



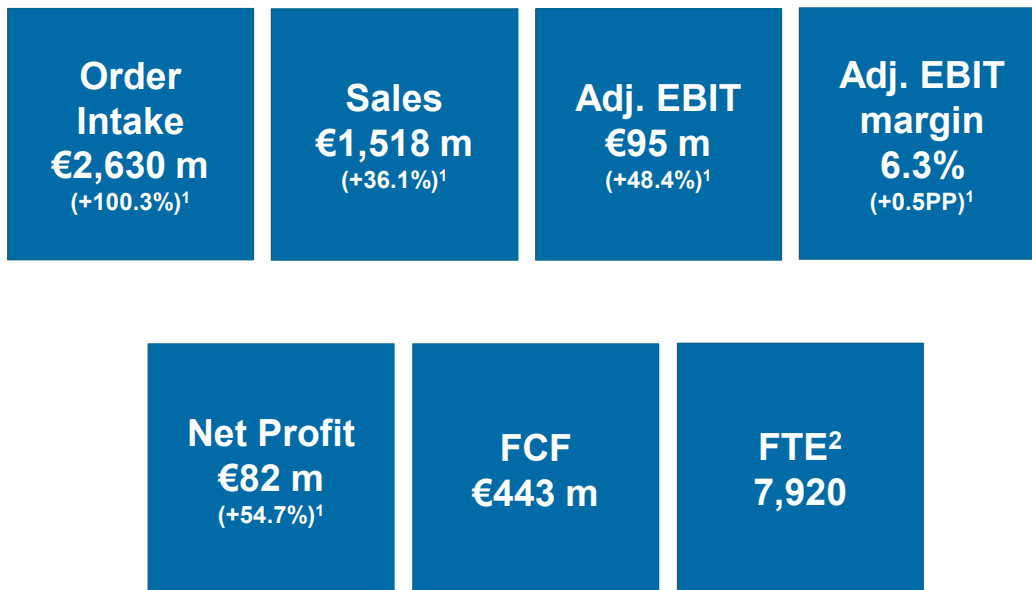
# Exyte Group

## Financial Statement 3M/2022 - Summary

May 17<sup>th</sup>, 2022



# Key Figures 3M/2022\*



\* All figures are unaudited.

<sup>1</sup> Change year-over-year.

<sup>2</sup> Full-time equivalents as of March 31, 2022.

# Figures at a Glance 3M/2022

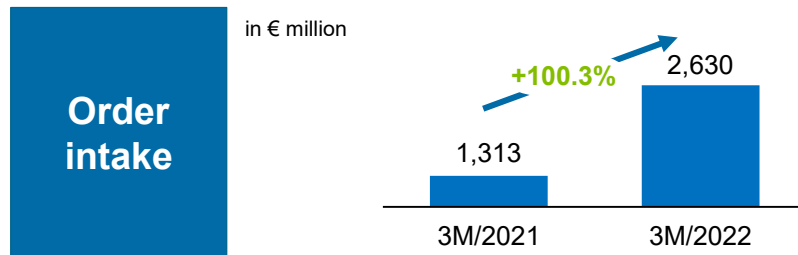


in € million

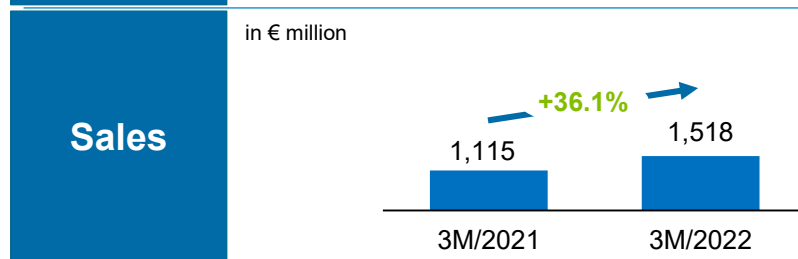
	Jan. 1 - Mar 31, 2022	Jan. 1 - Mar 31, 2021	Growth
Order intake	2,630	1,313	100.3%
Sales	1,518	1,115	36.1%
Gross profit	138	90	53.3%
Gross profit margin in %	9.1	8.1	1.0PP
EBIT	91	64	42.2%
EBIT margin in %	6.0	5.7	0.3PP
Adjusted EBIT	95	64	48.4%
Adjusted EBIT margin in %	6.3	5.7	0.5PP
Group net profit	82	53	54.7%
Group net profit margin in %	5.4	4.8	0.6PP
No. Of Employees (full-time equivalents at the end of the period)	7,920	5,168	-
Cash flow from operating activities	449	174	-
Cash flow from investing activities	-5	34	-
Free cash flow	443	207	-
	Mar. 31, 2022	Dec. 31, 2021	
Order backlog	7,869	6,696	17.5%

1) The percentage in the financial year 2022 is calculated based on the last twelve months' sales.

