

**PROGRESSING  
RESPONSIBLY**

PASSION CREATES INNOVATION

**WE TRANSFORM VISIONS  
INTO PLASTIC SOLUTIONS**

**INVESTORS PRESENTATION – RESULTS H1 2022**

Hörsching, 10 August 2022



# VARIOUS CHALLENGES ARE STILL ONGOING IN 2022

- Production in the international automotive industry remains exposed to the adverse effects emanating from
  - the interference to global supply chains and logistics capacities,
  - regional and temporary Covid lockdowns and
  - material supply shortages,
  - etc.
- Moreover, to some extent these problems have worsened owing to both
  - the war in Ukraine, which has been raging since the end of February 2022, and
  - an enormous increase in energy prices.

# SIGNIFICANT IMPACT UPON THE RESULTS OF POLYTEC IN H1 2022

- Reduced volumes and repeated, extremely short-term cancellations with regard to call-offs,
- as well as excessively high price levels for materials and energy in particular,
- had a more significant impact upon the results of the POLYTEC GROUP from March 2022 onwards.
- For although the POLYTEC GROUP was still able to generate a positive result in the first quarter of the 2022 financial year,
- the earnings figures for the second quarter were negative.
- Overall, the first half of 2022 was closed with a marginally positive result.

# KEY FIGURES H1 2022

- Group sales revenues amounted to EUR 285.0 million (H1 2021: EUR 291.7 million)
- EBITDA amounted to EUR 17.7 million (H1 2021: EUR 24.2 million)
- EBITDA margin 6.2% (H1 2021: 8.3%)
- EBIT totalled EUR 1.4 million (H1 2021: EUR 10.1 million)
- EBIT margin 0.5% (H1 2021: 3.5%)
- Earnings after tax reached EUR 0.1 million (H1 2021: EUR 6.8 million)
- Earnings per share EUR 0.00 (H1 2021: EUR 0.30)
- Equity ratio 44.0% (31.12.2021: 42.0%)
- Net debt amounted to EUR 114.4 million (31.12.2021: EUR 79.6 million)
- Employees (FTE incl. leasing personnel) as at 30.06.2022: 3,457 (30.06.2021: 3,708)

# OUTLOOK 2022 FY

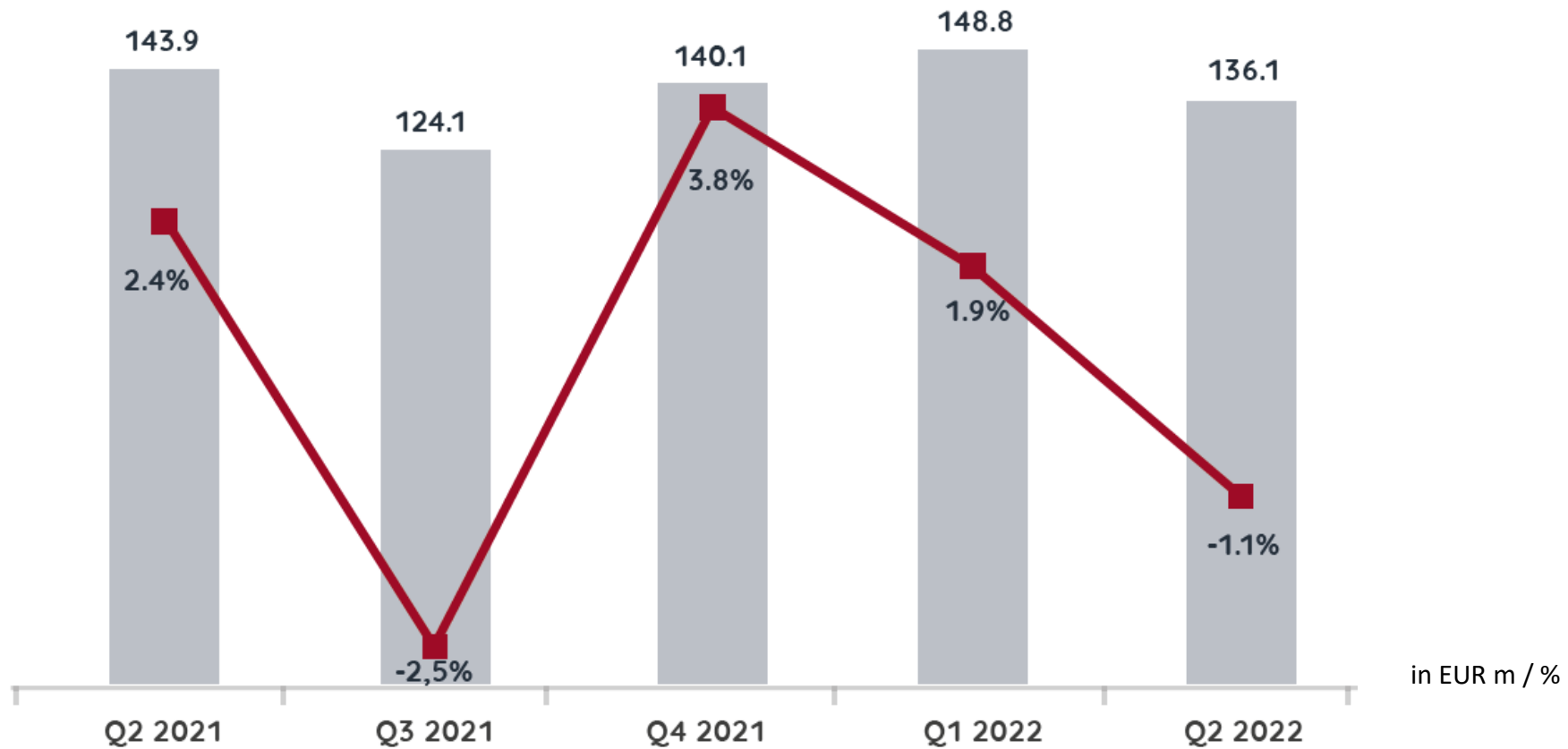
The POLYTEC GROUP management already suspended its forecast for the 2022 financial year in April. Moreover, as even at present the future development of the economic framework conditions with respect to the company cannot be assessed in a qualified manner, within the context of the publication of the 2022 half-year financial report, **the management has decided not to issue a forecast for the entire 2022 financial year.**

The major sources of uncertainty remain the persistent economic upheavals, the disruptions to the international supply chains, high raw material and material prices, and in particular the rising energy costs derived from the war in Ukraine. In addition, the possible negative economic impact of any reduced or rationed gas supplies cannot yet be estimated in detail.

