

**FORCING
THE PACE**

PASSION CREATES INNOVATION

INVESTORS PRESENTATION

RESULTS Q3 2021

Hörsching, 11 November 2021



KEY FIGURES Q1-Q3 2021 (VS Q1-Q3 2020)

- Sales revenues EUR 415.8 million (Q1-Q3 2020: EUR 379.4 million)
- EBITDA EUR 28.3 million (Q1-Q3 2020: EUR 20.6 million)
- EBITDA margin 6.8% (Q1-Q3 2020: 5.4%)
- EBIT EUR 7.0 million (Q1-Q3 2020: EUR –6.2 million)
- EBIT margin 1.7% (Q1-Q3 2020: –1.6%)
- Earnings after tax EUR 3.6 million (Q1-Q3 2020: EUR –10.4 million)
- Earnings per share EUR 0.15 (Q1-Q3 2020: EUR –0.50)
- Equity ratio 45.6% (Q1-Q3 2020: 40.5%)
- Net debt EUR 145.8 million (Q1-Q3 2020: EUR 157.1 million)
- Employees (FTE incl. leasing personnel) as at 30.09.2021 3,442 (30.06.2020: 3,851)

OUTLOOK 2021 FINANCIAL YEAR

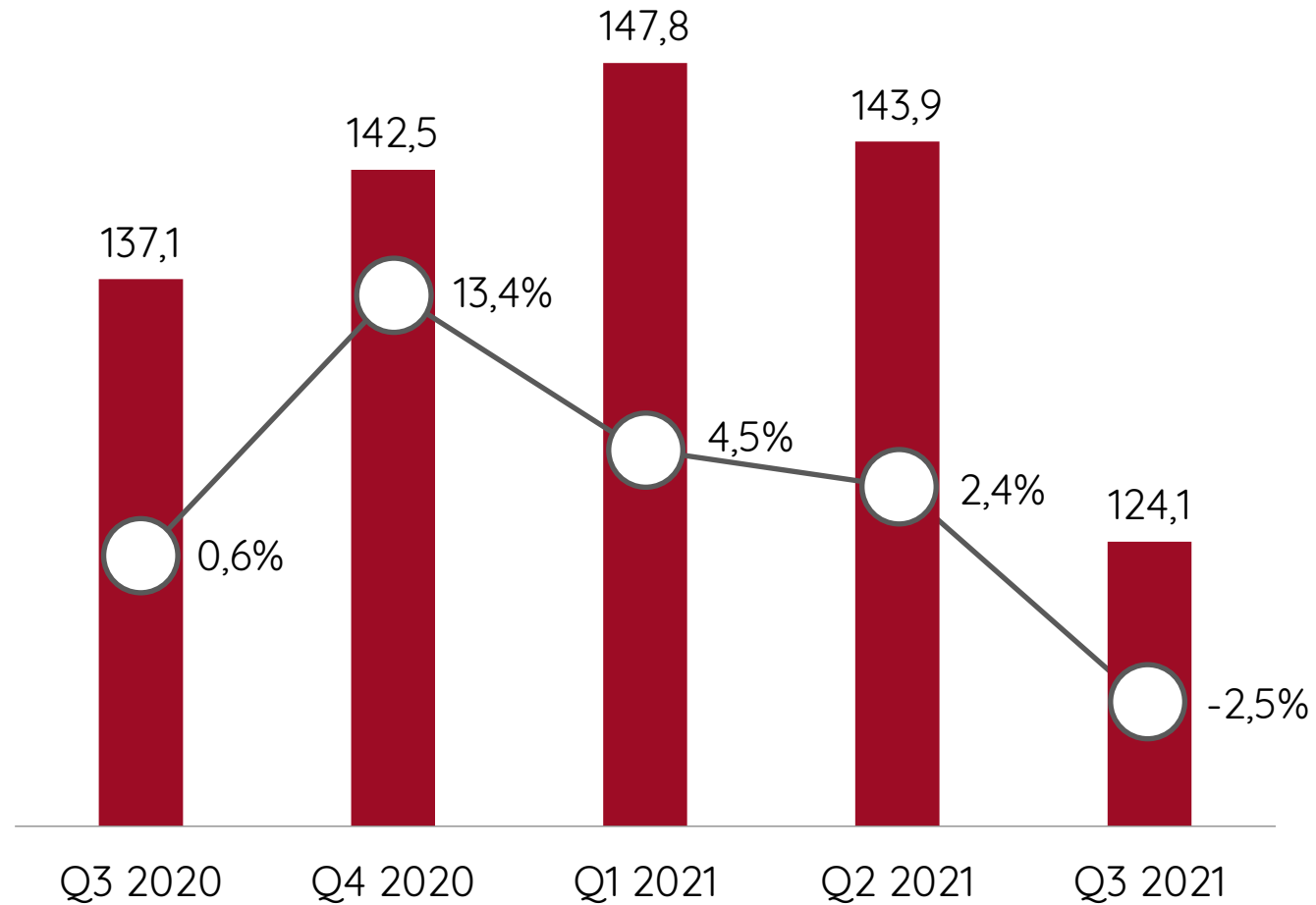
CALENDAR 2022

The considerable uncertainties with regard to the current and future course of business do not permit a well-founded assessment of the sales and earnings expectations. However, the management of POLYTEC GROUP still expects clearly positive EBIT (operating earnings before interest and taxes) in the 2021 financial year.

22.04.2022	FRI	Financial statements and annual report FY 2021
06.05.2022	FRI	Interim report Q1 2022
21.06.2022	TUE	Record date „Annual General Meeting“
01.07.2022	FRI	22 nd Annual General Meeting FY 2021, (venue and starting time t.b.d.)
05.07.2022	TUE	Ex-dividend date
06.07.2022	WED	Record date „Dividends“
07.07.2022	THU	Dividend pay-out date
10.08.2022	WED	Half-year financial report 2022
10.11.2022	DO	Interim report Q3 2022

