

# TECHNOLOGIES FOR TOMORROW

Interim statement Q3 2022/2023



### **INTERIM STATEMENT FOR THE THIRD QUARTER OF 2022/2023**

- ¬ HEIDELBERG posts consistently strong incoming orders of € 630 million in third quarter: Total volume after nine months of € 1,859 million (previous year: € 1,888 million)
- ¬ Continued sales growth in Q3: Increase of 10 percent to total sales of € 1,729 million after nine months
- ¬ Significant operating improvement: EBITDA of € 41 million in third quarter ¬ € 49 million after adjustment for non-recurring effects (previous year, adjusted: € 31 million)
- = EBITDA thus totals € 144 million after nine months = € 140 million after adjustment for non-recurring effects (previous year, adjusted: € 84 million)
- ¬ Net result after taxes € 54 million (previous year: € 40 million) after three quarters
- ¬ Free cash flow down significantly on previous year at € −16 million after nine months − high order backlog and partial delays in deliveries lead to inventory buildup
- ¬ Forecast for financial year 2022/2023 confirmed
- ¬ Tania von der Goltz has been CFO of Heidelberger Druckmaschinen AG since January 1, 2023

### Key figures at a glance

Figures in € millions		9М		Q3
	2021/2022	2022/2023	2021/2022	2022/2023
Incoming orders	1,888	1,859	643	630
Order backlog	951	995	951	995
Net sales	1,565	1,729	582	609
EBITDA 1)	132	144	57	41
in percent of sales	8.4	8.3	9.7	6.7
Result of operating activities (EBIT)	74	85	37	21
Financial result	-24	-20	-7	-6
Net result before taxes	50	65	30	14
Net result after taxes	40	54	27	10
Equity	161	457	161	457
Net debt <sup>2)</sup>	6	26	6	26
Leverage 3)	0.0	0.2	0.0	0.2
Free cash flow	69	-16	-4	-4
Earnings per share in €	0.13	0.18	0.09	0.04
Number of employees at the end of quarter (excluding trainees)	9,872	9,548	9,872	9,548

<sup>1)</sup> Result of operating activities before interest and taxes and before depreciation and amortization

#### Note

In individual cases, rounding could result in discrepancies concerning the totals and percentages contained in this interim financial statement.

<sup>2)</sup> Net total of financial liabilities less cash and cash equivalents and current securities

<sup>3)</sup> Ratio of net debt to EBITDA for the last four quarters

# Events in the third quarter of 2022/2023

#### October 2022

## New AMPERFIED offers from HEIDELBERG put sustainability front and center

HEIDELBERG is strengthening its activities in sustainability management and compensating for the carbon footprint of certain AMPERFIED charging stations by purchasing CO2 certificates. HEIDELBERG has committed to achieving climate neutrality at its production sites by 2030, primarily by avoiding CO<sub>3</sub> emissions. In addition to increasing energy efficiency and using renewable energy, CO<sub>2</sub> compensation represents another step in this direction. As with its printing presses, HEIDELBERG calculates the carbon footprint in line with the "cradle-to-gate" principle meaning that the carbon footprint of a Wallbox is determined from raw material extraction through to the finished product - and has had the proper calculation of this certified by the Fraunhofer Institute for Environmental, Safety and Energy Technology. In addition, recyclability is taken into account when selecting materials. Production in Germany also results in short transportation routes to the end customers and thus reduced transportation emissions.

#### November 2022

#### **Certified cybersecurity at HEIDELBERG**

In times of interconnected industrial systems and increasing digitalization, information security and cybersecurity play a crucial role for companies. Automated and digitally connected processes have become an integral part of the printing industry, too. To offer its customers the best possible protection for their data, Heidelberger Druckmaschinen AG (HEIDELBERG) has developed a comprehensive management system for information security. This has now been audited by DQS GmbH as an external expert and certified in accordance with the international standard ISO 27001.

