











## SEMPERIT GROUP FY 2024 EARNINGS PRESENTATION

Karl Haider, CEO
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Gerfried Eder, CIO
20 March 2025

**Key Highlights** (p.3)

**Operational Performance** (p.6)

**Financial Performance** (p.10)

Outlook (p.19)

Appendix (p.22)

Sharpened focus on core industrial elastomers competence through divestment of Sempermed



2022

Powerful divisional structure with special focus on future growth and operating leverage



All strategic milestones achieved - strong platform to further strengthen the market position



2025

Rico acquisition provides new strategic pillar for engineered technology in niche markets





With investments in Odry (hoses) and Thalheim (LSR) well prepared for next upturn

2024





## Highlights 2024 – promised and (over)delivered



Focus on profitable growth resulted in EBITDA up by 21.1% to EUR 84.9m and a higher margin of 12.5% (+2.3PP)

– guidance outperformed

**Earnings after tax turned** from a loss of EUR –17.1m in 2023 to a positive EUR 11.5m in 2024

Free cash flow generation almost doubled to EUR 45.8m in 2024 ('23: EUR 26.3m)

Working capital management supported by structural initiatives

Stable dividend proposal to the AGM of EUR 0.50 per share (2023: EUR 0.50)



Divisional set-up as introduced in 2023 combines strength of core business with our expertise in rubber compounds and our innovative solutions

2024 results confirm thrust of strategic positioning as divisional structure provides growth platform with future scale effects



Semperit
Industrial
Applications

Cost leadership to harvest volume business

- Cost leadership
- Process and product innovation
- Mostly standardized highperformance products
- Lower complexity in product portfolio
- Qualified sales team & high level of sales excellence
- High degree of unification of products, processes and equipment across our factories



Semperit Engineered Applications

Attractive niche specialization

- Leveraging on know-how and engineered technology
- Focus on attractive niche markets
- Strong customer focus
- High level of customization
- Standardized innovation & R&D process, reliable & plannable time to market
- Qualified sales team & application engineering
- Project- & tender business

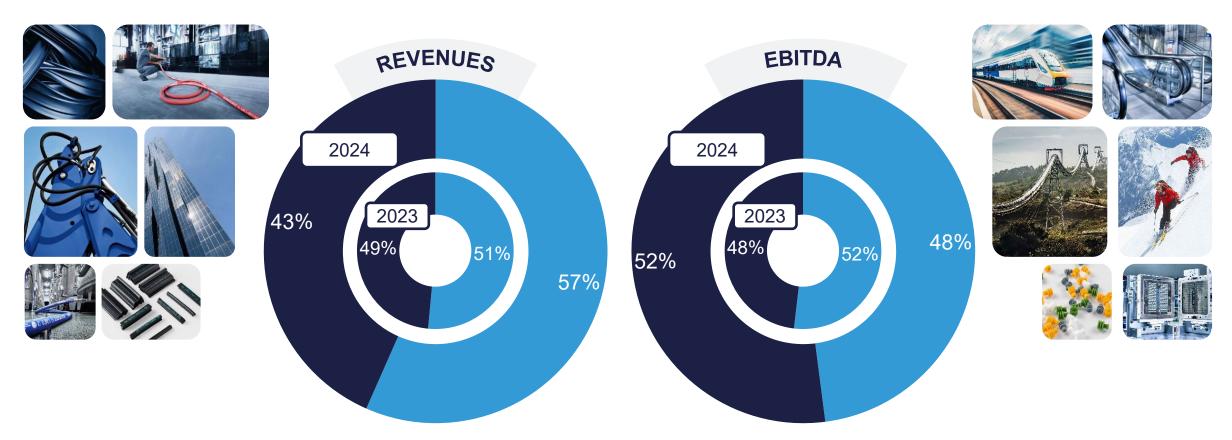




## Two complementary divisions with one strong industrial base

#### **Semperit Industrial Applications**

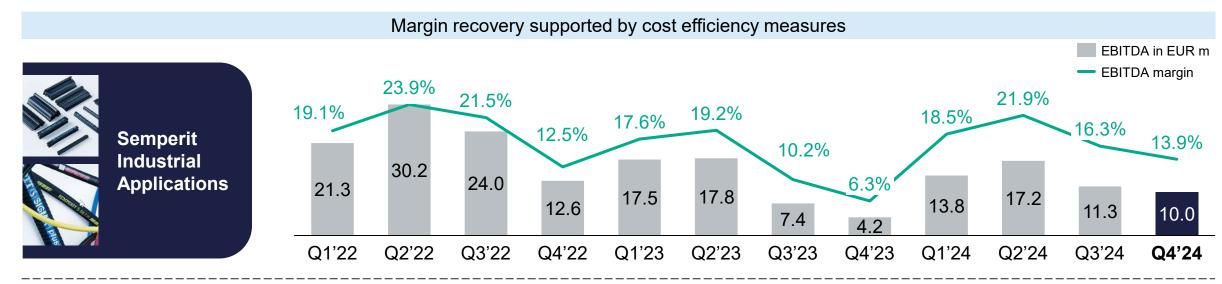
#### **Semperit Engineered Applications**