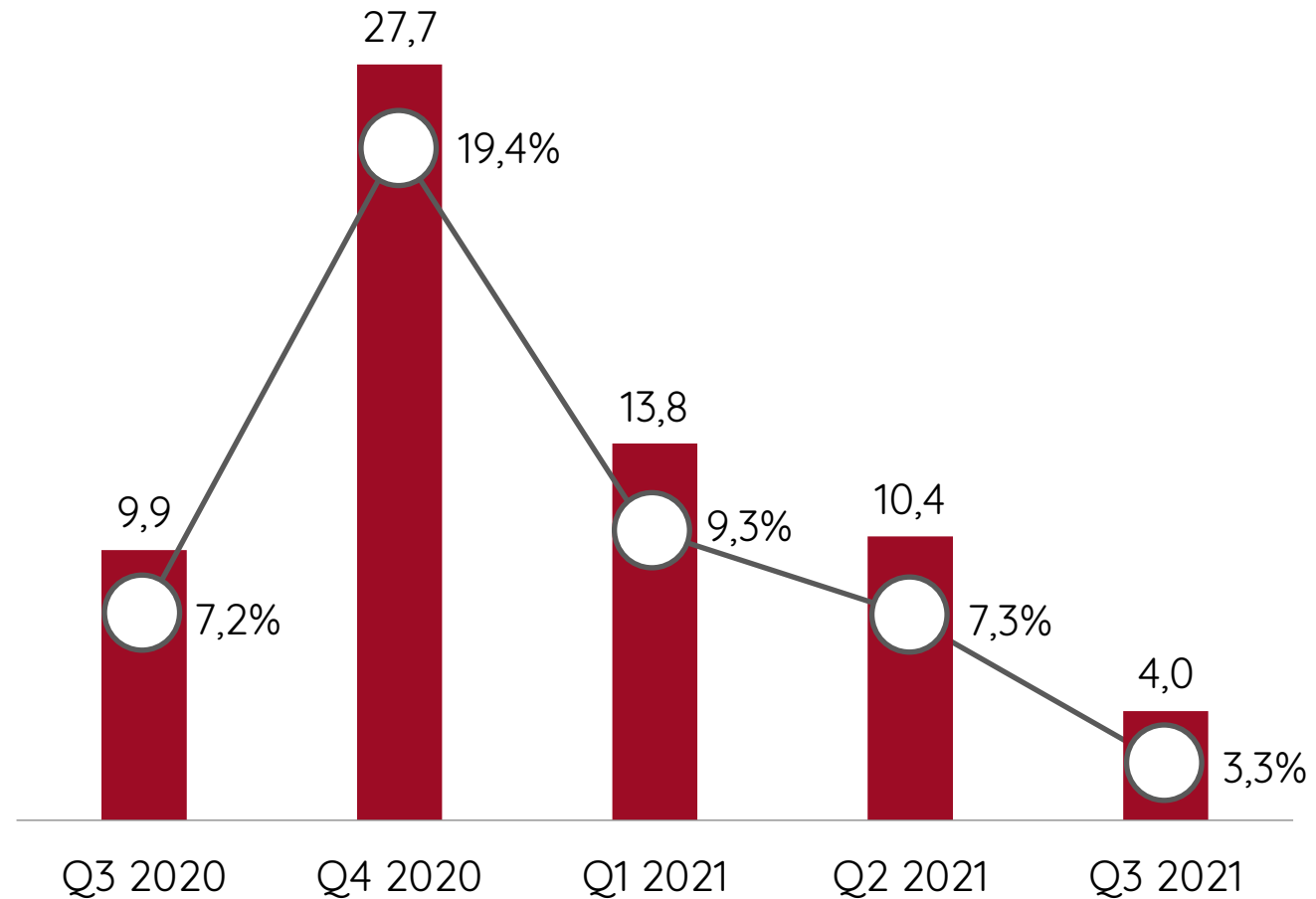
SALES REVENUES, EBIT MARGIN – QUARTERLY

in EUR m / %



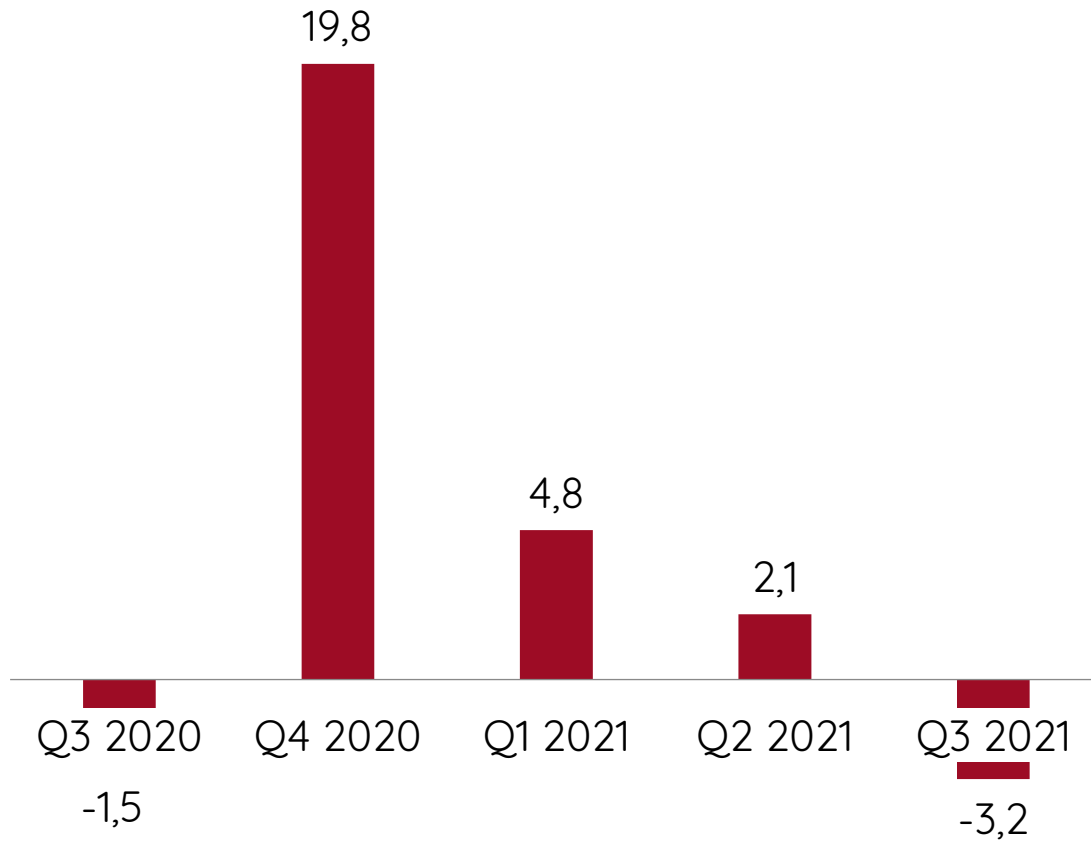
