

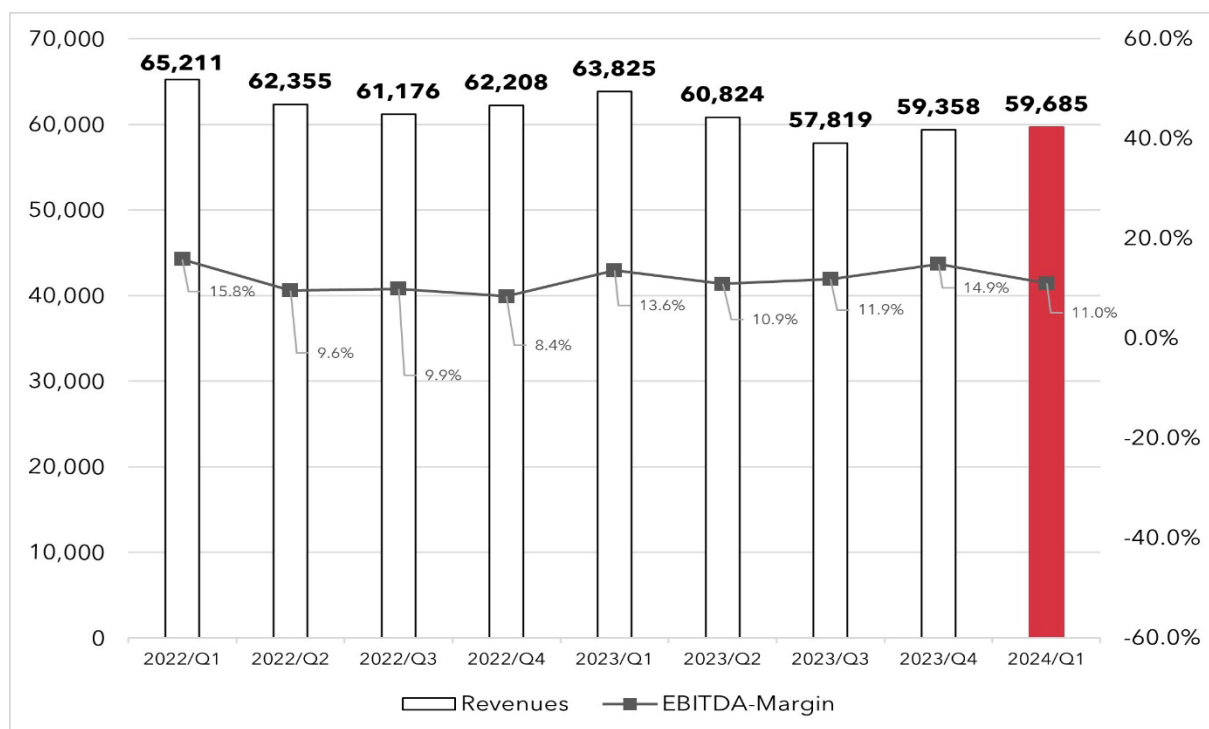


Q1/2024
Quarterly Statement



Key figures

REVENUE BY QUARTER (IN EUR THOUSAND)



GROUP KEY FIGURES (IN EUR THOUSAND)

	2023/Q1	2023/Q2	2023/Q3	2023/Q4	2024/Q1
	adjusted¹			adjusted¹	
Revenue	63,825	60,824	57,819	59,358	59,685
EBITDA	8,668	6,603	6,904	8,865	6,566
as percentage of revenue	13.6	10.9	11.9	14.9	11.0
Consolidated profit/loss	-113	992	1,144	8,424	2,620
as percentage of revenue	-0.2	1.6	2.0	14.0	4.4
Equity	27,782	25,129	26,701	34,359	37,713
as percentage of balance sheet total	15.3	13.6	15.1	19.5	21.3
Net debt	15,254	14,859	17,412	14,363	5,825
as percentage of equity	55	59	65	42	15
Share price at the end of the period (in EUR)	3.61	3.32	2.96	2.84	2.50
Earnings per share (in EUR) (undiluted)	-0.01	0.06	0.07	0.55	0.17
Earnings per share (in EUR) (diluted)	-0.01	0.06	0.07	0.55	0.17

1) The changes in the comparative period Q1 and Q4 2023 were made in connection with an adjustment in accordance with IAS 8.41 et seq. It is explained in note (9) of the notes to the consolidated financial statements 2023.