# Key Financials 3M/2022 I

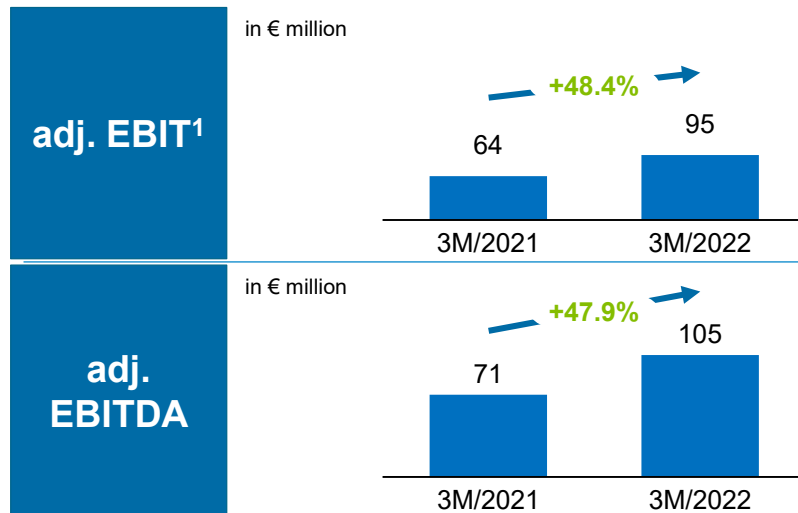


- Record order intake achieved in Q1/2022.
- Major increase compared to 2021 driven by a strong client demand, especially in APAC and AMER.



- Strong increase of sales compared to 2021 due to large scale projects, especially in APAC. CPS acquisition adds 39 Mio. € in Q1/2022.

# Key Financials 3M/2022 II



- Adjusted EBIT in Q1/2022 has grown by 48% year-on-year (YOY) with GBU ATF as the main contributor.

- Q1/2022 adjusted EBITDA has grown by 48% in comparison to previous year's level.

1) For explanation of adjusted EBIT, please see "Earnings Performance."

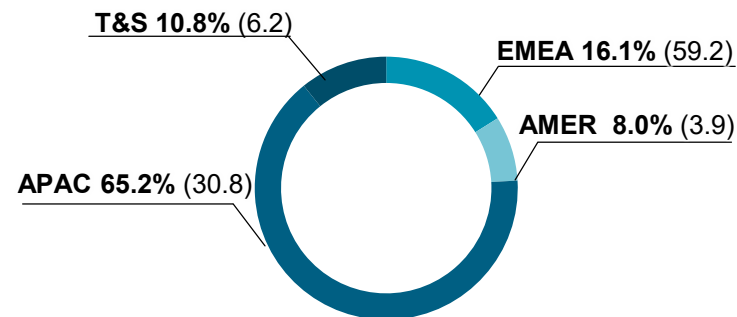
# Order Intake by Region 3M/2022

## Order intake by region<sup>1</sup>

in € million

	3M/2022	3M/2021
APAC	1,777	411
EMEA	439	791
AMER	218	51
T&S	293	82

in % (previous year)



<sup>1</sup> Before consolidation of the regions.

## All-time record high in order intake

- Major increase in order intake on a YOY comparison, with APAC being the largest contributor to the Group's order intake, followed by EMEA.
- Increase of order intake in APAC due to major project awards especially in Malaysia and Taiwan.

# Order Intake by Business Segment 3M/2022

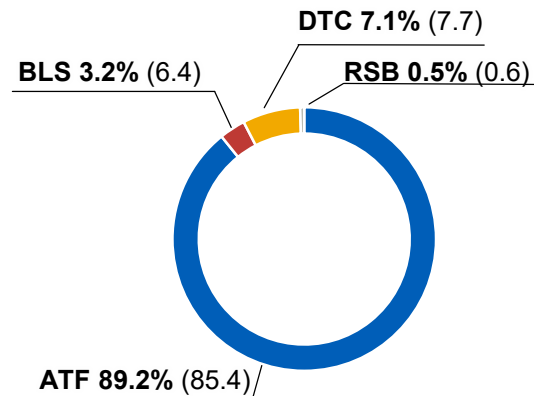
## ATF impresses with further growth

- The ATF business segment remains the strongest segment of Exyte with a share of 89.2% in order intake.
- DTC significantly increases order intake YOY.