EBITDA, EBITDA MARGIN – QUARTERLY

in EUR m / %



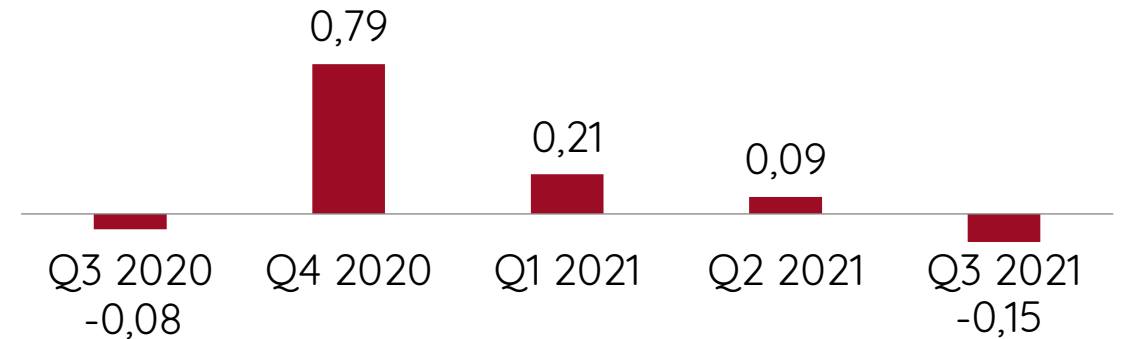
EARNINGS FIGURES – QUARTERLY