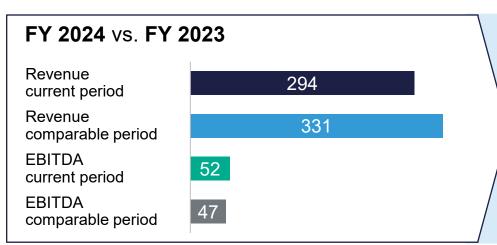


Starting Q1 2024, Surgical Operations have been part of the discontinued operations and are not included in the charts. Also, Corporate EBITDA not included. In 2024, revenues of the Surgical Operations were at EUR 23.2m (2023: EUR 42.1m) and EBITDA at EUR 0.7m (2023: EUR -6.1m)



## **Semperit Industrial Applications FY 2024**



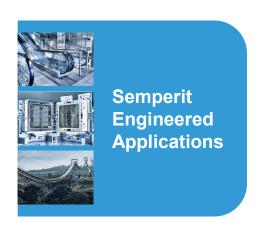


- Market challenges continue into 2025
- Hoses: share-of-wallet wins support hoses' order book though order intake still at low levels
- Profiles: continuing cost efficiency effort reflected in results despite weak construction industry
- Divisional sales down by 11% yoy given low volumes and product mix but EBITDA up by 11% yoy due to cost reduction effort, resulting in margin improvements (17.8%, up 3.6 PP)

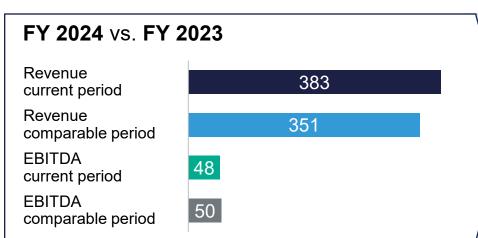


### **Semperit Engineered Applications FY 2024**

#### Top-line growth but margin pressure due to lower demand







- Form: handrails, transport and mountain applications with enhanced profitability, while demand in industry and construction remains weak
- Belting: projects postponed, shift to light belts, with product mix, pricing and Asian competition impacting results
- Rico: 2024 sales contribution of EUR 94.6m and operating EBITDA of EUR 16.0m
- Divisional sales up by 9%, while EBITDA declines by 5% in 2024, mainly due to subdued demand and pricing pressure

<sup>&</sup>lt;sup>1</sup> EBITDA and EBITDA margin Q3 2023 and Q4 2023 adjusted by EUR 4.1m and EUR 2.3m respectively, for one off effects related to the acquisition of the Rico Group





## New innovative products support growth pipeline with wide range of applications



Compression molded heavy-duty rubber-metal parts for use in vertical tower/stirred mills for fine and ultra-fine grinding processes, e.g. for copper, iron ore, gold, silver, platinum, tin, lithium.

Focus on optimizing mining processes to support the green energy transition with rubber and rubbermetal parts.

With more than 250 kg one of the heaviest parts produced in compression molding in Wimpassing (AT).



Semperit's **hybrid handrails** combine the best properties of rubber and polymer technology, offering advanced rubber performance with a polyurethane surface appearance.

Hybrid handrails boast a clean and shiny surface which is particularly in demand on the Asian market.

Start of production at the end of 2024, with sales ramping up in 2025.



Building on our extensive experience in mountain applications and conveyor belts production, Semperit has developed **high-quality track belts for snow vehicles**, tested and approved in top ski resorts worldwide.

Our belts offer exceptional durability, superior traction, and easy installation for reliable performance in extreme conditions.