FP with a challenging start to the 2024 financial year

Total revenue in the first three months of 2024 reaches EUR 59.7 million compared to EUR 63.8 million in the same period of the previous year

Revenue in the **Digital Business Solutions** area falls by 9.9% to EUR 7.3 million due to a decline in output management; revenue from SaaS solutions grows by 40%

Revenue in the **Mailing, Shipping & Office Solutions** area falls by 5.7% to EUR 36.2 million; declining overall market characterizes development

Revenue in the **Mail Services** area falls by 6.4% to EUR 16.1 million in the first three months; declining mail volume in Germany affects customer demand

EBITDA falls by 24.1% to EUR 6.6 million after EUR 8.7 million in the same period of the previous year; EBITDA margin reaches 11.1%

Forecast for 2024 confirmed: Management Board expects Group sales and EBITDA at the previous year's level or slightly lower

Dear shareholders and business partners,

Business developed as expected in the first quarter of 2024. With sales of EUR 59.7 million, the same level of sales was achieved for the fourth quarter in a row. Compared to the same period of the previous year, there was a decline, which was to be expected on this scale.

Profitability also developed accordingly. EBITDA reached EUR 6.6 million, which corresponds to an EBITDA margin of 11.1%. In the same quarter of the previous year, EBITDA amounted to EUR 8.7 million as a result of higher sales and the margin reached 13.6%.

Overall, business performance is in line with our expectations, meaning that we can confirm our guidance for the financial year - sales and EBITDA at or slightly below the previous year's level.

The decline in revenue compared to the same quarter of the previous year is mainly attributable to the two business divisions MSO and Mail Services, which correlate directly with the market for letter mail. This market is known to be in decline and FP cannot escape this trend. The same applies to output management in the DBS division, where volumes have fallen. A positive aspect in this context is the relatively stable development over the last four quarters and the continued growth in SaaS solutions.

FP has thus performed solidly in a challenging macroeconomic environment, and we will press ahead with the transformation in order to put the Group back on a growth trajectory in the future.

To ensure that the transformation goals are achieved more quickly and efficiently, the value drivers of the business units are identified and optimized in a targeted manner. Central management of the transformation projects ensures that successes are realized more quickly and that the methods on which they are based can also be used by other teams. By realigning project management and focusing on clear value drivers, we expect the transformation to have an increasing impact over the course of the year.

Due to the current business development, another focus is naturally on the continuous adjustment of cost structures in order to stabilize profitability and on cash flow management. Both are prerequisites for a successful transformation.

In the franking machine and mail services business, we are focusing on stabilizing the topline and on a more sustainable product range through the increasing use of recycled components or refurbished machines (circular economy).

In the digital area, we are focusing entirely on growth, as many of the products were already significantly modernized in 2023. The existing digital solution portfolio therefore already provides a good starting point and the growth rates are convincing. In order to accelerate this development, further customers are to be acquired, additional sales channels used and the applications prepared for use in other international markets. The growing sales pipeline makes us confident that revenue will continue to increase in the coming quarters.

There is still a lot to do, but we are convinced that the transformation to turn FP into an international technology group is well underway.

We will continue to keep you informed about the company's development as usual and would be delighted if you would continue to accompany us on this journey.

Friedrich Conzen
CEO

Ralf Spielberger
CFO

Overall statement

FP increases digital revenue despite declining overall development in the first three months of 2024

The FP Group recorded a decline in revenue and earnings in the first quarter of 2024, but still generated positive free cash flow. In the first quarter, the Group generated revenue of EUR 59.7 million compared to EUR 63.8 million in the same quarter of the previous year, which corresponds to a decline of 6.4%. Business development was influenced by the difficult macroeconomic and sector-specific conditions. The negative exchange rate effect amounted to EUR 0.3 million. At EUR 6.6 million, EBITDA was down on the previous year's figure of EUR 8.7 million due to the revenue trend. Free cash flow amounted to EUR 9.1 million compared to EUR 4.5 million in the same quarter of the previous year. Against the backdrop of difficult conditions, FP's start to the 2024 financial year was in line with expectations.

