj. ³⁾	2018 adj. ⁴⁾	2019 adj. ⁵⁾	2020 adj. ⁶⁾	2021	2022 ⁷⁾
Revenue	828,6	906,3	858,3	914,7	852,4	874,2	878,5	840,6	927,6	1 182,2	1 058,2
EBITDA	108,7	132,5	101,9	96,2	74,7	35,8	50,3	63,8	208,6	361,8	90,5
EBITDA margin	13.1%	14.6%	11.9%	10.5%	8,8%	4,1%	5,7%	7,6%	22,5%	30,6%	8,6%
EBIT	72,5	87,8	63,8	66,7	41,1	-0,8	15,4	28,2	171,4	315,0	25,8
EBIT margin	8.8%	9.7%	7.4%	7.3%	4,8%	-0,1%	1,7%	3,6%	18,5%	25,6%	2,4%
Earnings after tax	46,2	54,9	37,8	46,4	15,2	-43,9	-17,3	-0,2	121,9	247,5	-5,6
EPS, in EUR	2,25	2,65	1,85	2,26	0,74	-2,08	-1,06	-0,33	5,53	11,99	-0,27
Gross cash flow	85,6	116,2	89,9	55,7	48,1	32,2	37,4	46,70	193,7	323,4	30,5
Return on equity	11.4%	13.3%	8.6%	12.8%	4,6%	-15,8%	-4,2%	-16,3%	58,0%	45,7%	-1,1%

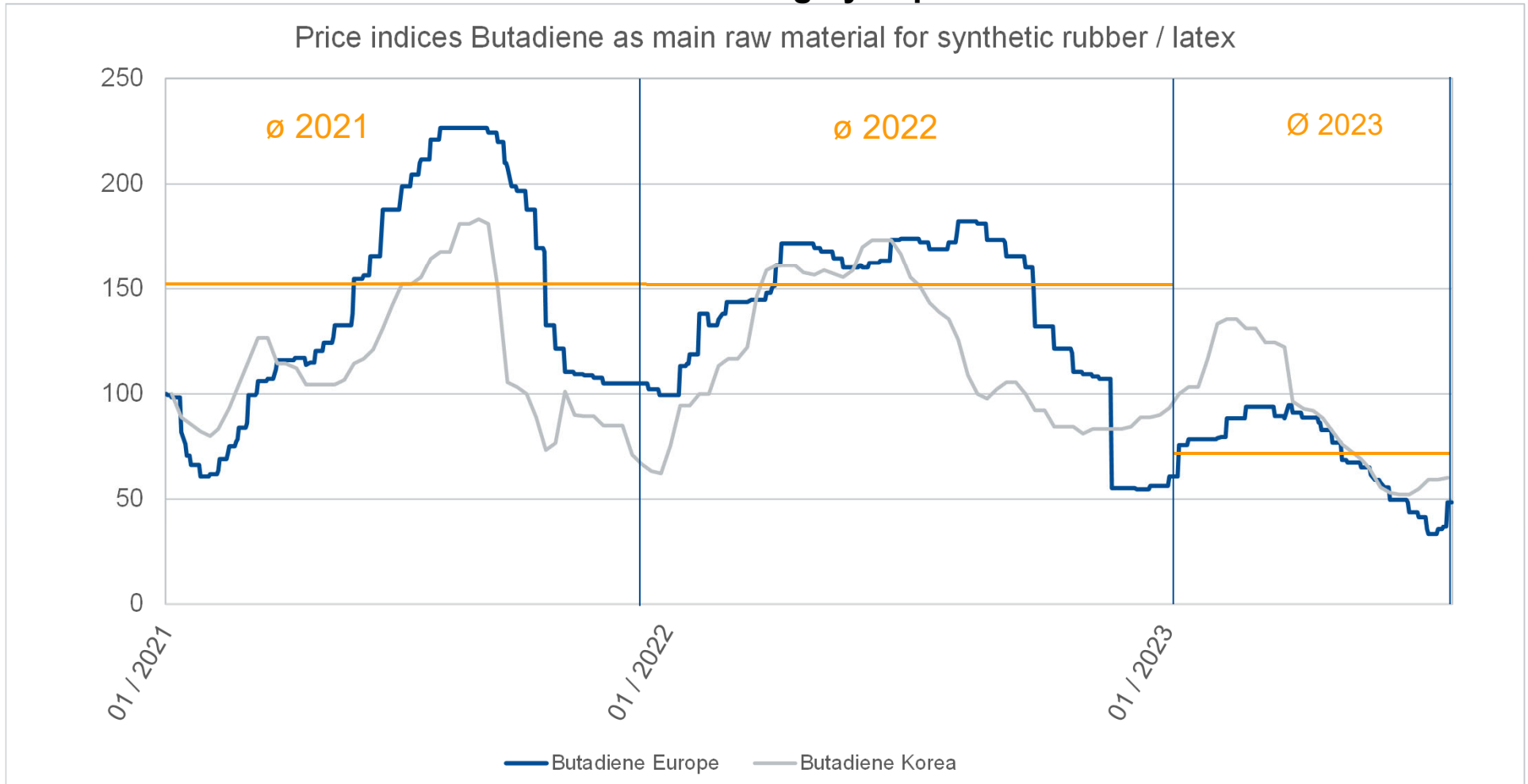
Balance sheet key figures											
in EUR m	2012	2013	2014 ²⁾	2015 ²⁾	2016	2017	2018	2019	2020	2021	2022 ⁷⁾
Balance sheet total	824,5	852,1	826,3	937,8	1034,5	853,2	768,8	701,8	764,4	958,6	842,9
Equity	406,2	411,5	443,8	363,3	329,3	278,5	329,5	237,4	332,3	540,1	518,2
Equity ratio	49.3%	48.3%	53.7%	38.7%	31.8%	32,6%	42,9%	39,0%	43,5%	56,3%	61,5%
Investments in tangible and intangible assets	41,2	49,7	67,4	71,8	65,1	74,5	80,8	31,9	26,4	56,4	50,1
Employees, at balance sheet date, FTEs	9 577	10 276	6 888	7 053	6 974	6 838	6 773	6 902	6 943	6 948	6 528