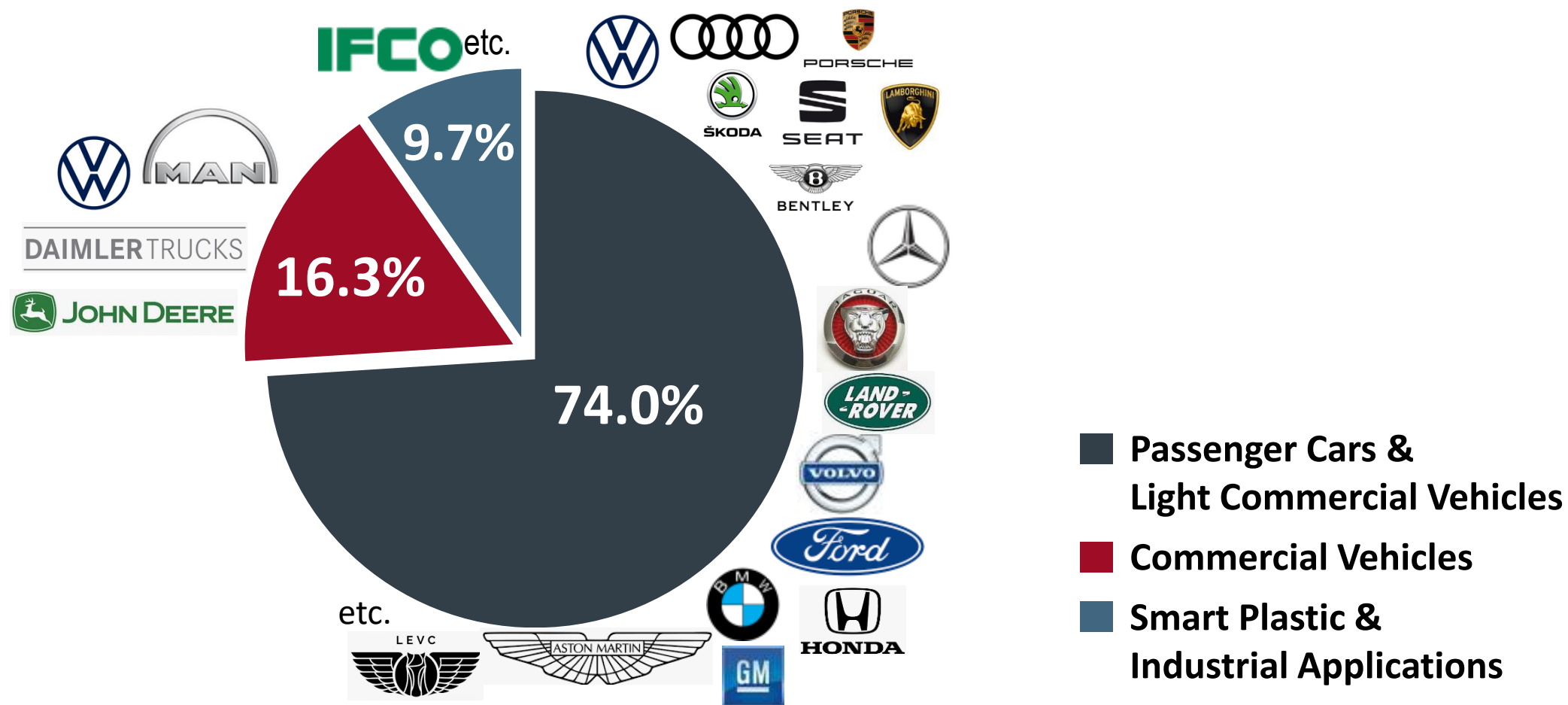
All of these factors could influence the sales revenue and earnings development of the POLYTEC GROUP in the 2022 financial year. Therefore, in view of the considerable imponderables regarding the current and future course of business, from a current perspective a well-founded assessment of the expectations related to sales revenues and earnings in the second half of 2022 is out of the question.

As previously, the POLYTEC GROUP management continues to react flexibly and promptly to the ongoing changes in the economic environment and is liaising closely with the group's customers and suppliers in order to jointly overcome the current challenges.

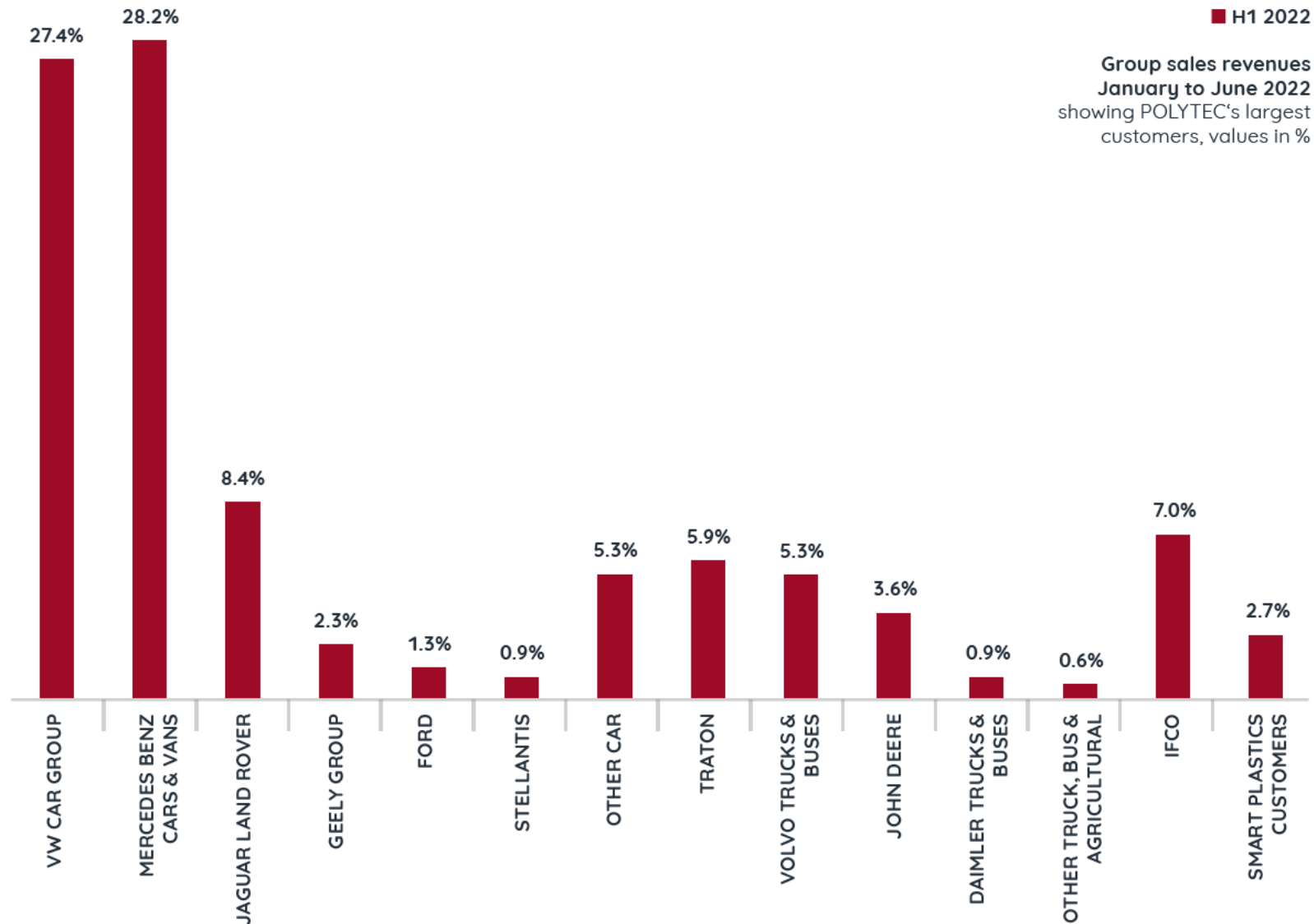
# SALES REVENUES, EBIT MARGIN – QUARTERLY