EARNINGS AFTER TAX



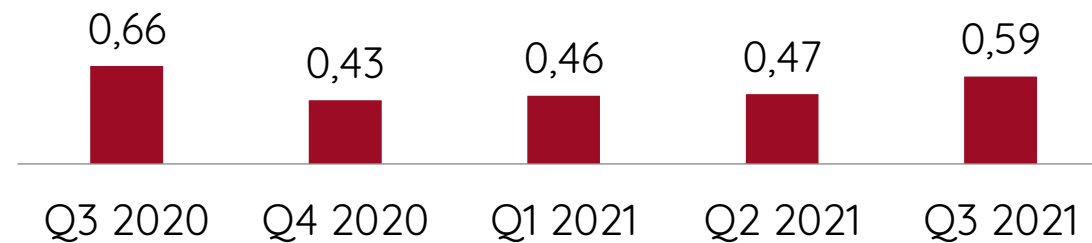
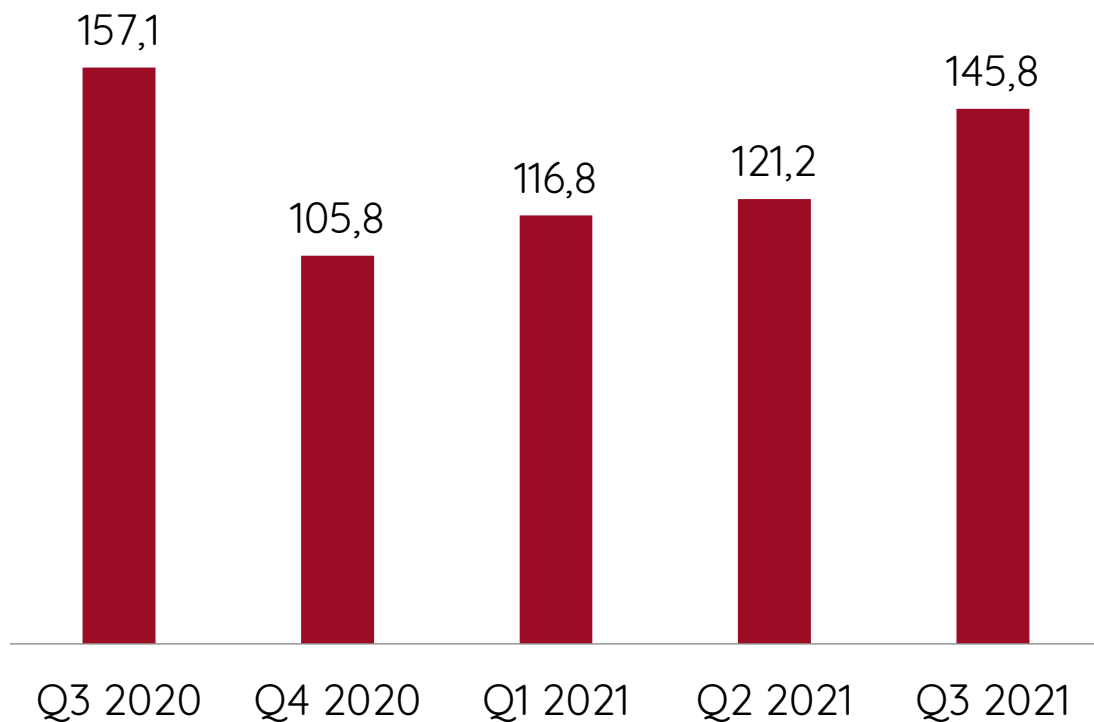
in EUR m
EPS in EUR