#### November 2022

# New Speedmaster XL 106 from HEIDELBERG increases productivity and is the world's fastest sheetfed offset printing press

The Speedmaster XL 106, which was presented at the HEIDELBERG Packaging Day at the Wiesloch-Walldorf production site in early November, offers up to 10 percent more net output in folding box production and an increased printing speed of 21,000 sheets per hour. This machine is particularly attractive for producers of packaging applications in the format 70 x 100 who are looking for increasingly high machine output and end-to-end automation. Since its market launch in 2004, HEIDELBERG's XL technology has set the benchmark for productivity, performance, and reliability in the high-end segment of the industry. HEIDELBERG has since been continuously enhancing this successful machine platform.

#### December 2022

### HEIDELBERG AMPERFIED presents new mobile solution for charging on the move

HEIDELBERG expands its portfolio of electric mobility solutions with a mobile charging station. The new compact.lite charger under the Amperfied brand can be used to charge electric and hybrid vehicles throughout Europe at blue CEE 16A sockets (also known as camping sockets) and is faster than using an emergency charging cable connected to the domestic socket. A wall mount can also be purchased to turn the mobile charging station into a compact Wallbox for charging at home.

### **Changes in the Management Board**

On November 2, 2022, the Supervisory Board of Heidelberger Druckmaschinen AG appointed Tania von der Goltz to succeed Marcus A. Wassenberg as CFO effective January 1, 2023. Marcus A. Wassenberg had announced in October 2022 that he would leave the Company to move to the Executive Board of KION Group AG.

# Overall assessment of business development

In the third quarter of the financial year 2022/2023, the HEIDELBERG Group (HEIDELBERG) continued to build on the successful first six months of the year. INCOMING **ORDERS** thus increased sequentially again to €630 million compared to the first two quarters, although they were down around 2 percent on the previous year's strong level (€ 643 million). The book-to-bill ratio thus remained above 1 in the third quarter despite the sales growth recorded. Despite some conflicting trends in mechanical engineering, incoming orders thus remained at a stable level in the past quarter. At €1,859 million after nine months, they were almost at the previous year's level (€1,888 million), which had also been positively impacted by a trade show in the first quarter of 2021/2022. The order backlog came to almost €1 billion as of the end of the reporting period, forming a good basis for the coming financial year.

SALES were up year-on-year in all three quarters of the current financial year in spite of the considerable challenges posed by the ongoing restrictions affecting the availability of supplied parts and delays in logistics. In the third quarter, sales increased by around 5 percent year-on-year. Despite the impact of lockdowns and weak demand in China, sales for the first nine months increased by around 10 percent year-on-year to € 1,729 million.

This sales growth is also reflected in EBITDA thanks to the improved utilization of the production capacities that were revised as part of the transformation program. The improved price quality of sales offset the sharp price rises for raw materials, energy, and preliminary products. The positive operating development continued in the past quarter, with EBITDA rising to a total of €144 million after nine months. The non-operating effects from the recognition of an inflation compensation bonus from the collective agreement concluded (Q3: €-15 million) and from the sale of a property in Switzerland (Q1: €+12 million) and a contribution to the joint venture with Masterwork (Q3: € +7 million) largely offset one another. The operating development thus more than compensated for the non-recurring income of around € 48 million included in the same period of the previous year (EBITDA: €132 million). In the fourth quarter, the earnings development is likely still to be influenced by anticipated cost increases for materials, energy and staff. In this context, the nine-month results represent an important basis for achieving the targets for the year as a whole. HEIDELBERG expects further significant cost increases in the coming financial year, which the Company will counter with price adjustments.

FREE CASH FLOW amounted to €-16 million and was down on the previous year due to the increase in net working capital (NWC) during the year and lower income from asset management projects. The higher level of NWC was mainly attributable to the increase in inventories due to production. The current supply chain disruption also tends to mean longer production times and delays in deliveries.