# SALES REVENUES BY MARKET AREA H1 2022



# SALES REVENUES BY CUSTOMERS H1 2022



FINANCIALS H1/Q2 2022

IN DETAIL



# KEY FIGURES QUARTERLY – Q2 2021 TO Q2 2022

Key figures quarterly	Unit	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Sales revenues	EUR m	143.9	124.1	140.1	148.8	136.1
EBITDA	EUR m	10.4	4.0	16.6	11.0	6.7
EBITDA margin (EBITDA/sales revenues)	%	7.3%	3.3%	11.8%	7.4%	4.9%
EBIT	EUR m	3.4	-3.2	5.3	2.9	-1.5
EBIT margin (EBIT/sales revenues)	%	2.4%	-2.5%	3.8%	1.9%	-1.1%
Earnings after tax	EUR m	2.1	-3.2	3.5	1.7	-1.5
Earnings per share	EUR	0.09	-0.15	0.17	0.07	-0.07
Investments in fixed assets	EUR m	5.6	11.8	12.6	5.7	5.3
Equity ratio (equity/balance sheet total)	%	43.0%	44.3%	42.0%	44.5%	44.0%
Net working capital (NWC)	EUR m	74.5	83.5	65.4	94.6	101.9
Average capital employed	EUR m	333.0	339.3	330.7	354.4	356.6
Net debt (+)/assets (-)	EUR m	78.6	101.9	79.6	105.7	114.4
Employees (incl. leasing personnel) end of period	FTE	3,708	3,442	3,420	3,450	3,457

# CONS. INCOME STATEMENT H1/Q2 2022 VS H1/Q2 2021

in EUR k	01.01. - 30.06.		01.04. - 30.06.	
	2022	2021	2022	2021
Sales revenues	284,960	291,683	136,122	143,909
Other operating income of finished and unfinished goods	2,888	3,148	1,105	1,654
Changes in inventory	898	3,375	165	1,581
Other own work capitalised	398	613	110	191
Expenses for materials and services received	-151,796	-151,557	-71,632	-77,196
Personnel expenses	-95,451	-97,449	-47,490	-47,831
Other operating expenses	-24,247	-25,575	-11,722	-11,867
<b>Earnings before interest, taxes and depreciation (EBITDA)</b>	<b>17,650</b>	<b>24,239</b>	<b>6,659</b>	<b>10,442</b>
Depreciation	-16,269	-14,092	-8,152	-7,003
<b>Earnings before interest and taxes = operating result (EBIT)</b>	<b>1,381</b>	<b>10,147</b>	<b>-1,493</b>	<b>3,439</b>
Interest result	-1,071	-1,289	-426	-512
Other financial income	-145	-135	-147	-178
<b>Financial result</b>	<b>-1,216</b>	<b>-1,424</b>	<b>-572</b>	<b>-690</b>
<b>Earnings before tax</b>	<b>165</b>	<b>8,722</b>	<b>-2,065</b>	<b>2,749</b>
Tax income/expenses	-39	-1,889	541	-667
<b>Earnings after tax</b>	<b>126</b>	<b>6,834</b>	<b>-1,525</b>	<b>2,082</b>
thereof result of non-controlling interests	120	140	54	73
<b>thereof result of the parent company</b>	<b>6</b>	<b>6,694</b>	<b>-1,579</b>	<b>2,009</b>
Earnings per share in EUR	0.00	0.30	-0.07	0.09

# CONS. BALANCE SHEET 30.06.2022 VS 31.12.2021

## ASSETS

in EUR k	30.06.2022	31.12.2021
<b>A. Non-current assets</b>		
I. Intangible assets	9,041	8,212
II. Tangible assets	262,183	265,764
III. Other non-current assets	1,147	1,112
IV. Revenues from contracts with customers	34,679	37,419
V. Deferred tax assets	9,145	7,517
	<b>316,195</b>	<b>320,025</b>
<b>B. Current assets</b>		
I. Inventories	41,465	42,615
II. Trade accounts receivable	66,724	42,644
III. Revenues from contracts with customers	67,816	65,164
IV. Other current receivables	26,946	26,764
V. Income tax receivables	1,154	916
VI. Cash and cash equivalents	20,845	69,714
	<b>224,950</b>	<b>247,816</b>
VII. Assets held for sale	0	658
	<b>224,950</b>	<b>248,474</b>
	<b>541,145</b>	<b>568,499</b>

# CONS. BALANCE SHEET 30.06.2022 VS 31.12.2021

## EQUITY & LIABILITIES

in EUR k	30.06.2022	31.12.2021
<b>A. Shareholder's equity</b>		
I. Share capital	22,330	22,330
II. Capital reserves	37,563	37,563
III. Treasury stock	-1,855	-1,855
IV. Retained earnings	188,209	188,203
V. Other reserves	-12,117	-11,154
	<b>234,130</b>	<b>235,087</b>
VI. Non-controlling interests	3,891	3,771
	<b>238,021</b>	<b>238,859</b>
<b>B. Non-current liabilities</b>		
I. Non-current, interest-bearing liabilities	130,466	157,352
II. Provision for deferred taxes	2,216	1,680
III. Provisions for employees	27,719	27,465
	<b>160,402</b>	<b>186,497</b>
<b>C. Current liabilities</b>		
I. Current interest-bearing liabilities	47,791	38,365
II. Liabilities on income taxes	1,331	870
III. Trade accounts payable	43,629	57,255
IV. Liabilities from contracts with customers	960	5,395
V. Other current liabilities	30,766	26,460
VI. Current provisions	18,247	14,798
	<b>142,723</b>	<b>143,143</b>
	<b>541,145</b>	<b>568,499</b>