EARNINGS PER SHARE

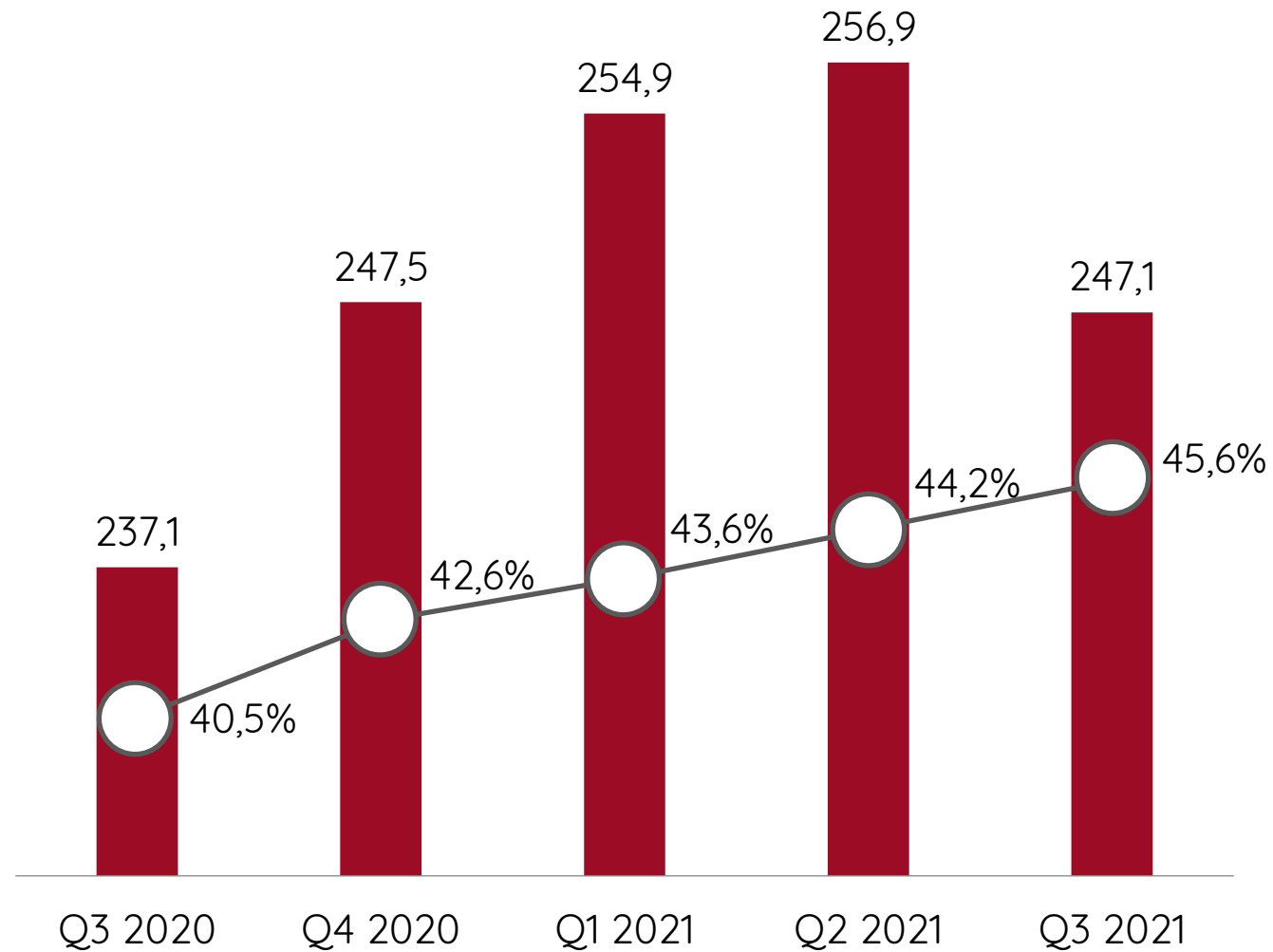


NET DEBT, GEARING – QUARTERLY

Net debt in EUR m



EQUITY, EQUITY RATIO – QUARTERLY



in EUR m / %

FINANCIALS Q1-Q3 2021

IN DETAIL

SALES BY MARKET AREA Q3/Q1-Q3 2021 VS Q3/Q1-Q3 2020

SALES BY REGION

in EUR m	Q3 2021	Share	Q3 2020	Q1-Q3 2021	Share	Q1-Q3 2020
Passenger Cars & Light Commercial Vehicles	78.4	63.2%	86.4	293.6	70.6%	242.1
Commercial Vehicles	19.4	15.6%	34.8	68.6	16.5%	86.3
Smart Plastic & Industrial Applications	26.3	21.2%	15.9	53.6	12.9%	51.0
POLYTEC GROUP	124.1	100%	137.1	415.8	100%	379.4

in EUR m	Q3 2021	Share	Q3 2020	Q1-Q3 2021	Share	Q1-Q3 2020
Austria	3.2	2.6%	12.7	34.2	8.2%	42.7
Germany	85.0	68.5%	60.6	224.4	54.0%	178.1
Other EU countries	21.6	17.4%	48.1	95.6	23.0%	107.0
United Kingdom	4.7	3.8%	7.4	34.9	8.4%	30.0
Other countries	9.6	7.7%	8.3	26.7	6.4%	21.6
POLYTEC GROUP	124.1	100%	137.1	415.8	100%	379.4

CONS. INCOME STATEMENT Q3/Q1-Q3 2021 VS Q3/Q1-Q3 2020

in EUR k	01.01. - 30.09.		01.07. - 30.09.	
	2021	2020	2021	2020
Sales	415,788	379,437	124,105	137,097
Other operating income	4,140	8,858	992	5,404
Changes in inventory	4,221	-2,187	846	-3,527
Other own work capitalised	904	614	291	145
Expenses for materials and services received	-221,654	-185,737	-70,097	-62,257
Personnel expenses	-137,994	-142,519	-40,545	-52,437