## Order intake by business segment

in € million	3M/2022	3M/2021
ATF	2,344	1,120
BLS	83	83
DTC	187	101
RSB	15	8

in % (previous year)



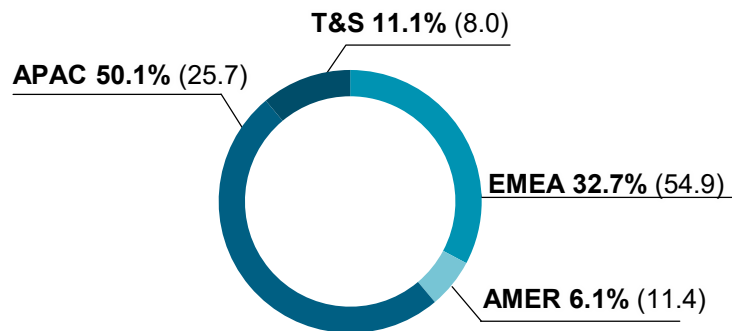
# Sales by Region 3M/2022

## Sales by region<sup>1</sup>

in € million

	3M/2022	3M/2021
APAC	780	294
EMEA	511	629
AMER	94	131
T&S	173	92

in % (previous year)



<sup>1</sup> Before consolidation of the regions.

## EMEA and APAC with strong performance

- APAC with strong sales increase especially in China, Malaysia, Singapore and Taiwan.
- EMEA's performance remains on a high level.
- T&S sales nearly doubled compared to Q1/2021.



# Sales by Business Segment 3M/2022

## ATF continues to be the main growth driver

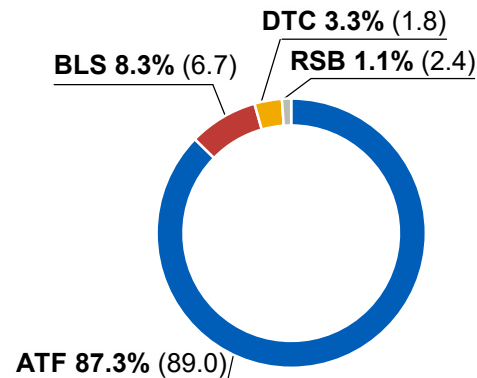
- Due to substantial projects in all regions, the ATF business segment continues to grow YOY.
- The BLS business segment increased their sales compared to Q1/2021 due to major projects, especially in the APAC region.
- DTC business segment increase is driven by APAC and EMEA.

## Sales by business segment

in € million

	3M/2022	3M/2021
ATF	1,325	993
BLS	126	75
DTC	51	20
RSB	16	26

in % (previous year)



# Earnings Performance 3M/2022



## Adjusted EBIT<sup>1</sup>

in € million

	3M/2022	3M/2021
<b>Reported EBIT</b>	<b>90.9</b>	<b>64.1</b>
Adjustments	4.2	-0.4
of which due to restructuring measures	1.9	0.0
of which COVID-19 related adjustments	0.0	0.0
of which other adjustments	2.3	-0.4
<b>Adjusted EBIT<sup>1</sup></b>	<b>95.1</b>	<b>63.7</b>

## Profitability improved significantly

- Adjusted EBIT<sup>1</sup> (adjusted earnings before interest and taxes) almost 50% above Q1/2021.
- The adjusted EBIT margin improved to 6.3% in Q1/2022; 0,5PP higher than Q1/2021.

1) Adjusted EBIT is defined as the result from operating activities (earnings before interest and tax; EBIT) adjusted for income or expenses deriving from non-recurring effects. EBIT adjustments result from income or expenses related to the Exyte Group's reorganization, costs of restructuring measures, costs incurred due to site closures and relocations, effects on earnings from purchase price allocations or other income or expenses that are non-recurring in nature or are incurred outside the normal course of business, as well as COVID 19-related effects. Adjusted EBIT is used to determine profitability excluding non-recurring positive or negative effects, thus ensuring comparability between different reporting periods.

# Outlook Financial Year 2022



The COVID-19 pandemic is still affecting the global economy. Compared to last year, Exyte has been less affected by lockdowns so far. However, further disruptions in supply chains and negative impacts deriving from COVID-19 can still not be completely ruled out going forward.

We expect incoming orders in 2022 to be on a similar high level as in 2021. Driven by our high order backlog, we expect a considerable increase in sales of more than 30% compared to 2021, with the adjusted EBIT increasing in line with sales.

This presentation contains forward-looking statements that reflect our current view about future business and financial performance as well as future events or developments. Forward-looking statements are characterized by the use of words such as “expect,” “intend,” “plan,” “predict,” “assume,” “believe,” “estimate,” “anticipate,” and similar expressions. These statements are based on current expectations and assumptions made by the executive management of Exyte Group and are subject to many risks and uncertainties which are mainly beyond Exyte’s control. Should any of these risks or uncertainties materialize or any expectations or assumptions prove to be incorrect, the actual future results may be materially different from those described explicitly or implicitly in the relevant forward-looking statement. Therefore, Exyte does not guarantee any of these forward-looking statements and neither intends nor assumes any obligation to update or revise those in case of developments which differ from those anticipated.

Exyte Group accepts no liability for the accuracy and completeness of information provided in this presentation.



Exyte  
René Ziegler  
Corporate Communications & Investor Relations  
Löwentorbogen 9b  
70376 Stuttgart  
Germany

**T +49 711 8804 4606**

**[ir@exyte.net](mailto:ir@exyte.net)**