# CONS. CASH FLOW STATEMENT H1 2022 VS H1 2021 – PART 1

in EUR k	01.01. - 30.06.	
	2022	2021
<b>Earnings before tax</b>	<b>165</b>	<b>8,722</b>
+ Depreciation on fixed assets	16,269	14,092
-(+) Interest result	1,218	1,424
+(-) Other non-cash expenses and income	44	-517
+(-) Increase (decrease) in non-current provisions for employees	98	38
-(+) Profit (loss) from fixed asset disposals	-42	-465
-(+) Increase (decrease) in inventories	1,243	-7,220
-(+) Increase (decrease) in trade and other receivables and contractual revenues	-24,186	-6,085
+(-) Increase (decrease) in trade and other payables and contractual liabilities	-13,413	-6,192
+(-) Increase (decrease) in current provisions	3,376	-1,486
<b>= Consolidated cash flow from current activities</b>	<b>-15,229</b>	<b>2,312</b>
+ Interest received	62	52
- Interest paid	-1,216	-940
- Taxes paid	-1,874	-894
<b>= Consolidated cash flow from operating activities</b>	<b>-18,256</b>	<b>530</b>
- Investments in fixed assets	-10,958	-11,562
+ Payments from the disposal of intangible and tangible assets	1,290	655
<b>= Consolidated cash flow from investing activities</b>	<b>-9,667</b>	<b>-10,907</b>

# CONS. CASH FLOW STATEMENT H1 2022 VS H1 2021 – PART 2

in EUR k	01.01. - 30.06.	
	2022	2021
- Repayments of loan financing	-26,000	-3,942
- Repayments of real estate loan borrowings	-2,310	-1,498
+(-) Change in lease agreements	6,188	-3,455
+(-) Change in current financial liabilities	1,071	2,509
+(-) Other equity changes	0	-1,372
<b>= Consolidated cash flow from financing activities</b>	<b>-21,051</b>	<b>-7,757</b>
+(-) Consolidated cash flow from operating activities	-18,256	530
+(-) Consolidated cash flow from investing activities	-9,667	-10,907
+(-) Consolidated cash flow from financing activities	-21,051	-7,757
<b>= Change in cash and cash equivalents</b>	<b>-48,974</b>	<b>-18,133</b>
+(-) Effect from currency translations	105	-199
+ Opening balance of cash and cash equivalents	69,714	90,389
<b>= Closing balance of cash and cash equivalents</b>	<b>20,845</b>	<b>72,057</b>