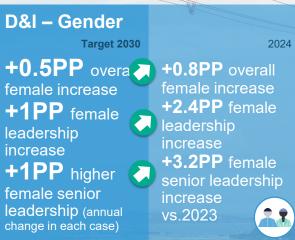




## ESG targets until 2030 and performance 2024











## Competitive ESG rating year:

EcoVadis Gold



CDP Climate C,
 Forest C,
 Water C



<sup>&</sup>lt;sup>1</sup> Part of the ESG-based financing as of 31.8.2023; target achievement 2030 ♥ on track / ♥ behind plan from current point of view



Continued focus on free cash flow through active working capital management to fund growth and enhance shareholder value

Healthy balance sheet with significant cash reserves and low debt and focus on operating leverage and streamlining business; cost savings > EUR 18m

Dividend proposal to the AGM reflects good liquidity position and increase in free cash flow

Digital transformation through "oneERP", IT enhancements and ongoing digital initiatives

Free cash flow increased to EUR 45.8m

Cash at EUR 126.0m; net financial debt / EBITDA at 1.2x

Cost reduction program now daily business

EUR 0.50 per share













# Key financial results FY 2024

	FY 2024	FY 2023	Δ
Revenues in EUR m	676.6	681.8	-0.8%
<b>EBITDA</b> in EUR m	84.9	70.1	+21.1%
<b>EBITDA margin</b> in %	12.5	10.3	+2.3PP
Operating EBITDA in EUR m	86.3	80.0	+8.0%
Op. EBITDA margin in %	12.8	11.7	+1.0PP
EBIT in EUR m	35.0	34.0	+3.0%
EBIT margin in %	5.2	5.0	+0.2PP
Earnings after tax in EUR m	11.5	-17.1	n/a
Free cash flow <sup>1</sup> , in EUR m	45.8	26.3	+74.4%
CAPEX, in EUR m	64.6	55.6	+16.1%

- Revenues: top-line pressure from lower volumes and weak demand largely compensated by Rico consolidation
- EBITDA: higher profitability driven by cost efficiency and operational excellence
- Operating EBITDA at EUR 86.3m excl. EUR 1.5m project costs for digitalization project
- EBIT impacted by regular depreciation at Rico
- Earnings after tax substantially improved despite higher financing costs for growth investments and taxes
- Free cash flow significantly up stable maintenance investments
- CAPEX: increase due to growth investments in DH5 (Odry) and Rico

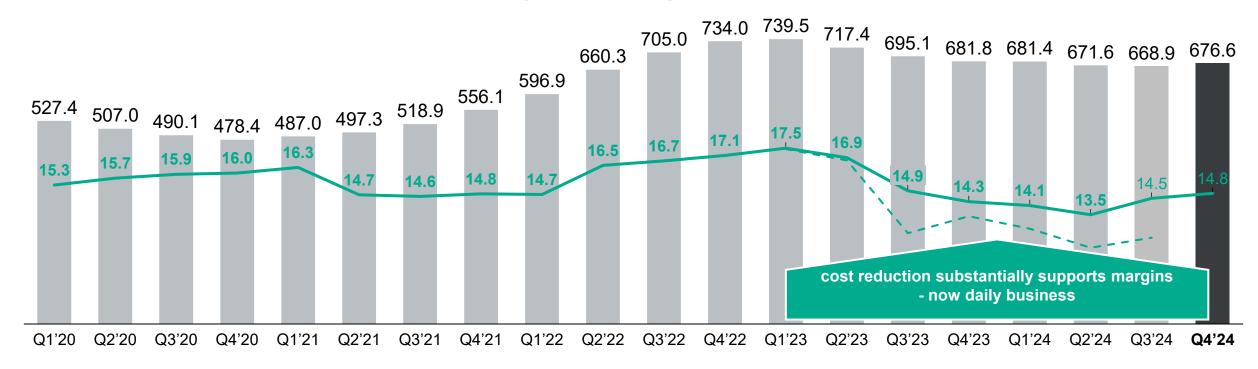


<sup>&</sup>lt;sup>1</sup>Free cash flow before proceeds from sale of business and strategic growth projects