¹⁾ 2014 and 2015 restated. ²⁾ 2016 without profit contribution from SSC / Thai glove JV, impairment Sempermed and trade tax / levies in Brazil. ³⁾ 2017 adjusted for positive one-off effects from JV transaction of EUR 85m (EUR 65m for net profit) and negative one-off effects from impairment at Sempermed (EUR 26m adj. EBIT, EAT only), from restructuring expenses in France (EUR 11m), valuation adjustment in IT (EUR 4m EBITDA, EUR 3m EBIT) and expenses resulting from tax audit in Austria (EUR 5m, mainly for refund of energy supply charge). ⁴⁾ 2018 adjusted for negative one-off effects from closure of Sempertrans site in China (EUR 4m for EBITDA, EUR 8m for EBIT and EAT) and for impairment of Sempermed of EUR 55m (adj. for EBIT and EAT only). ⁵⁾ FY 2019 adjusted for positive one-off effects of EUR 4m (EBITDA, EBIT, EAT) due to release of provision in Sempermed for Brazilian court case for tax liabilities and for negative one-off effects of EUR 48.8m from impairment at Sempermed from impairment of Sempermed (adj. for EBIT and EAT). ⁶⁾ 2020 adjusted for the positive one-off effect from the reversal of impairment in the Sempermed segment (EBIT effect: +86.2 million EUR; earnings after tax effect: +88.8 million EUR) and for the negative one-off effect of the impairment in the Sempertrans segment (EBIT effect EUR -19.8 million; earnings after taxes effect: EUR -16.1 million); ⁷⁾ 2022 EBITDA & EBIT: as if no separation has taken place, segment view; balance sheet according to IFRS 5, with reclassifications