# **Net sales and results of operations**Interim consolidated income statement

Figures in € millions	9M 2021/2022	9M 2022/2023
Net sales	1,565	1,729
Change in inventories/other own work capitalized	56	66
Total operating performance	1,621	1,795
EBITDA	132	144
Depreciation and amortization	57	59
Result of operating activities (EBIT)	74	85
Financial result	-24	-20
Net result before taxes	50	65
Taxes on income	10	11
Net result after taxes	40	54

- Incoming orders amounted to around €1,859 million as of December 31, 2022 (after adjusting for exchange rate effects: €1,788 million) and were thus approximately at the previous year's level (€1,888 million). Incoming orders amounted to €630 million in the third quarter of 2022/2023 (after adjusting for exchange rate effects: €615 million; previous year: €643 million).
- The ongoing positive trend in incoming orders allowed the order backlog to rise to € 995 million after the first nine months of the 2022/2023 financial year (December 31, 2021: € 951 million; March 31, 2022: € 901 million).
- ¬ At €1,729 million, sales were up around 10 percent year-on-year after the first three quarters (previous year: €1,565 million). Organic growth came to 6 percent, while currency translation effects had a positive impact of 4 percent. Sales amounted to €609 million in the third quarter after €582 million in the third quarter of the previous year. Organic growth came to 2 percent, while currency translation effects had a positive impact of 2 percent.
- TEBITDA amounted to €144 million after the first nine months (previous year: €132 million). Adjusted for non-recurring effects, the figure came to €140 million (previous year: €84 million). The increase in the operating result is chiefly due to the sales growth of 6 percent after adjusting for exchange rate effects. In addition to volume growth, the Company's own price adjustments counteracted the higher costs for materials, energy and staff. As a result, the cost of materials ratio increased at a slightly lower rate than sales.

- Overall, the non-recurring effects resulted in net income totaling  $\in$  4 million in the nine-month period: In particular, the recognition of the inflation compensation bonus as a liability of around  $\in$  15 million in the third quarter led to a non-recurring negative impact on staff costs. At the same time, non-recurring income of approximately  $\in$  19 million in total was posted as a result of the sale of a property in St. Gallen, Switzerland, and a contribution to the joint venture with Masterwork. Other operating income consequently decreased in comparison to the previous year, which had included positive non-recurring effects of around  $\in$  48 million  $^{10}$ .
- Partial TDA amounted to €41 million in the third quarter (previous year: €57 million). In the same quarter of the previous year, it had included income of around €26 million from the sale of the property in Brentford, UK. At the same time, staff costs in the third quarter of the current year were subject to an extraordinary negative impact from the recognition of the inflation compensation bonus as a liability. By contrast, the recognition of a contribution to the joint venture with Masterwork had a positive impact.
- The financial result improved again as against the previous year (€-24 million) to €-20 million after the first nine months due to the further reduction of financial liabilities.
- The net result after taxes after nine months increased significantly to € 54 million including income taxes (previous year: € 40 million).

<sup>&</sup>lt;sup>1)</sup> Reported EBITDA in the previous year included non-recurring income from the sale of Docufy GmbH in the amount of €22 million (second quarter) and of a property in Brentford, UK, in the amount of approximately €26 million (third quarter)

#### **Net assets**

#### Assets

Figures in € millions	31-Mar-2022	31-Dec-2022
Non-current assets	843	840
Inventories	631	734
Trade receivables	246	287
Receivables from sales financing	43	42
Cash and cash equivalents and current securities	146	94
Other assets	274	199
Total assets	2,183	2,196

#### **Equity and liabilities**

Figures in € millions	31-Mar-2022	31-Dec-2022
Equity	242	457
Provisions	1,113	908
of which: pension provisions	843	661
Financial liabilities	135	121
Trade payables	216	218
Other equity and liabilities	477	492
Total equity and liabilities	2,183	2,196