## Detail on Last Twelve Month (LTM) view – cost management improved margins

#### LTM Industrial Revenue (EUR m) and operating EBITDA margin (%)



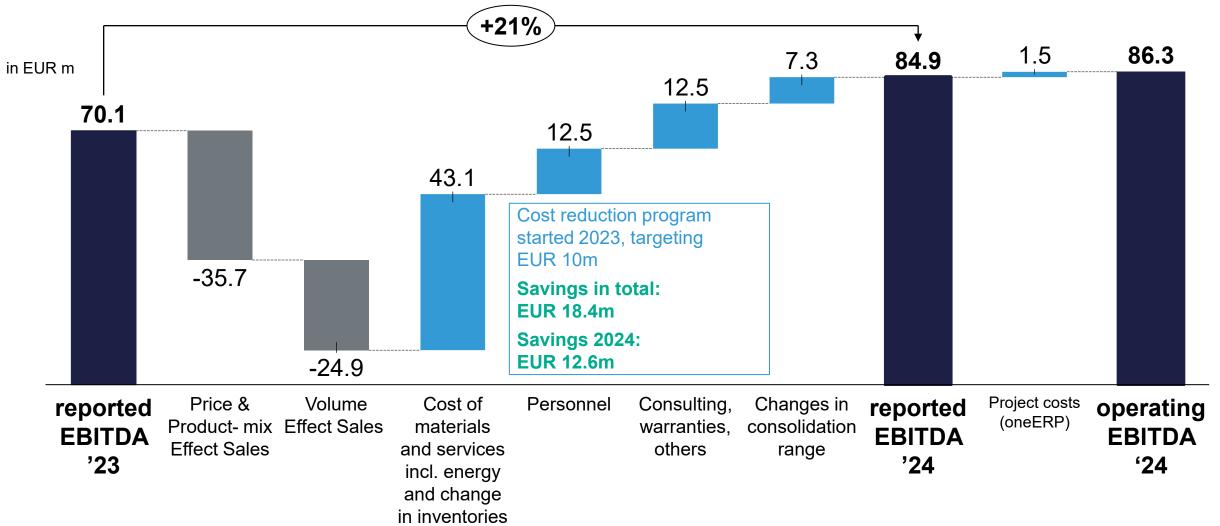
- Optimized fixed costs will support operating leverage once cyclical upturn starts
- Focus on factors under management control: capacity adjustments, cost control, growth investments







## EBITDA development: price/volume effect offset through lower costs and Rico



Effects from changes in consolidation range shown separately, thus price and volume effects of sales, change in inventories, cost of materials, logistics, personnel expenditures and miscellaneous do not include these respective figures

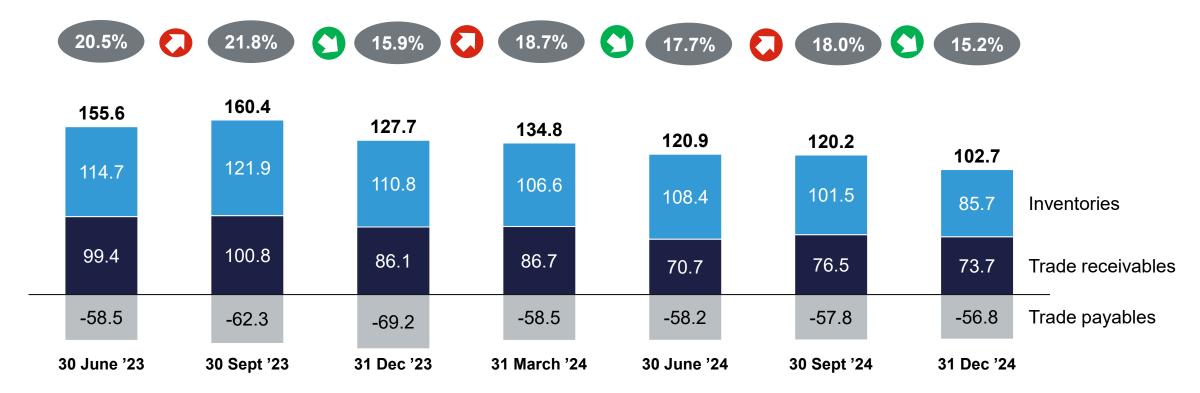




## Consistent working capital reduction over last two years

#### Components of Working Capital<sup>1</sup>

in EUR m





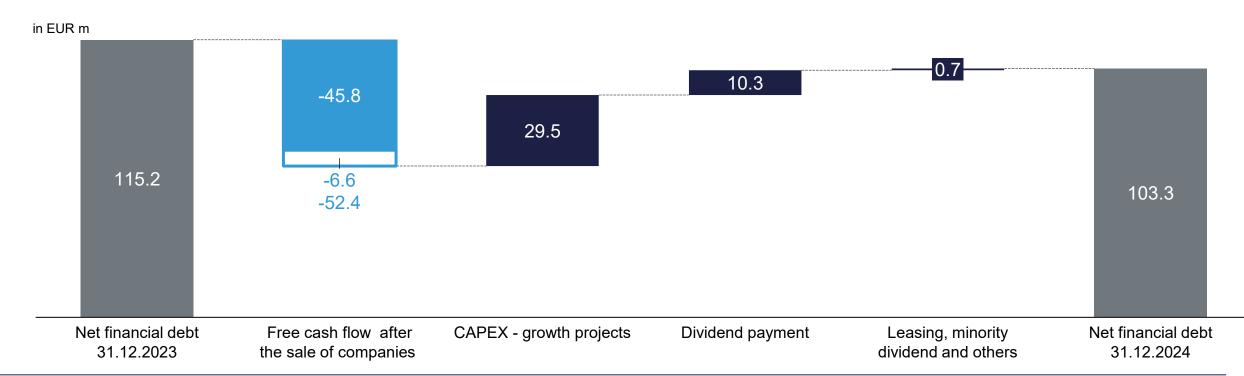
Trade Working Capital in % of LTM revenues;