Revenue in the Mailing, Shipping & Office Solutions business area fell by 5.7% to EUR 36.2 million in the first three months of 2024 compared to EUR 38.4 million in the same period of the previous year (previous year's figure adjusted due to changes in segment reporting; for further information, please refer to the explanations in the 2023 Annual Report). While revenue from product sales remained stable, revenue in the after-sales business declined. The market environment remains challenging in view of declining mail volumes worldwide. The company has a robust business model based on its existing product range, which is geared towards the small letter mail volume segment, and thanks to the high proportion of recurring revenue.

The Mail Services business area, which handles the collection, franking and consolidation of business mail, also recorded an expected decline in revenue. The increasing decline in mail volumes in Germany also had an impact here. In the first quarter of 2024, revenue amounted to EUR 16.1 million after EUR 17.2 million in the same period of the previous year, representing a decline of 6.4%.

The Digital Business Solutions business area recorded a 9.9% decline in revenue to EUR 7.3 million in the reporting period compared to EUR 8.1 million in the same period of the previous year (previous year's figure adjusted due to changes in segment reporting; for further

information, please refer to the explanations in the 2023 Annual Report). The decline in revenue is due to output management as a result of declining mail volumes, which are also affecting business with existing customers. The implementation of new hardware and software, which was completed at the end of 2023, expanded the range of services in order to automate and digitalize customer processes even more in future. This is reflected in a growing sales pipeline, which will also have an impact on revenue over the course of the year. SaaS-based solutions, on the other hand, recorded significant growth of 40% compared to the same quarter of the previous year. In addition to FP Sign and the e-Justice solutions, FP Parcel Shipping, which has now been launched in 4 countries (USA, Norway, Netherlands and UK) and FP TRAXsuite are also contributing to the positive business development. In particular, the continuous development of new features in all solutions and the flexible customization options to meet customer needs make the products successful.

Earnings position:

Operating result EBITDA at a solid level

The FP Group generated EBITDA of EUR 6.6 million in the first quarter of 2024 compared to EUR 8.7 million in the same period of the previous year. The EBITDA margin was therefore 11.1% (same period of the previous year: 13.6%). The decline in revenue in the three divisions had a negative impact on earnings. Personnel expenses fell slightly by 2.9% to EUR 16.6 million compared to EUR 17.1 million in the same period of the previous year. The savings from staff reductions were partially offset by the pay increases implemented in 2023. The cost of materials fell by 5.9% to EUR 28.6 million in the first three months of 2024 (prior-year period: EUR 30.4 million), primarily as a result of the decline in revenue in the Mail Services and Mailing, Shipping & Office Solutions divisions. Other operating expenses fell by 5.8% to EUR 9.7 million in the first quarter of 2024 compared to EUR 10.3 million in the same period of the previous year. As expected, depreciation, amortization and impairments decreased by 9.1% to EUR 4.0 million in the first three months of 2024. Net interest income and the other financial result had a positive effect of EUR 1.3 million (same period of the previous year: EUR -0.7 million), mainly due to higher interest income. The higher interest income is closely linked to the tax refunds in the USA. Consolidated net income amounted to EUR 2.6 million in the first three months of 2024 compared to EUR -0.1 million in the same period of the previous year. The previous year's figures for the comparative period Q1 2023

were adjusted in connection with a correction in accordance with IAS 8.41 et seq. (The adjustment is explained in note (9) of the notes to the consolidated financial statements for 2023).

Earnings per share (EPS) increased to EUR 0.17 compared to the adjusted figure of EUR -0.01 in the same period of the previous year.