Other operating expenses	-37,128	-37,859	-11,553	-14,556
Earnings before interest, taxes and depreciation (EBITDA)	28,277	20,607	4,037	9,869
Depreciation	-21,284	-26,787	-7,191	-9,017
Earnings before interest and taxes = operating result (EBIT)	6,993	-6,180	-3,154	852
Interest result	-1,944	-2,251	-655	-595
Other financial income	-178	-152	-43	-98
Financial result	-2,122	-2,404	-698	-694
Earnings before tax	4,871	-8,584	-3,852	158
Taxes on income	-1,285	-1,780	604	-1,637
Earnings after tax	3,586	-10,364	-3,248	-1,479
thereof result of non-controlling interests	-208	-569	-69	-188
thereof result of the parent company	3,377	-10,933	-3,317	-1,667
Earnings per share in EUR	0.15	-0.50	-0.15	-0.08

CONS. BALANCE SHEET 30.09.2021 VS 31.12.2020

ASSETS

in EUR k	30.09.2021	31.12.2020
A. Non-current assets		
I. Intangible assets	6,417	5,120
II. Goodwill	12,643	12,643
III. Tangible assets	254,071	249,862
IV. Other non-current assets	2,185	2,035
V. Deferred tax assets	8,137	8,169
	283,452	277,829
B. Current assets		
I. Inventories	54,963	38,570
II. Trade accounts receivable	45,543	55,020
III. Revenues from contracts with customers	103,597	90,812
IV. Other current receivables	13,377	14,216
V. Income tax receivables	1,345	1,307
VI. Cash and cash equivalents	26,419	90,389
	245,245	290,315
VII. Assets held for sale	13,360	13,360
	258,605	303,675
	542,057	581,504