<sup>&</sup>lt;sup>1</sup> Since 30 September 2023 including Rico, as of 31 March 2024 excluding Surgical Operations



### Free cash flow, CAPEX and net financial debt

- Free cash flow nearly doubled to EUR 45.8m ('23: EUR 26.3m)
- Capex increased to EUR 64.6m ('23: 55.6m) due to further growth investment in DH5 and LSR
- Net financial debt / EBITDA multiple stable at 1.2x

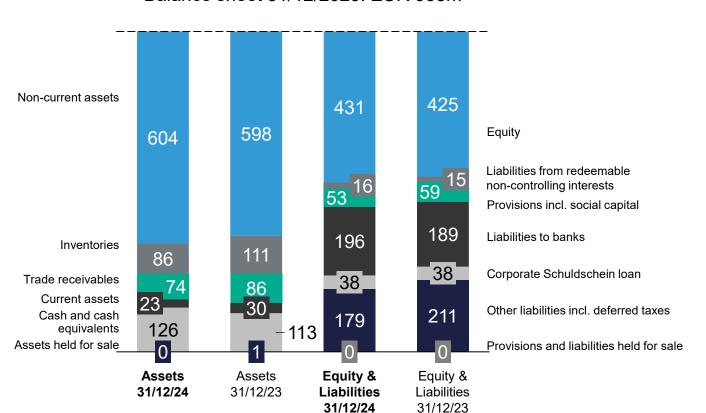




### Robust balance sheet structure and financial profile

#### **Balance sheet structure**

## Balance sheet 31/12/2024: EUR 914m Balance sheet 31/12/2023: EUR 938m



#### Financial profile as of 31 December 2024

- Cash and cash equivalents at EUR 126m (+11,8%)
- **Financial liabilities** at EUR 234.1m, increase (3%) due to financing of capacity expansion in Odry (DH5)
  - as of July 30, early repayment of EUR 10m
  - variable interest rates swapped into fixed interest rate
- Net financial debt at EUR 103.3m after EUR 115.2m at YE'23
- EBITDA / net financial debt ratio at 1.2x (YE'23 1.6x)
- Equity ratio of 47.2% (YE'23: 45.3 %)
- Dividend of EUR 0.50 per share to be proposed to the AGM



## Capital allocation and usage of cash

#### Free cash flow (EUR 45.8m) € **Growth Investments Shareholder Return GROWTH CAPEX & DIGITALIZATION** M&A **DIVIDENDS** Strategic growth project: expansion of the hydraulic Attractive hose production (DH5) shareholder returns Focus on at our Odry site opportunistic bolt-on acquisitions with Capacity expansion at our Thalheim site (Rico) strategic fit and compelling investment proposition FY 2024 Dividend paid on April 30, 2024 EUR 29.5m **EUR 10.3m**

# EUR 35.1m

FY 2024

**Normal Investments** 

**MAINTENANCE** 

**CAPEX** 

Commitment to maintaining

and enhancing our

industrial base

and safety of our workforce





Commodity business (SIA) still operating in subdued economic environment due

to weak construction and yellow goods industries (construction and agriculture)

Markets with different dynamics for SEA; however, more resilient through focus on technology and industrial solutions despite partially ongoing price pressure

Visibility for H1'25 – **challenging market conditions** continue; for H2'25 – **recovery expected** to start in individual regions and markets

operating EBITDA guidance at
EUR 70m - 90m
project expenses oneERP expected at
~EUR 5m (P&L effective)

2025

**CAPEX** expected at ~ EUR 60m

Split: ~EUR 40m maintenance and smaller automation ~EUR 20m strategic growth

2026

operating EBITDA at EUR 120m confirmed – provided markets recover in 2025



## Five reasons to invest in Semperit

- Leading global market position in elastomer applications with strong industrial base
- Relentless focus on innovation and technology
- Resilient business model driven by operating leverage and cost leadership
- Strong balance sheet and cash generation capacity
- △ 5 Value play with recalibrated global platform for future growth