**Financial and asset position:
Positive Free Cash flow in the first three months of 2024**

The FP Group continues to successfully focus on cost control and liquidity management. At EUR 11.6 million, operating cash flow after three months of 2024 was significantly higher than the previous year's level of EUR 7.4 million. This includes the positive effect from a tax refund and related interest in the USA amounting to EUR 3.5 million in the first quarter of 2024. Cash flow from investing activities amounted to EUR 2.5 million in the first three months of 2024 compared to EUR 2.9 million in the same period of the previous year.

Overall, free cash flow of EUR 9.1 million was generated in the first quarter of 2024 compared to EUR 4.5 million in the same period of the previous year. The positive cash flow from operating activities is a key source of financing for the FP Group. In addition, there are existing credit agreements with financial institutions and finance lease agreements. The FP Group's non-current financial liabilities decreased to EUR 20.7 million as at March 31, 2024 compared to EUR 30.2 million as at December 31, 2023, while current financial liabilities increased to EUR 3.8 million compared to EUR 3.4 million in the previous year. This was mainly due to a further repayment of the syndicated loan.

The FP Group has extended the syndicated loan agreement in place since 2016 with the proven banking consortium consisting of Landesbank Baden-Württemberg as facility agent, Deutsche Bank AG and UniCredit Bank GmbH with effect from February 26, 2024. The syndicated loan agreement has a total volume of EUR 55 million until February 2027.

The FP Group's cash and cash equivalents amounted to EUR 18.7 million at the end of the first quarter of 2024 (December 31, 2023: EUR 19.2 million). The FP Group's net debt therefore decreased significantly and amounted to EUR 5.8 million as at March 31, 2024 compared to EUR 14.4 million at the end of the 2023 financial year. The

equity ratio increased to 21.3% compared to 19.5% at the end of 2023.

Risks and opportunities

The FP Group has explained the risks and opportunities in detail in the combined management report for the 2023 financial year. The 2023 Annual Report is available online at <https://www.fp-francotyp.com>. In the reporting period, there were no significant changes to the opportunities and risks described in the combined management report for the 2023 financial year. However, the further development of the economy is subject to increased uncertainty, which could have a negative impact on the net assets, financial position and results of operations of the FP Group in the 2024 financial year and beyond.

FP confirms forecast for 2024

Business performance in 2024 will continue to be influenced by the difficult macroeconomic conditions. In addition, market-specific developments in the mail market remain challenging.

In 2024, the focus will therefore be on driving forward and accelerating the transformation. To this end, the transformation projects have been integrated into a project structure that enables central management. The key value drivers for the positive development of the respective business divisions are identified and improved in a targeted manner. Another focus is on the continuous adjustment of cost structures and optimization of liquidity.

While the focus in the franking machine business and Mail Services is on stabilizing the topline, improving the cost structure and a more sustainable product range through the increased use of recycled components and refurbished machines (circular economy), the focus in the digital area is on growth, with many of the products already having been significantly modernized in 2023.

Thanks to the realigned central project management and focus on clear value drivers, the Management Board expects the effects of the transformation to increase again over the course of the year.

Against this background, the Management Board confirms the forecast for the 2024 financial year and expects the Group's revenue and EBITDA to be at or slightly below the previous year's level.

Revenue amounted to EUR 241.8 million in the 2023 financial year. EBITDA amounted to EUR 31.0 million in the past financial year, which corresponds to an EBITDA margin of 12.8%.

The expected development of the financial performance indicators for the 2024 financial year is generally based on the assumption of constant exchange rates.

CONSOLIDATED FIGURES

of Francotyp-Postalia Holding AG

for the period from 1 January to 31 March 2024

- 9** Consolidated Statement of Comprehensive Income
- 11** Consolidated Interim Statement of Financial Position
- 13** Consolidated Cash-Flow Statement
- 14** Consolidated Statement of Changes in Equity

The financial figures were prepared in line with the International Financial Reporting Standards (IFRSs), as adopted by the EU. However, this quarterly report is not an interim financial report as defined by the International Accounting Standard IAS 34.

Please note that there may be rounding differences compared to exact mathematical figures (monetary units, percentages, etc.)