CONS. BALANCE SHEET 30.09.2021 VS 31.12.2020

EQUITY & LIABILITIES

in EUR k	30.09.2021	31.12.2020
A. Shareholder's equity		
I. Share capital	22,330	22,330
II. Capital reserves	37,563	37,563
III. Treasury stock	-1,855	-1,855
IV. Retained earnings	197,162	200,383
V. Other reserves	-12,167	-14,820
	243,035	243,601
VI. Non-controlling interests	4,093	3,885
	247,129	247,487
B. Non-current liabilities		
I. Non-current, interest-bearing liabilities	126,951	160,342
II. Provision for deferred taxes	1,994	1,803
III. Provisions for employees	27,221	26,899
	156,167	189,044
C. Current liabilities		
I. Current interest-bearing liabilities	47,299	37,889
II. Liabilities on income taxes	2,010	2,080
III. Trade accounts payable	45,683	52,703
IV. Liabilities from contracts with customers	6,100	5,365
V. Other current liabilities	25,651	31,718
VI. Current provisions	12,018	15,219
	138,762	144,974
	542,057	581,504

CONS. CASH FLOW STATEMENT Q1-Q3 2021 VS Q1-Q3 2020 –

PART 1

in EUR k	01.01. - 30.09.	
	2021	2020
Earnings before tax	4,871	-8,584
+(-) Depreciation on fixed assets	21 284	26,787
-(+) Interest result	2 122	2,421
+(-) Other non-cash expenses and income	682	-290
+(-) Increase (decrease) in non-current provisions for employees	171	-711
-(+) Profit (loss) from fixed asset disposals	-522	-1,284
-(+) Increase (decrease) in inventories	-15,789	865
-(+) Increase (decrease) in trade and other receivables and contractual revenues	-1,797	8,692
+(-) Increase (decrease) in trade and other payables and contractual liabilities	-12,884	-14,107
+(-) Increase (decrease) in current provisions	-3,260	1 417
= Consolidated cash flow from current activities	-5,121	15,209
+ Interest received	67	109
- Interest paid	-1,980	-2,465
- Taxes paid	-1,169	-2,322
= Consolidated cash flow from operating activities	-8,203	10,531
- Investments in tangible assets	-23,359	-12,428
- Purchase of subsidiary less acquired cash and cash equivalents	0	-32
+ Payments from the disposal of intangible and tangible assets	1,572	11,680
= Consolidated cash flow from investing activities	-21,788	-780

CONS. CASH FLOW STATEMENT Q1-Q3 2021 VS Q1-Q3 2020 –

PART 2

in EUR k	01.01. - 30.09.	
	2021	2020
+ Inflows from loan financing	0	14,000
- Repayments of loan financing	-29,097	-9,230
+(-) Inflows (repayments) from real estate loan borrowings	3,663	-2,342
- Outflows from leasing agreements	-4,085	-5,873 ¹⁾
+(-) Change of current financial liabilities	3,047	0
- Third party dividends	-6,599	-250
+(-) Other equity changes	-754	-26
= Consolidated cash flow from financing activities	-33,825	-3,721
+(-) Consolidated cash flow from operating activities	-8,203	10,531
+(-) Consolidated cash flow from investing activities	-21,788	-780
+(-) Consolidated cash flow from financing activities	-33,825	-3,721
= Change in cash and cash equivalents	-63,816	6,030
+(-) Effect from currency translations	-153	-304
+ Opening balance of cash and cash equivalents	90,389	55,609
= Closing balance of cash and cash equivalents	26,419	61,335

¹⁾For better comparability, the previous year's period was adjusted to the changed disclosure.