- Total assets rose slightly compared with March 31, 2022, amounting to € 2,196 million as of December 31, 2022.
- Inventories increased to €734 million as a result of the higher order and production volume in the first three quarters and the effects of the supply of parts (March 31, 2022: €631 million). Accordingly, net working capital also rose to €551 million as of December 31, 2022 (March 31, 2022: €440 million). In the previous year, the increase in inventories during the reporting period was offset within net working capital in particular by the sharp rise in advance payments due to the business recovery.
- Cash and cash equivalents decreased to € 94 million, primarily due to the negative free cash flow and the repayment of financial liabilities.
- Ompared with the end of the previous financial year on March 31, 2022, the HEIDELBERG Group's equity increased to € 457 million as of December 31, 2022 as a result of the significant rise in the interest rate for German pensions (from 2.1 percent as of March 31, 2022 to 3.9 percent as of December 31, 2022) and the positive net result after taxes as of the end of the quarter. The equity ratio was thus around 21 percent.
- Pension provisions declined substantially to € 661 million owing to the higher interest rate (start of financial year: € 843 million). Provisions declined to € 908 million in total (March 31, 2022: € 1,113 million).
- Due to the negative free cash flow, net debt stood at €26 million at the end of the third quarter (March 31, 2022: €-11 million) and thus remained at a low level. Leverage (the ratio of net debt to EBITDA for the last four quarters) amounted to 0.2. Financial liabilities decreased compared with the start of the financial year to €121 million as of December 31, 2022 (March 31, 2022: €135 million).

# **Financial position**Interim consolidated statement of cash flows

Figures in € millions	9M 2021/2022	9M 2022/2023
Cash used in operating activities	23	-72
of which: net working capital	44	-115
of which: receivables from sales financing	5	1
of which: other operating changes	-26	42
Cash generated by investing activities	46	55
Free cash flow	69	-16
in percent of sales	4.4	-0.9

- Free cash flow amounted to € -16 million after the first nine months (previous year: € 69 million). Cash used in operating activities amounted to € -72 million after the first nine months (previous year: cash generated by operating activities of € 23 million). This change was mainly due to the differences in the development of net working capital. Net other operating changes improved on account of the significantly higher result after taxes, but were again impacted by scheduled payments in connection with the transformation program of around € 18 million initiated in March 2020.
- The sale of land in St. Gallen, the reversal of a cash investment position, and a cash inflow from the property in Brentford that was sold in the previous year meant that net cash generated by investing activities was positive at €55 million in the first nine months (previous year: €46 million). The sale of land at the Wiesloch-Walldorf production site and the disposal of the subsidiary Docufy resulted in cash generated by investing activities in the previous year.

# **Segments**Segment key figures

Figures in € millions		Print Solutions		Packaging Solutions		Technology Solutions	HEIDI	ELBERG Group
	9M 2021/2022	9M 2022/2023	9M 2021/2022	9M 2022/2023	9M 2021/2022	9M 2022/2023	9M 2021/2022	9M 2022/2023
Incoming orders	1,037	977	816	862	35	20	1,888	1,859
Sales	868	898	662	812	35	20	1,565	1,729
EBITDA 1)	96	79	32	73	4	-8	132	144

<sup>&</sup>lt;sup>1)</sup> Result of operating activities before interest, taxes, depreciation and amortization

After the first nine months, incoming orders in the PRINT SOLUTIONS segment were down around 6 percent against the previous year. In the third quarter, they amounted to € 295 million (previous year: € 348 million). The segment's sales increased slightly both after three quarters and in the third quarter. The result of operating activities before interest, taxes, depreciation and amortization (EBITDA) came to € 79 million after nine months. In the previous year (€ 96 million), the income from the sales of docufy of approximately € 22 million was fully included in this segment. The other non-recurring effects described above impacted the two segments Print Solutions and Packaging Solutions roughly equally. The segment's EBITDA amounted to € 26 million in the third quarter (previous year: € 40 million).

In the PACKAGING SOLUTIONS segment, incoming orders were up a good 5 percent year-on-year after nine months. They rose steadily over the course of the financial year and exceeded the previous year's level by almost

18 percent in the third quarter. Sales increased by around 22 percent after three quarters as compared to the first three quarters of the previous year, and by almost 11 percent in the third quarter. EBITDA reached €73 million after nine months as against €32 million in the same period of the previous year, chiefly due to the significant increase in sales. The segment's EBITDA amounted to €18 million in the third quarter (previous year: €14 million).

In the TECHNOLOGY SOLUTIONS segment, there was a clear impact from purchasing restraint for Wallboxes due to the long delivery times for electric vehicles, the expiration of the support programs in Germany, and the current uncertainties regarding the development of energy prices. Both incoming orders and sales were considerably below the previous year's figures. The segment's EBITDA was accordingly  $\ell - 8$  million after the first nine months (previous year:  $\ell = 4$  million) and  $\ell = 4$  million in the third quarter (previous year:  $\ell = 2$  million).