#### **Investor Relations Semperit**

#### **Financial Calendar 2025**

Judit Helenyi, Director Investor Relations	20.03.2025	Publication of 2024 annual financial statements
	23.04.2025	Annual General Meeting, Vienna
+43 1 79777 - 310	14.05.2025	Report on Q1-3 2025
www.semperitgroup.com/en/ir	13.08.2025	Half-year financial report 2025
Am Belvedere 10	12.11.2025	Report on Q1-9 2025
1100 Vienna, Austria		•

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in EUR m

#### **INDUSTRIAL APPLICATIONS (SIA)**

#### **ENGINEERED APPLICATIONS (SEA)**

#### **SEMPERIT GROUP**

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	FY 2024	FY 2023	%
Revenue	293.5	330.8	-11.3%
EBITDA	52.2	46.9	11.4%
EBITDA margin	17.8%	-14.2%	+3.6 PP
EBIT	31.3	29.7	5.2%
EBIT margin	10.7%	9.0%	+1.7 PP
Earnings after taxes from continued operations	-	-	_
Earnings after taxes from discontinued operations	-	-	_
Earnings after tax	_	_	_
Earnings per share in EUR	-	<del>-</del>	_
Additions in tangible and intangible assets	40.8	35.3	15.5%

FY 2023	%
351.0	9.1%
50.5	-4.8%
14.4%	-1.8 PP
33.2	-37.5%
9.5%	-4.0 PP
_	_
_	_
_	_
_	_
240.0	-91.6%
	351.0 50.5 14.4% 33.2

FY 2024	FY 2023	%
676.6	681.8	-0.8%
84.9	70.1	21.1%
12.5%	10.3%	+2.3 PP
35.0	34.0	3.0%
5.2%	5.0%	+0.2 PP
11.4	24.4	-53.2%
0.1	-41.4	n/a
11.5	-17.1	n/a
0.56	-0.82	n/a
62.4	277.0	-77.5%

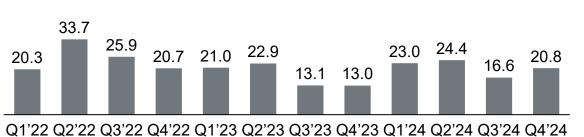


## **Semperit Group (continuing operations)**

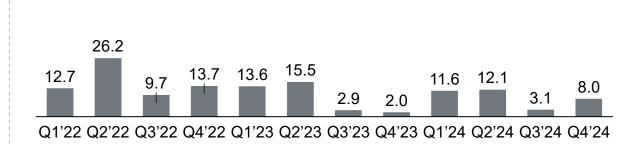
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	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
	2021	2022	2022	2022	2022	2022	2023	2023	2023	2023	2023	2024	2024	2024	2024	2024		
Revenue	601.8	181.5	213.3	198.6	186.4	779.8	176.4	179.3	163.8	162.3	681.8	176.0	169.5	161.1	170.0	676.6		
EBITDA	54.0	20.3	33.7	25.9	20.7	100.5	21.0	22.9	13.3	13.0	70.1	23.0	24.4	16.6	20.8	84.9		
EBITDA margin	9.0%	11.2%	15.8%	13.0%	11.1%	12.9%	11.9%	12.8%	8.1%	8.0%	10.3%	13.0%	14.4%	10.3%	12.2%	12.5%		
EBIT	25.2	12.7	26.2	9.7	13.7	62.1	13.6	15.5	2.9	2.0	34.0	11.6	12.1	3.1	8.0	35.0		
EBIT margin	4.2%	7.0%	12.3%	4.9%	7.3%	8.0%	7.7%	8.6%	1.8%	1.2%	5.0%	6.6%	7.2%	1.9%	4.7%	5.2%		





#### **EBIT**



2021-2022 relate to historic numbers, thus include results of Surgical Operations.