Non-binding convenience translation from German

Consolidated Statement of Comprehensive Income for the Period from 1 January to 31 March 2024

in EUR thousand	Q1 2024	Q1 2023 adjusted ¹⁾
Revenue	59,685	63,825
Change in inventory	381	308
Own work capitalised	1,766	2,059
Other operating income	422	614
Cost of materials	28,642	30,349
a) Expenses for raw materials, consumables und supplies	11,282	11,634
b) Cost for purchased services	17,360	18,715
Employee benefit expenses	16,609	17,048
a) Wages and salaries	13,953	14,296
b) Social security contributions	2,360	2,236
c) Expenses for pensions and other benefits	296	516
Expenses from impairment losses less income from reversals of impairment losses on trade receivables	696	435
Other operating expenses	9,742	10,306
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	6,566	8,668
Amortisation, depreciation and impairments	4,032	4,406
Earnings before interest and taxes (EBIT)	2,534	4,261
Net interest result ((-) expenses, (+) income)	811	-235
a) Interest and similar income	1,289	658
b) Interest and similar expenses	478	894
Other financial result ((-) expenses, (+) income)	451	-459
Income taxes	-1,176	-3,680
Consolidated profit	2,620	-113

in EUR thousand	Q1 2024	Q1 2023 adjusted ¹⁾
Other comprehensive income		
Adjustment of provisions for pensions and similar obligations	-84	-78
thereof taxes	28	30
Other comprehensive income not to be reclassified to profit or loss in subsequent periods	-84	-78
Foreign currency translation of financial statements of foreign entities	850	3,182
Net investment in foreign operations	0	0
thereof taxes	0	0
Cash flow hedges - Effective portion of changes in fair value	-31	-18
thereof taxes	13	8
Cash flow hedges - cost of hedging	0	36
thereof taxes	0	-16
Cash flow hedges - reclassified to profit or loss	0	102
thereof taxes	0	-44
Other comprehensive income to be reclassified to profit or loss in subsequent periods	819	3,303
Other comprehensive income after taxes	735	3,224
Total comprehensive income	3,354	3,111
Consolidated profit	2,620	-113
thereof attributable to shareholders of FP Holding	2,620	-113
Total comprehensive income	3,354	3,111
thereof attributable to shareholders of FP Holding	3,354	3,111
Earnings per share (basic, in EUR)	0.17	-0.01
Earnings per share (diluted, in EUR)	0.17	-0.01

1) The changes in the comparative period Q1 and Q4 2023 were made in connection with an adjustment in accordance with IAS 8.41 et seq. It is explained in note (9) of the notes to the consolidated financial statements 2023.

Consolidated Interim Statement of Financial Position as at 31 March 2024

ASSETS

in EUR thousand	31.03.2024	31.12.2023
NON-CURRENT ASSETS	79,830	78,490
Intangible assets	17,499	17,926
Internally generated intangible assets	3,873	4,450
Customer relationships and purchased intangible assets	5,515	5,734
Goodwill	4,349	4,320
Development projects in progress and advance payments	3,761	3,422
Property, plant and equipment	28,769	28,674
Land, land rights and buildings	1,730	1,784
Technical equipment and machinery	1,073	1,271
Other equipment, operating and office equipment	3,206	3,048
Leased products	22,413	22,304
Advance payments and assets under construction	347	267
Right of use assets	10,239	10,691
Non-current financial assets	16,804	16,148
Finance lease receivables	16,698	16,094
Other non-current financial assets	107	55
Non-current non-financial assets	1,915	1,460
Other non-current non-financial assets	1,915	1,460
Deferred tax assets	4,603	3,591
CURRENT ASSETS	97,234	97,650
Inventories	17,341	17,880
Raw materials, consumables and supplies	6,230	7,475
Work in progress	365	198
Finished goods and merchandise	10,746	10,207
Trade receivables	21,089	20,255
Other current financial assets	12,812	12,899
Finance lease receivables	7,048	6,881
Derivative financial instruments	166	293
Other financial assets	5,598	5,725
Other current non-financial assets	6,898	8,071
Income taxes receivable	1,125	4,328
Other non-financial assets	5,773	3,743
Cash and cash equivalents¹⁾	39,094	38,545
Assets	177,063	176,140