# **Regions**Incoming orders by region

Heidelberg Group	1,888	1,859
South America	46	58
North America	310	415
Eastern Europe	239	177
Asia/Pacific	532	435
EMEA	762	774
Figures in € millions	9M 2021/2022	9M 2022/2023

### Sales by region

Heidelberg Group	1,565	1,729
South America	31	50
North America	269	361
Eastern Europe	208	200
Asia/Pacific	469	430
EMEA	589	687
Figures in € millions	9M 2021/2022	9M 2022/2023

- In the first three quarters of the year under review, the EMEA region once again slightly improved on the strong incoming orders from the same period of the previous year. Spain, the UK and France in particular posted growth in incoming orders, with France reporting the biggest increase. Sales were up 17 percent on the first nine months of the previous year. The French market made a significant contribution here, too, as did Italy, which had recorded high incoming orders in the previous quarters due to a government support program.
- The decreases in incoming orders and sales in the ASIA/PACIFIC region were mainly attributable to the Chinese market. After particularly high incoming orders in the first quarter of the previous year due to the trade show, and restrictions on sales and marketing and on production in Shanghai due to the lockdown at the beginning of the current financial year, China recorded significant declines after the first nine months, which could not be offset by the smaller markets in the region.
- The EASTERN EUROPE region was impacted by the discontinuation of Russian business, which was reflected in the incoming orders in particular. With regard to sales, other markets in the region largely compensated for the decline in Russia.
- The NORTH AMERICA region reported significant increases in incoming orders and sales. Both indicators were up by more than 30 percent year-on-year on the core US market, while growth was even higher in Mexico. The region also benefited from favorable exchange rate developments.
- Higher incoming orders and sales on the Brazilian market triggered an improvement for the whole of the SOUTH AMERICA region, starting from a low prior-year level on account of the pandemic.

### **Risk and opportunity report**

As of December 31, 2022, there were no fundamental changes in the assessment of the risks and opportunities of the HEIDELBERG Group compared to the presentation in the 2021/2022 Annual Report. HEIDELBERG is monitoring the risks of economic development as well as the risks arising from the availability (shortage) and the price of energy (electricity, gas). As things currently stand, no significant impairment to the Company's own production is expected. However, an indirect risk remains in that suppliers could be more severely affected by energy and supply chain problems, with a negative impact on HEIDELBERG.

### **Outlook**

The forecast for the financial year 2022/2023 is unchanged from that published in the Group's 2021/2022 Annual Report (pages 64 and 65) on June 9, 2022.

# **Financial section**Interim consolidated income statement

Figures in € millions	1-Apr-2021 to	1-Apr-2022 to	1-0ct-2021 to	1-0ct-2022 to
	31-Dec-2021	31-Dec-2022	31-Dec-2021	31-Dec-2022
Net sales	1,565	1,729	582	609
Change in inventories/other own work capitalized	56	66	-8	-8
Total operating performance	1,621	1,795	574	601
Other operating income	97	56	37	14
Cost of materials	751	818	265	271
Staff costs	570	600	190	209
Depreciation and amortization	57	59	19	20
Other operating expenses	265	288	99	95
Result of operating activities	74	85	37	21
Financial income	3	2	1	0
Financial expenses	27	22	8	7
Financial result	-24	-20	-7	-6
Net result before taxes	50	65	30	14
Taxes on income	10	11	3	4
Net result after taxes	40	54	27	10
Basic earnings per share according to IAS 33 (in € per share)	0.13	0.18	0.09	0.04
Diluted earnings per share according to IAS 33 (in € per share)	0.13	0.18	0.09	0.04

### Interim consolidated statement of financial position as of December 31, 2022

### Assets

Figures in € millions	31-Mar-2022	31-Dec-2022
Non-current assets		
Intangible assets	199	206
Property, plant and equipment	630	614
Investment property	7	5
Financial assets	7	15
Receivables from sales financing	21	25
Other receivables and other assets	20	18
Deferred tax assets	75	77
	960	961
Current assets		
Inventories	631	734
Receivables from sales financing	22	17
Trade receivables	246	287
Other receivables and other assets	133	77
Income tax assets	17	8
Cash and cash equivalents	146	94
	1,194	1,217
Assets held for sale	30	18
Total assets	2,183	2,196