## Semperit Industrial Applications, Semperit Engineered Applications & Corporate

#### in EUR m

#### SEMPERIT INDUSTRIAL APPLICATIONS (SIA)

	$\overline{\mathbf{y}}$									<b>&gt;</b>						<u> </u>
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
	2021	2022	2022	2022	2022	2022	2023	2023	2023	2023	2023	2024	2024	2024	2024	2024
Revenue	341.9	111.1	126.4	111.6	101.1	450.2	99.4	93.0	72.2	66.2	330.8	74.5	78.3	69.1	71.7	293.5
EBITDA	59.2	21.3	30.2	24.0	12.6	88.0	17.5	17.8	7.4	4.2	46.9	13.8	17.2	11.1	10.0	52.2
EBITDA margin	17.3%	19.1%	23.9%	21.5%	12.5%	19.6%	17.6%	19.2%	10.2%	6.3%	14.2%	18.5%	21.9%	11.3%	13.9%	17.8%
EBIT	42.1	16.6	25.7	17.4	8.1	67.9	12.9	13.5	3.1	0.2	29.7	9.4	12.3	5.0	4.6	31.3
EBIT margin	12.3%	14.9%	20.4%	15.6%	8.0%	15.1%	13.0%	14.5%	4.3%	0.3%	9.0%	12.6%	15.7%	7.2%	6.4%	10.7%

#### **SEMPERIT ENGINEERED APPLICATIONS (SEA)**

CORPORATE

Revenue EBITDA EBITDA margin EBIT EBIT margin

**EBITDA** 

	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
	2021	2022	2022	2022	2022	2022	2023	2023	2023	2023	2023	2024	2024	2024	2024	2024	
Э	214.1	59.8	75.0	74.4	74.6	283.8	77.1	86.3	91.5	96.0	351.0	101.5	91.3	92.0	98.3	383.0	
4	22.9	5.2	11.3	8.4	12.2	37.2	13.1	15.8	7.5	14.0	50.5	15.4	11.3	8.8	12.6	48.1	
n	10.7%	8.7%	15.1%	11.3%	16.4%	13.1%	17.1%	18.3%	8.2%	14.6%	14.4%	15.2%	12.4%	9.6%	12.8%	12.6%	
Γ	14.7	3.0	9.1	6.1	9.8	28.1	10.7	13.2	1.9	7.5	33.2	8.9	4.4	2.0	5.5	20.8	
n	6.9%	5.1%	12.2%	8.2%	13.1%	9.9%	13.9%	15.3%	2.0%	7.8%	9.5%	8.7%	4.8%	2.2%	5.6%	5.4%	

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	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
	2021	2022	2022	2022	2022	2022	2023	2023	2023	2023	2023	2024	2024	2024	2024	2024
Α	-21.5	-3.2	-5.1	-2.2	-8.8	-19.4	-7.3	-8.6	-1.7	-3.3	-21.0	-4.9	-2.8	-3.6	-1.5	-12.9
IT	-22 7	-3.5	-5.4	-2.5	-0.2	-20.6	<b>-7</b> 7	-9 N	<b>-2</b> 1	-3.6	-22 4	-5.2	-32	<b>-4</b> 0	-1 9	-144

#### in EUR m

#### **KEY PERFORMANCE FIGURES**

_												
	2013	2014 <sup>1</sup>	2015 <sup>1</sup>	2016 adj. <sup>2</sup>	2017 adj. <sup>3</sup>	2018 adj.⁴	2019 adj.⁵	2020 adj. <sup>6</sup>	2021 <sup>7</sup>	2022 adj. <sup>7</sup>	2023 adj. <sup>8</sup>	2024 adj. <sup>8</sup>
Revenue	906.3	858.3	914.7	852.4	874.2	875.5	840.6	927.5	601.8	779.8	681.8	676.6
EBITDA	132.5	101.9	96.2	74.7	35.8	50.3	63.8	208.6	54.0	95.8	80.0	86.3
EBITDA margin	14.6%	11.9%	10.5%	8.8%	4.1%	5.7%	7.6%	22.5%	9.0%	12.3%	11.7%	12.8%
EBIT	87.8	63.8	66.7	41.1	-0.8	15.4	28.2	171.4	25.2	65.4	34.0	35.0
EBIT margin	9.7%	7.4%	7.3%	4.8%	-0.1%	1.7%	3.6%	18.5%	4.2%	8.4%	5.0%	5.2%
Earnings after tax	54.9	37.8	46.4	15.2	-473.9	-17.3	-0.2	121.9	3.6	10.9	-17.1	11.5
EPS, in EUR	2.65	1.85	2.26	0.74	-2.08	-1.06	-0.33	5.53	10.8	-0.27	-0.82	0.56
Gross cash flow	116.2	89.9	55.7	48.1	32.2	37.4	46.7	193.7	323.4	30.5	-50.2	-71.4
Return on equity	13.3%	8.6%	12.8%	4.6%	-15.8%	-4.2%	-16.3%	58.0%	45.7%	-1.1%	-4.0%	2.7%