¹⁾Cash and cash equivalents include postage credit balances managed by the FP Group in the amount of EUR 20,433 thousand (previous year: EUR 19,380 thousand)

EQUITY AND LIABILITIES

in EUR thousand	31.03.2024	31.12.2023
EQUITY	37,713	34,359
Share capital	16,301	16,301
Capital reserves	34,296	34,296
Stock option reserve	1,544	1,544
Treasury shares	-2,524	-2,524
Loss carried forward	-12,031	-22,477
Consolidated profit after non-controlling interests	2,620	10,446
Other comprehensive income	-2,492	-3,227
NON-CURRENT LIABILITIES	39,756	49,776
Provisions for pensions and similar obligations	13,984	14,054
Other provisions	905	861
Financing liabilities	20,705	30,151
Other financial liabilities	340	383
Other non-financial liabilities	1,005	1,095
Deferred tax liabilities	2,818	3,231
CURRENT LIABILITIES	99,593	92,005
Tax liabilities	5,867	4,141
Other provisions	8,397	9,086
Financing liabilities	3,780	3,377
Trade payables	14,318	14,090
Other financial liabilities	40,511	39,018
<i>thereof telepostage</i>	33,907	32,479
Other non-financial liabilities	26,720	22,293
Equity and liabilities	177,063	176,140

Consolidated Cash Flow Statement for the Period from 1 January to 31 March 2024

in EUR thousand	Q1 2024	Q1 2023
		adjusted ²⁾
1. Cash flow from operating activities		
Consolidated profit	2,620	-113
Net income tax recognised in profit or loss	1,176	3,680
Net interest expense (+) / income (-) recognised in profit or loss	-811	235
Amortisation, depreciation and impairment on non-current assets	4,032	4,406
Decrease (-) / increase (+) in provisions and tax liabilities	-4,471	-4,312
Loss (+) / gain (-) from the disposal of non-current assets	156	107
Decrease (+) / increase (-) in inventories, trade receivables and other assets	626	-3,208
Decrease (+) / increase (-) in finance leases receivables	-772	80
Decrease (-) / increase (+) in trade payables and other liabilities	4,942	2,869
Other non-cash expenses (+) / income (-)	628	3,913
Interest received	1,289	658
Interest paid	-497	-767
Income tax paid (-) / received (+)	2,692	-133
Cash flow from operating activities	11,610	7,414
2. Cash flow from investing activities		
Payments for the capitalisation of development costs	-481	-434
Proceeds from disposals of fixed assets	5	5
Payments for investments in intangible assets	-153	-7
Payment for investments in property, plant and equipment	-1,897	-2,434
Cash flow from investing activities	-2,526	-2,870
3. Cash flow from financing activities		
Bank loan repayments	-8,507	-4
Repayments of lease liabilities	-1,124	-1,182
Payments for the repurchase of treasury shares	0	-351
Proceeds from the assumption of bank loans	0	523
Cash flow from financing activities	-9,631	-1,014
Cash¹⁾		
Change in cash	-548	3,530
Changes in cash due to currency translation	44	-171
Cash at the beginning of the period	19,165	22,846
Cash at the end of the period	18,660	26,205

¹⁾ Cash and cash equivalents and other liabilities exclude postage credit balances managed by the FP Group in the amount of EUR 20,433 thousand (previous year: EUR 14,671 thousand).

²⁾ The changes in the comparative period Q1 and Q4 2023 were made in connection with an adjustment in accordance with IAS 8.41 et seq. It is explained in note (9) of the notes to the consolidated financial statements 2023..