Equity and liabilities

Figures in € millions	31-Mar-2022	31-Dec-2022
Equity		
Issued capital	779	779
Capital reserves, retained earnings and other reserves	- 570	-376
Net result after taxes	33	54
	242	457
Non-current liabilities		***************************************
Provisions for pensions and similar obligations 1)	843	661
Other provisions	71	63
Financial liabilities	64	52
Contract liabilities	19	25
Income tax liabilities	55	55
Other liabilities	8	8
Deferred tax liabilities	3	2
	1,063	866
Current liabilities		
Other provisions	198	184
Financial liabilities	72	69
Contract liabilities	265	292
Trade payables	216	218
Income tax liabilities	17	14
Other liabilities	110	95
	878	872
Total equity and liabilities	2,183	2,196

 $<sup>^{1)}</sup>$  Relates to intangible assets, property, plant and equipment, investment property and financial assets

Interim consolidated statement of cash flows as of December 31, 2022

Figures in € millions	1-Apr-2021 to	1-Apr-2022 to
	31-Dec-2021	31-Dec-2022
Net result after taxes	40	54
Depreciation and amortization/write-downs/reversals <sup>1)</sup>	58	59
Change in pension provisions	-10	-17
Change in deferred tax assets/deferred tax liabilities/tax provisions	-6	-4
Result from disposals	-37	-12
Change in inventories	-89	-109
Change in trade receivables/payables	27	- 38
Change in advance payments received	106	32
Change in sales financing	5	1
Change in other provisions	-21	- 24
Change in other items of the statement of financial position	-50	-14
Cash generated by/used in operating activities	23	-72
Intangible assets/property, plant and equipment/investment property		
Investments	-41	- 40
Income from disposals	60	77
Financial assets/Company acquisitions		
Investments	0	-1
Income from disposals	27	0
Cash generated by investing activities before cash investment	46	35
Cash investment	0	20
Cash generated by investing activities	46	55
Borrowing of financial liabilities	5	86
Repayment of financial liabilities	-93	-120
Cash used in financing activities	-87	-34
Net change in cash and cash equivalents	-18	-50
Cash and cash equivalents at the beginning of the reporting period	204	146
Currency adjustments	4	-2
Net change in cash and cash equivalents	-18	- 50
Cash and cash equivalents at the end of the reporting period	190	94
Cash generated by/used in operating activities	23	-72
Cash generated by investing activities	46	55
Free cash flow	69	-16

 $<sup>^{1)}</sup>$  Relates to intangible assets, property, plant and equipment, investment property and financial assets

Important note

This interim statement contains forward-looking statements based on assumptions and estimates by the management of Heidelberger Druckmaschinen Aktiengesellschaft. Even though the management is of the opinion that these assumptions and estimates are accurate, the actual future development and results may deviate substantially from these forward-looking statements due to various factors, such as changes in the overall economic situation, exchange and interest rates, and changes within the print media industry. Heidelberger Druckmaschinen Aktiengesellschaft provides no guarantee and assumes no liability for future development and results deviating from the assumptions and estimates made in this interim statement. HEIDELBERG neither intends nor assumes any obligation to update the assumptions and estimates made in this interim statement to reflect events or developments occurring after the publication of this interim statement.

In individual cases, rounding could result in discrepancies concerning the totals and percentages contained in this interim statement.

This report is a translation of the official German interim statement of Heidelberger Druckmaschinen Aktiengesellschaft. The Company disclaims responsibility for any misunderstanding or misinterpretation due to this translation.

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#### FINANCIAL CALENDAR 2022/2023

JUNE 14, 2023

Press Conference, Annual Analysts' and Investors' Conference

JULY 26, 2023

**Annual General Meeting** 

AUGUST 4, 2023

Publication of First Quarter Figures 2023/2024



# Heidelberger Druckmaschinen Aktiengesellschaft

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