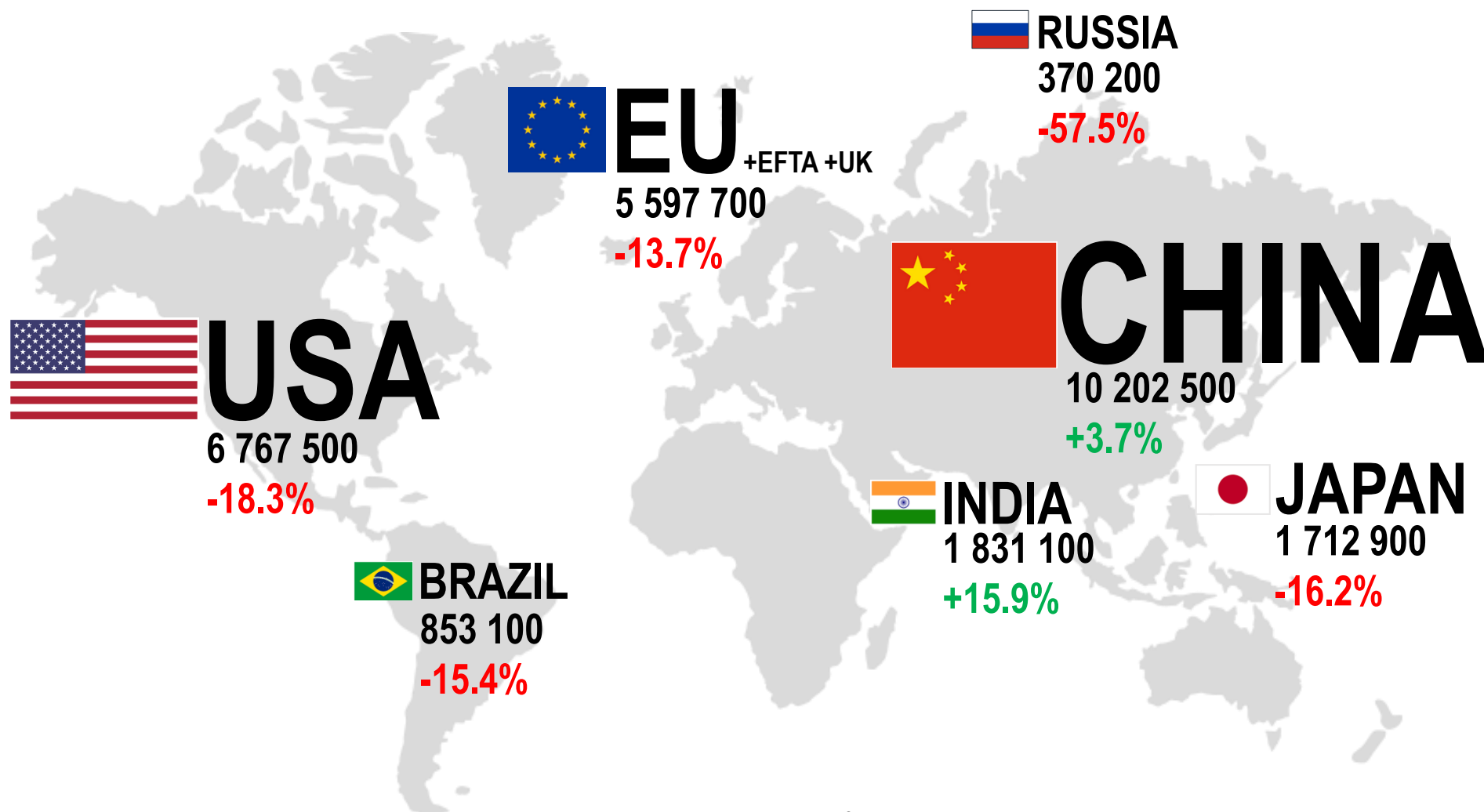


AUTOMOTIVE MARKET

H1 2022



# PASSENGER CAR REGISTRATIONS WORLDWIDE JAN-JUN 2022

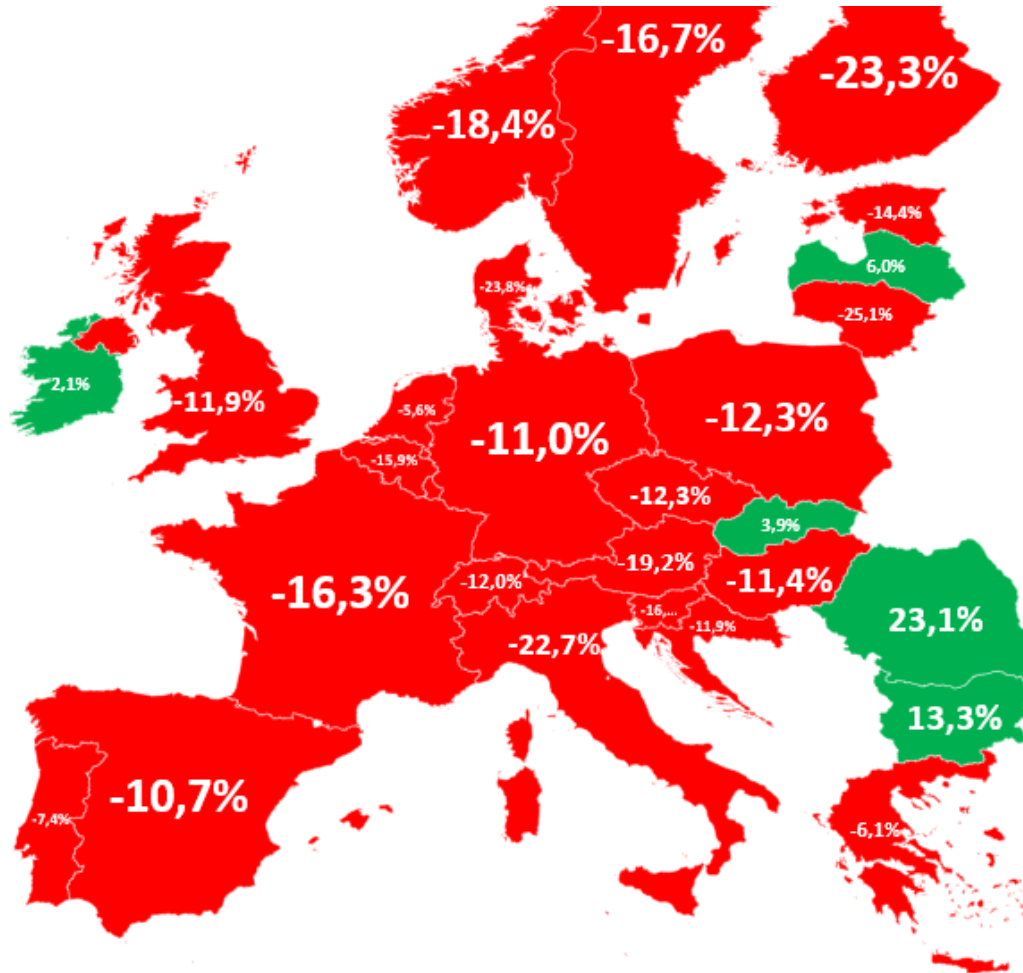


Source: VDA

# REGISTRATIONS OF NEW PASSENGER CARS IN EUROPE

## JAN-JUN 2022

Percentages refer to the period of the previous year



EU: 4 608 205 (-753 166) -14.0%

- In June 2022, EU new passenger car registrations continued their **downward** trend in the European Union (-15.4%), as **supply chain issues** continue to limit vehicle output. With 886,510 units registered, this is the **lowest month of June** on record (in terms of volume) **since 1996**.
- June performance of EU's largest markets + UK:  
UK **-24.3%**, Germany **-18.1%**, Italy **-15.0%**, France **-14.2%** and Spain **-7.8%**
- „Big 5“ YTD
  1. GE: 1 238 000 **-11.0%**
  2. UK: 802 100 **-11.9%**
  3. FR: 772 000 **-16.3%**
  4. IT: 684 200 **-22.7%**
  5. ES: 407 800 **-10.7%**

Source: ACEA

# REGISTRATIONS OF NEW CARS IN EUROPE (EU, EFTA & UK)

## BY DRIVE TECHNOLOGY – H1 2022 VS H1 2021

Source: ACEA

in units	H1 2022	Share	H1 2021	Share	Change
Petrol-driven cars	2,144,500	38.3%	2,753,400	42.4%	-22.1%
Diesel-driven cars	866,100	15.5%	1,275,600	19.7%	-32.1%
Battery electric vehicles (BEV)	647,500	11.6%	491,900	7.6%	31.6%
Plug-in hybrid electric vehicles (PHEV)	472,700	8.4%	537,400	8.3%	-12.0%
Hybrid electric vehicles (HEV)	1,323,700	23.6%	1,295,600	20.0%	2.2%
Natural gas vehicles (NGV)	11,300	0.2%	27,800	0.4%	-59.3%
Other alternatively-powered vehicles (APV)	132,600	2.4%	105,500	1.6%	25.7%
<b>EUROPE (EU, EFTA and UK)</b>	<b>5,598,400</b>	<b>100%</b>	<b>6,487,200</b>	<b>100%</b>	<b>-13.7%</b>

# NEW COMMERCIAL VEHICLES REGISTRATIONS IN EU, EFTA & UK

## JAN-JUN 2022

Percentages refer to the period of the previous year

Source: ACEA

Category	Units	Change	Share
Light commercial vehicles <3.5 t	824 800	-24.0%	81.1%
Medium commercial vehicles >3.5 t to 16 t	27 500	-17.7%	2.7%
Heavy commercial vehicles >16 t	148 800	+0.4%	14.6%
Medium and heavy buses and coaches >3.5 t	16 200	+4.9%	1.6%
<b>EUROPE (EU, EFTA and UK)</b>	<b>1 017 300</b>	<b>-20.7%</b>	<b>100%</b>