Consolidated Statement of Changes in Equity for the Period from 1 January to 31 March 2024

in EUR thousand	Share Capital	Capital reserves	Stock option reserve	Treasury shares	Consolidated profit/loss
Adjusted¹⁾ equity as at 01.01.2023	16,301	34,296	1,544	-1,559	-22,477
Consolidated profit 01.01. - 31.03.2023	0	0	0	0	2,357
Adjustment					-2,470
Adjusted consolidated profit 01.01. - 31.03.2023	0	0	0	0	-113
Foreign currency translation of financial statements of foreign entities	0	0	0	0	0
Adjustment of provisions for pensions and similar obligations	0	0	0	0	0
Cash flow hedges	0	0	0	0	0
Other comprehensive income 01.01. - 31.03.2023	0	0	0	0	0
Adjusted total comprehensive income 01.01. - 31.03.2023	0	0	0	0	-113
Share buy-back	0	0	0	-351	0
Adjusted¹⁾ total on 31.03.2023	16,301	34,296	1,544	-1,910	-22,590
Equity on 01.01.2024	16,301	34,296	1,544	-2,524	-12,031
Consolidated profit 01.01. - 31.03.2024	0	0	0	0	2,620
Foreign currency translation of financial statements of foreign entities	0	0	0	0	0
Adjustments of provisions for pensions and similar obligations	0	0	0	0	0
Cash flow hedges	0	0	0	0	0
Other comprehensive income 01.01. - 31.03.2024	0	0	0	0	0
Total comprehensive income 01.01. - 31.03.2024	0	0	0	0	2,620
Equity on 31.03.2024	16,301	34,296	1,544	-2,524	-9,411

¹⁾ The changes in the comparative period Q1 and Q4 2023 were made in connection with an adjustment in accordance with IAS 8.41 et seq. It is explained in note (9) of the notes to the consolidated financial statements 2023..

Other comprehensive income								
	Foreign currency translation	Net Investments in foreign operations	Adjustment due to IAS 19	Difference amount from acquisition of shares of other shareholders	Reserve for cash flow hedge	Reserve for cost of hedging	Equity attributable to shareholders of FP Holding	Total equity
	393	0	-2,722	-439	-379	64	25,021	25,021
	0	0	0	0	0	0	2,357	2,357
							-2,470	-2,470
	0	0	0	0	0	0	-113	-113
	3,182	0	0	0	0	0	3,182	3,182
	0	0	-78	0	0	0	-78	-78
	0	0	0	0	84	36	120	120
	3,182	0	-78	0	84	36	3,224	3,224
	3,182	0	-78	0	84	36	3,111	3,111
	0	0	0	0	0	0	-351	-351
	3,575	0	-2,800	-438	-296	100	27,782	27,782
	-116	0	-2,557	-438	-228	112	34,359	34,359
	0	0	0	0	0	0	2,620	2,620
	850	0	0	0	0	0	850	850
	0	0	-84	0	0	0	-84	-84
	0	0	0	0	-31	0	-31	-31
	850	0	-84	0	-31	0	735	735
	850	0	-84	0	-31	0	3,354	3,354
	734	0	-2,642	-438	-258	112	37,713	37,713

Finance calendar

FINANCIAL CALENDAR

Results for the first quarter 2024	7 June 2024
Annual General Meeting, Berlin	25 June 2024
Interim Financial Report 2024	29 August 2024
Results for the third quarter 2024	21 November 2024

Further information on FP

Francotyp-Postalia Holding AG, a listed company based in Berlin, is the holding company of the globally active FP Group (FP). FP is an expert in solutions that make office and working life easier and more efficient. FP has the following business divisions: Digital Business Solutions, Mailing, Shipping & Office Solutions and Mail Services. In the Digital Business Solutions division, FP optimizes customers' business processes and offers solutions such as electronic signatures, hybrid mail, input/output management for physical and digital documents and data-driven automation of complex business processes. In the Mailing, Shipping & Office Solutions division, FP is the world's third-largest provider of mailing systems and the market leader in Germany, Austria, Scandinavia and Italy. FP is represented in 15 countries with its own subsidiaries and in many other countries with its own dealer network. In the Mail Services division, FP offers the consolidation of business mail and is one of the leading providers in Germany. In 2023, FP generated revenue of more than EUR 240 million.

For further information visit www.fp-francotyp.com.

Imprintum

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