Overview price indices Butadiene

Price movements for raw materials¹⁾ became highly unpredictable



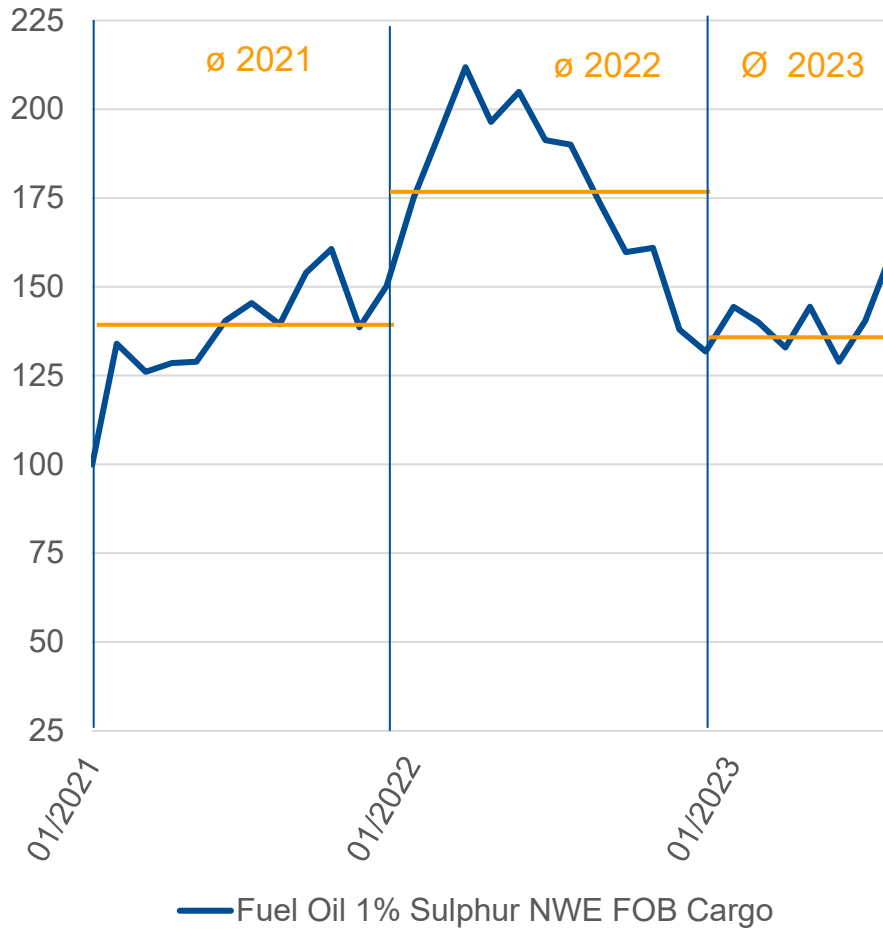
¹⁾ Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2019 = 100.0



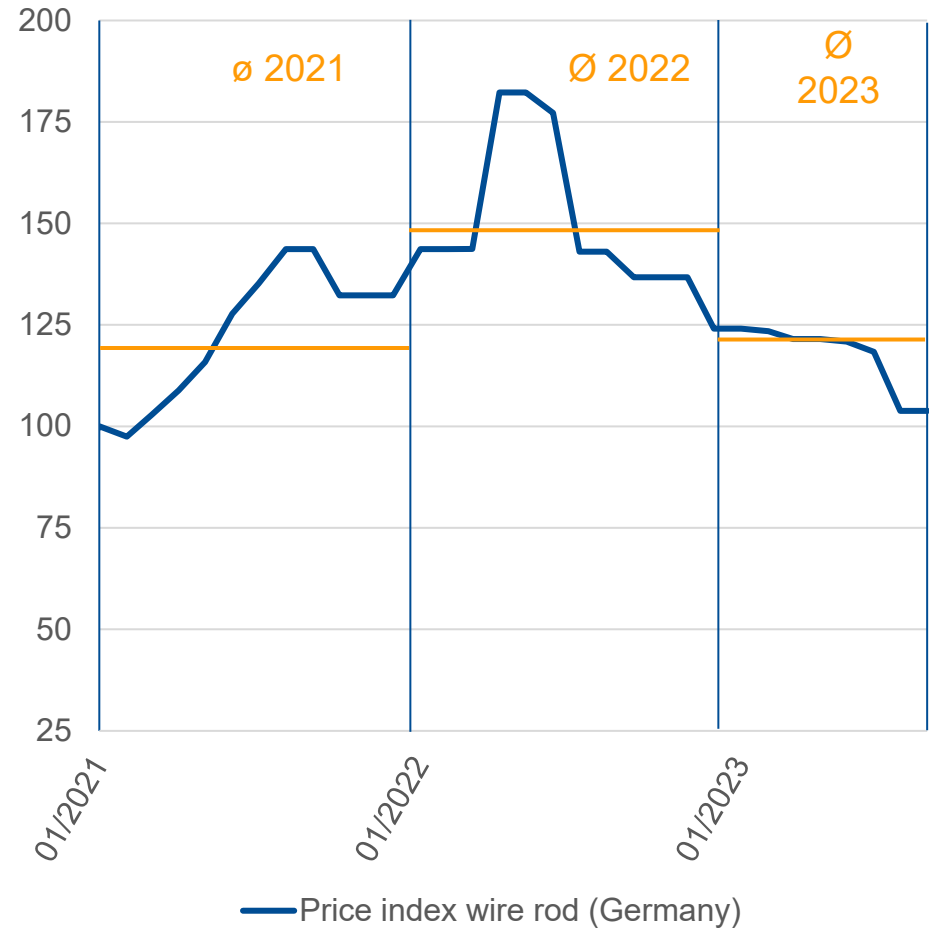
Overview price indices LFO-F-NWE / wire rod

Significant increase for raw material¹⁾ used in industrial segments

Price index LFO-F-NWE



Price index wire rod



¹⁾ Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2019 = 100.0