#### **BALANCE SHEET KEY FIGURES**

	2013	2014 <sup>2</sup>	2015 <sup>2</sup>	2016	2017	2018	2019	2020	<b>2021</b> <sup>7</sup>	2022 <sup>7</sup>	2023 <sup>8</sup>	2024 8
Balance sheet total	852.1	826.3	937.8	1,034.5	853.2	768.8	701.8	764.4	958.6	842.9	937.9	912.9
Equity	411.5	443.8	363.3	329.3	278.5	329.5	237.4	332.3	540.1	518.2	425.3	430.9
Equity ratio	48.3%	53.7%	38.7%	31.8%	32.6%	42.9%	39.0%	43.5%	56.3%	61.5%	45.3%	47.2%
Investments in tangible and intangible assets	49.7	67.4	71.8	65.1	74.5	80.8	31.9	26.4	34.6	37.6	277.0	62.4

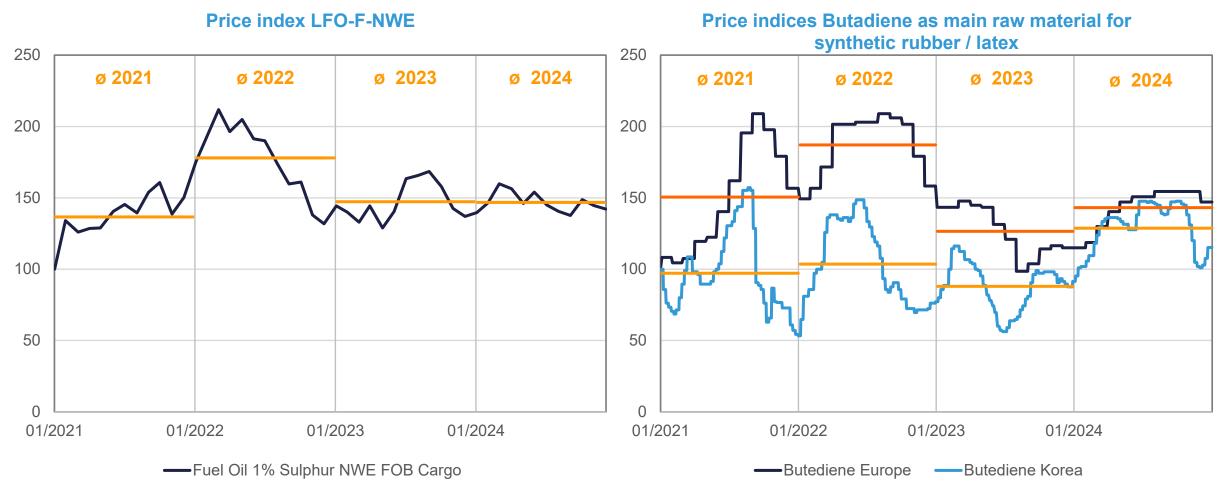
¹ 2014 & 2015 restated. ² 2016 without profit contribution from SSC / Thai glove JV, impairment Sempermed and trade tax / levies in Brazil. ³ 2017 adjusted for positive one-off effects from JV transaction of EUR 85m (EUR 65m for net profit) and negative one-off effects from impairment at Sempermed (EUR 26m adj. EBIT, EAT only), from restructuring expenses in France (EUR 11m), valuation adjustment in IT (EUR 4m EBITDA, EUR 3m EBIT) & 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: +86.2m EBIT at effect: ±86.2m EBIT at effect EUR +19.8m; earnings after taxes effect: EUR -19.8m; earnings after taxes effect: EUR +19.8m; earnings after taxes effect to new Group-structure, i.e reflect the sale of Sempermed; 2022 adjusted for the needed for the one-off effect of the net proceeds from the property sale in France (2022: EBITDA, EBIT: EUR 4.7m; EAT: EUR 4.0m), for net impairments (2022: EBIT = 12.3m) and for the transaction costs (2023: EBITDA impact: EUR -2.2 million), one-off effects from the sale of the medical business (2023: EBITDA impact: EUR -1.3 million), transaction costs for Rico (2023: EBITDA impact: EUR -3.3 million) and from profits of the Rico Group anticipated in the purchase price allocation (2023: EBITDA impact: EUR -3.0 million).





## Overview price indices LFO-F-NEW / Butadiene

#### Significant increase for raw material used in industrial segments



<sup>&</sup>lt;sup>1</sup> Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2021 = 100.0