# ESG – SUSTAINABILITY

2021 FY



# LIVING RESPONSIBILITY



RESOURCE  
CONSERVATION

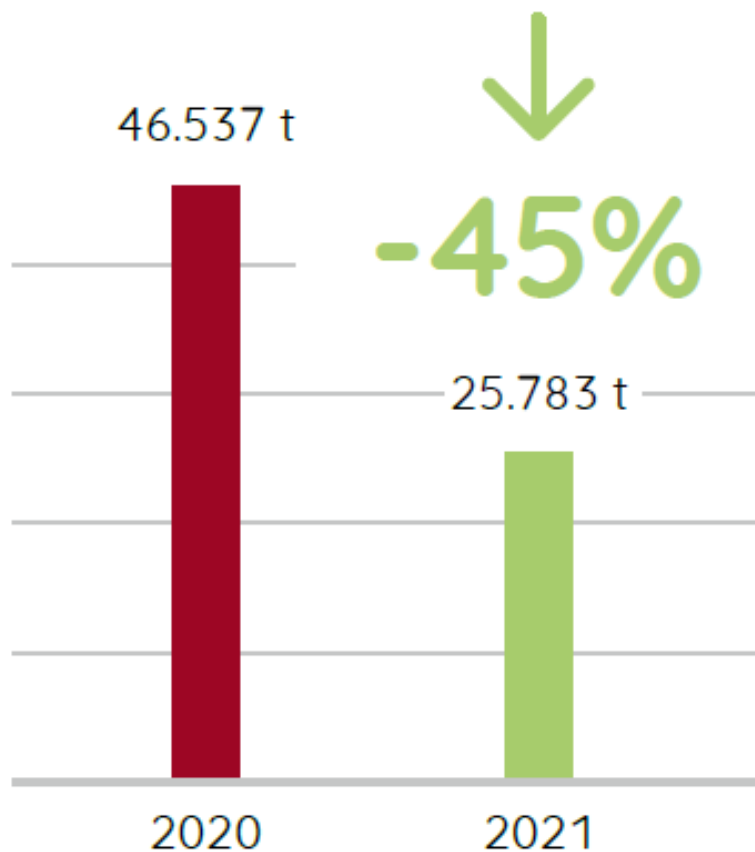


ENHANCED  
ENERGY  
EFFICIENCY



REDUCED  
ENVIRONMENTAL  
EMISSIONS

# 45% LESS CO<sub>2</sub> EMISSIONS YOY



In the 2021 financial year, POLYTEC saved more than **20,000 tonnes of CO<sub>2</sub>** compared to the previous year, thereof roughly 14,000 tonnes by using green electricity.

# DISCLOSURE PURSUANT TO ARTICLE 8 EU TAXONOMY REGULATION

32.7%

Taxonomy-eligible turnover

30.7%

Taxonomy-eligible capital expenditure (CapEx)

27.0%

Taxonomy-eligible operational expenditure (OpEx)



# ESG RATINGS IMPROVED



2021-04



2022-01

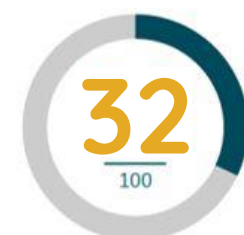


ESG OVERALL SCORE



2020-10

ESG OVERALL SCORE



2021-03

**Leading sustainability analyst** (company name withheld):

**ESG risk rating of 25.5 – medium risk** (the lower the better, assessment in the preceding period: 26.9)



# APPENDIX



**POLYTEC**



# POLYTEC AT A GLANCE



**~3,400**  
EMPLOYEES



**556 MIO**  
SALES REVENUES



**36 YEARS**  
OF EXPERIENCE

Technology-independent  
developer and manufacturer of  
high-quality plastic solutions

Automotive and  
non-automotive industry

# LOCATIONS

## PRESENT ON 4 CONTINENTS

17 X IN EUROPE

1 X IN ASIA

1 X IN AMERICA

1 X IN AFRICA



# STRATEGY: MINOR ADAPTATION



## CORNERSTONE 1

### STRENGTHENING THE MARKET POSITION IN THE PLASTICS INDUSTRY

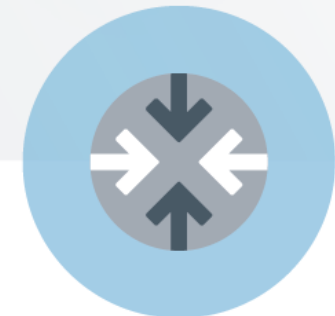
- **Comprehensive business understanding**  
ONE POLYTEC
- **Permanent process optimisation**  
POLYTEC PERFORMANCE &  
EXCELLENCE SYSTEM
- **Good place to work**



## CORNERSTONE 2

### DEVELOPING NEW TECHNOLOGIES AND APPLICATIONS

- **Permanent innovation as a success factor**  
reduction of complexity, and functional  
integration
- **Sustainability**  
key element in all business activities
- **Broad technological expertise and highest  
manufacturing efficiency**



## CORNERSTONE 3

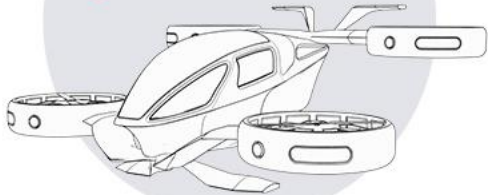
### FOCUSING ON CUSTOMER BENEFITS

- **Maximum customer satisfaction**  
taking into account economic and  
environmental framework conditions
- **Pooling skills for optimum  
product solutions**  
POLYTEC SOLUTION FORCE
- **Customer focus Europe**  
with selective international growth

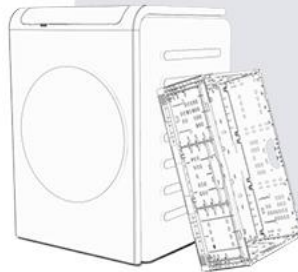
# POLYTEC PRODUCT LINES

1

NEW  
MOBILITY



SMART PLASTIC  
APPLICATIONS



2

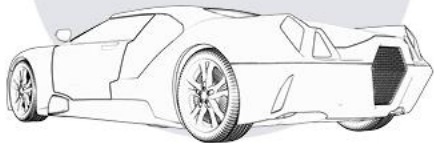
TRUCK, BUS &  
AGRICULTURAL  
APPLICATIONS



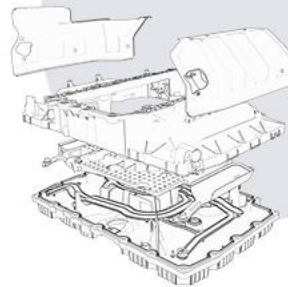
3

4

PAINTED EXTERIOR >  
SPECIAL SERIES

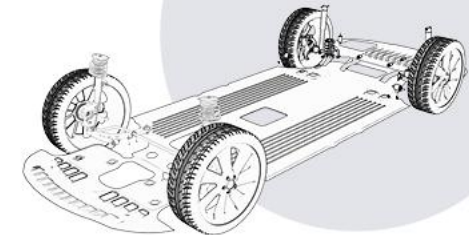


POWERTRAIN  
SOLUTIONS



5

UNDERBODY  
SOLUTIONS

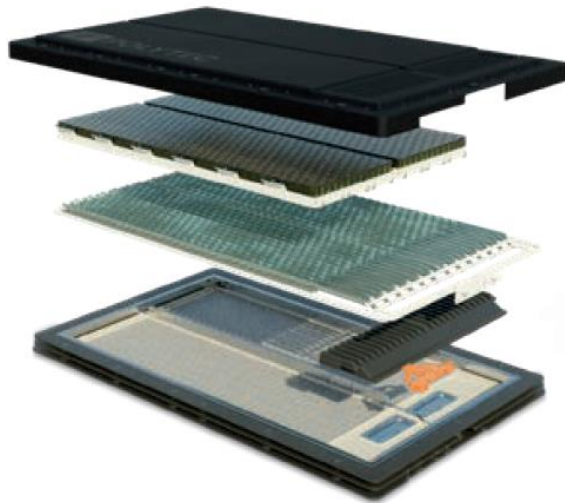


6

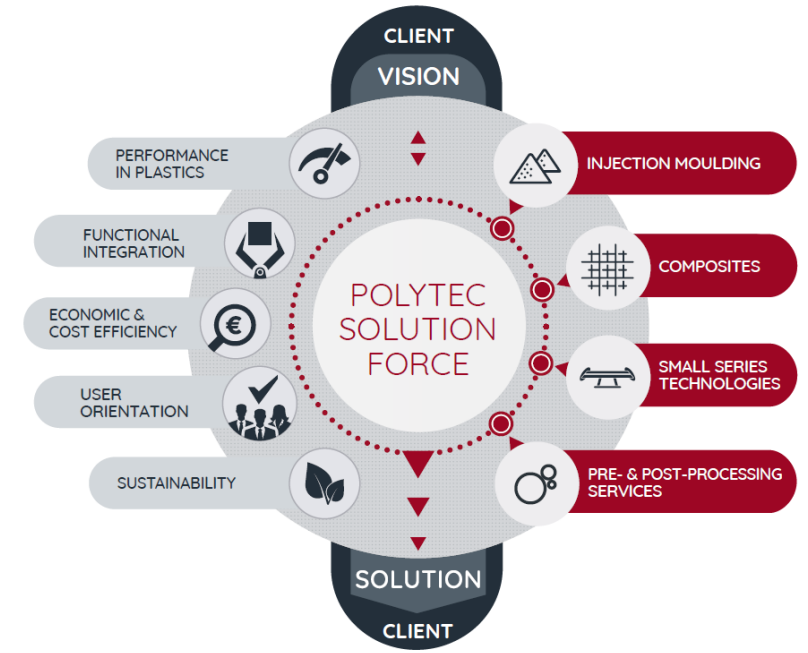
# POLYTEC SOLUTION FORCE: NEXT GENERATION BATTERY HOUSING

## ENGINEERING STREAM

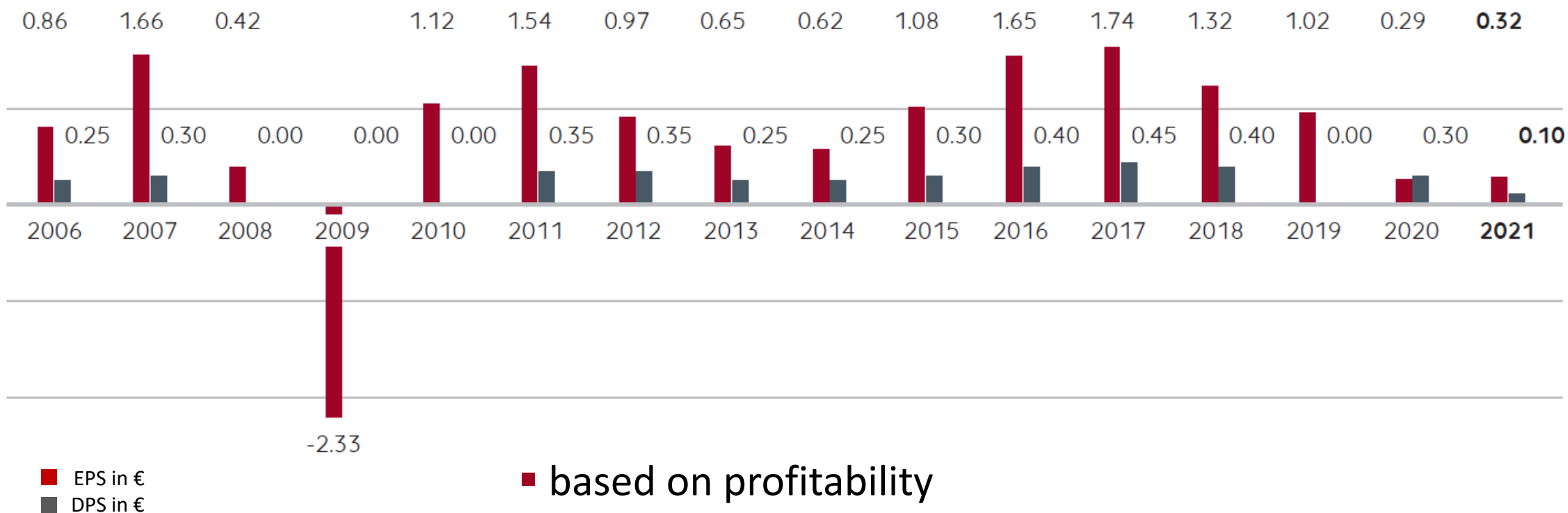
## HIGH-VOLTAGE BATTERY HOUSINGS



High voltage, generation of heat, electromagnetic radiation and risk of fire: when it comes to vehicles, batteries must be stored particularly safely and well protected.

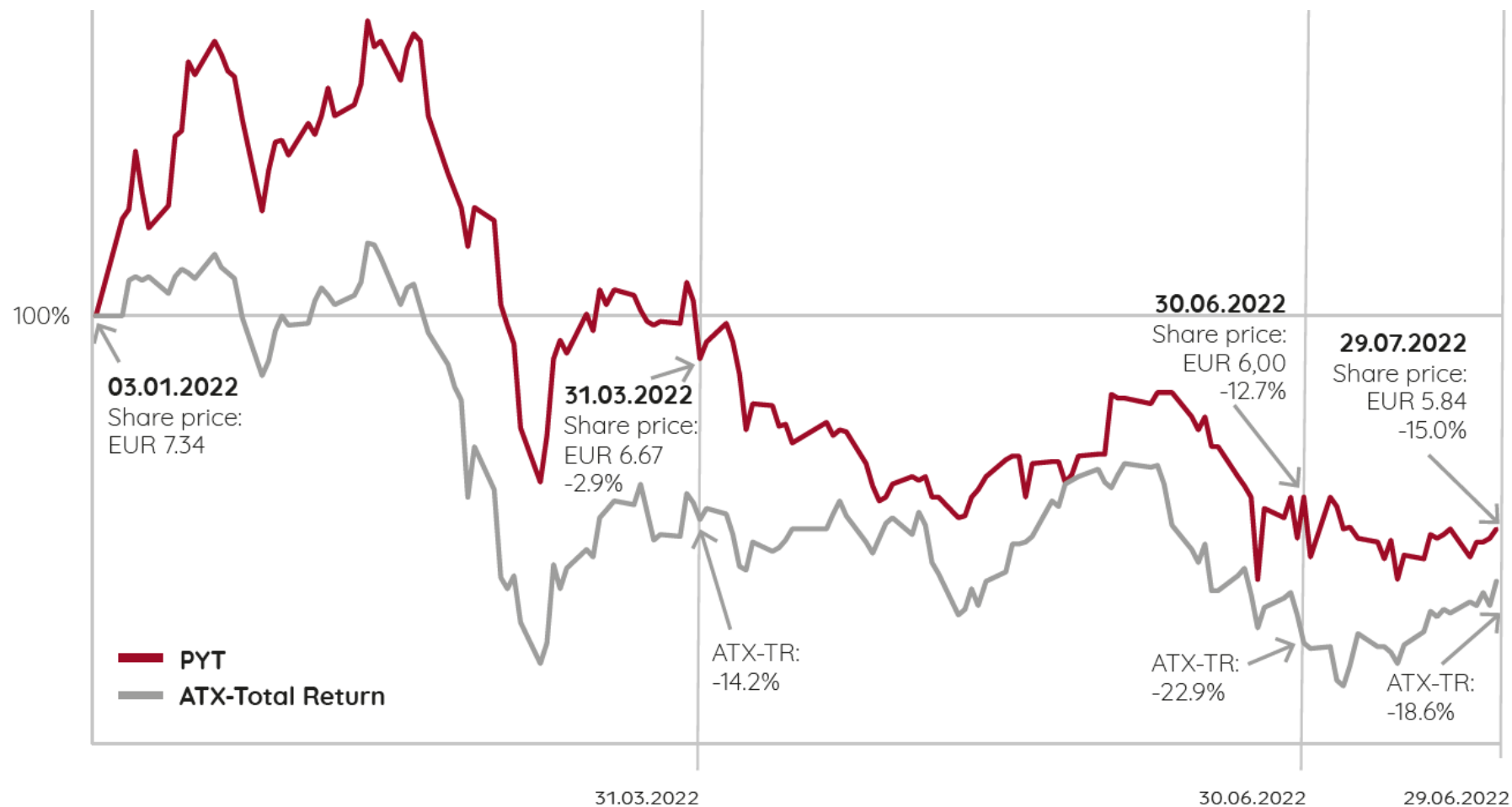


# EARNINGS PER SHARE, DIVIDEND PER SHARE 2006 – 2021



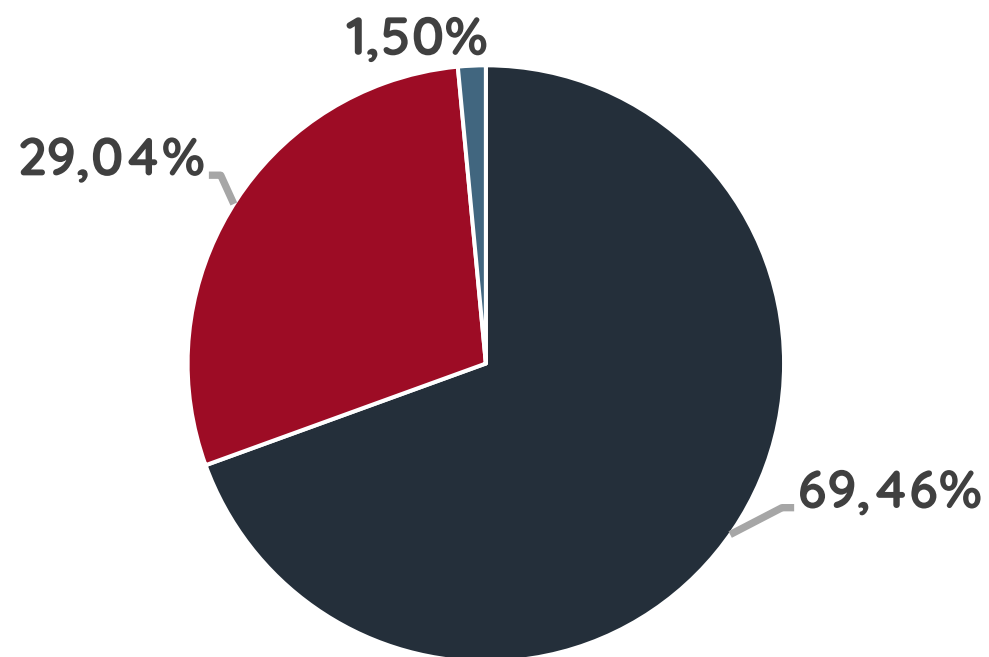
- based on profitability
- strategic growth perspectives
- capital requirements of the POLYTEC GROUP

# POLYTEC SHARE PRICE DEVELOPMENT JAN-JUL 2022



Source: Vienna Stock Exchange, price data indexed as per 30. December 2021

# SHAREHOLDER STRUCTURE – RESEARCH COVERAGE



■ Free float ■ Huemer Group ■ Treasury Shares

Institute (as at 9. August 2022)	Rating	Price target
BAADER-Helvea Research, Munich	Reduce	EUR 6.70
ERSTE Group Research, Vienna	Hold	EUR 6.80
M.M.Warburg Research, Hamburg	Hold	EUR 7.50
Raiffeisen Research, Vienna	Buy	EUR 7.50
Average price target		EUR 7.13

MAKE YOUR NOTES

## IR CONTACT:

**POLYTEC Holding AG**

**Mr. Paul Rettenbacher – Investor Relations Manager**

E-Mail: [paul.rettentbacher@polytec-group.com](mailto:paul.rettentbacher@polytec-group.com)



Since the beginning of the second quarter of 2022, **CEO Markus Huemer** (right) has been responsible for the entire finance portfolio. The CEO manages the IR agendas jointly with Investor Relations Manager **Paul Rettenbacher** (left).

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