AUTOMOTIVE MARKET

Q1-Q3 2021

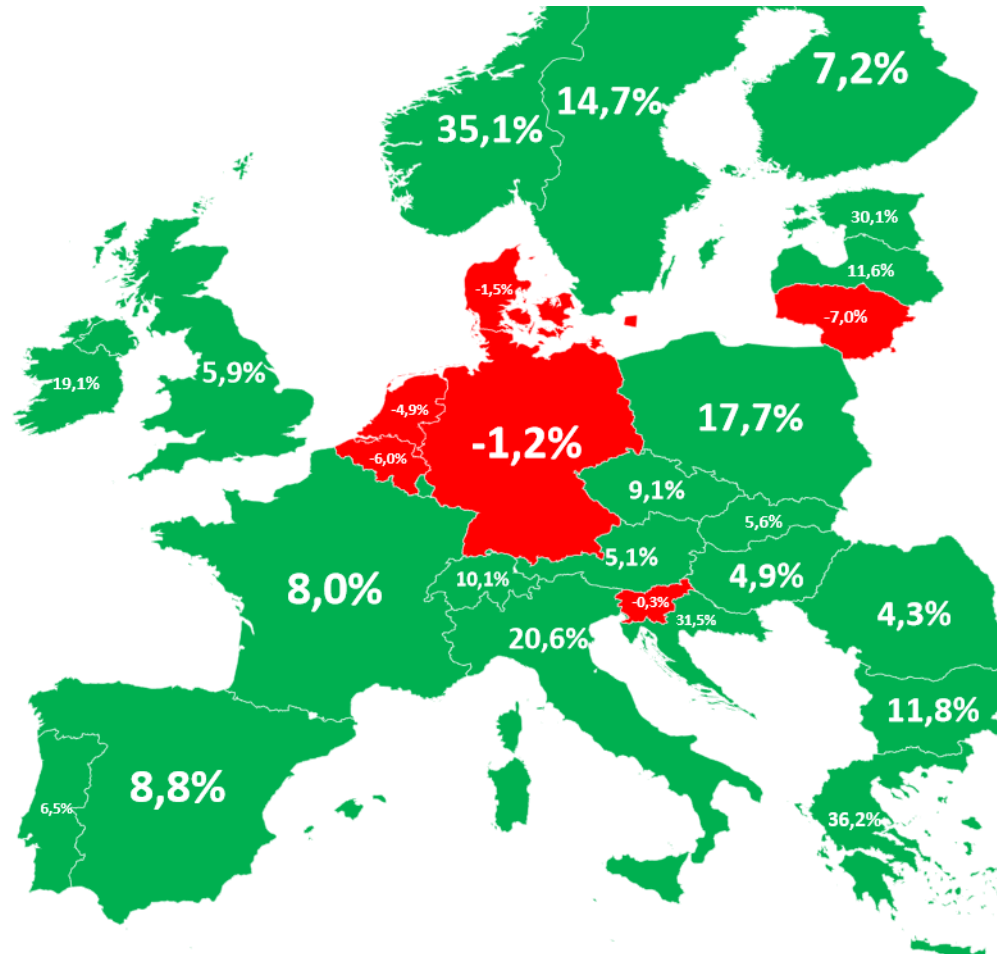
REGISTRATIONS OF NEW CARS IN INTERNATIONAL MARKETS

Source: VDA

in units	Q1-Q3 2021	Share	Q1-Q3 2020	Share	Change
China	14,587,100	41.2%	13,125,000	41.0%	11.1%
USA	11,665,200	32.9%	10,309,200	32.2%	13.2%
Europe (EU, EFTA and UK)	9,161,900	25.9%	8,567,900	26.8%	6.9%
Total three major markets	35,414,200	100%	32,002,100	100%	10.7%
Other selected countries					
Japan	2,873,400		2,817,900		2.0%
India	2,236,400		1,503,400		48.8%
Brazil	1,471,300		1,301,700		13.0%
Russia	1,260,100		1,094,800		15.1%

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

JAN-SEP 2021 (COMPARED TO THE SAME PERIOD OF THE PREVIOUS YEAR)



EU: 7 526 613 (+468 686) +6.6%

Source: ACEA

- In September 2021, European Union passenger car registrations continued their decline. **Demand** in the region **shrank by 23.1%** to 718,598 units, marking the **lowest number** of registrations **for** a month of **September since 1995**. This decrease in sales was largely **caused by** a **lack of** supply of vehicles due to the ongoing **semiconductor** shortage
- **September performance** of EU's largest markets: **Spain -15.7%, France -20.5%, Germany -25.7%, Italy -32.7%, and UK -34.4%**
- „Big 5“ YTD
 1. GE: 2 017 561 **-1.2%**
 2. UK: 1 316 614 **+5.9%**
 3. FR: 1 260 373 **+8.0%**
 4. IT: 1 165 491 **+20.6%**
 5. ES: 647 955 **+8.8%**

REGISTRATIONS OF NEW CARS IN EUROPE (EU, EFTA & UK) BY DRIVE TECHNOLOGY

Source: ACEA

in units	Q1-Q3 2021	Share	Q1-Q3 2020	Share	Change
Petrol-driven cars	3,817,100	41.6%	4,370,300	51.0%	-12.7%
Diesel-driven cars	1,693,200	18.5%	2,305,000	26.9%	-26.5%
Battery electric vehicles (BEV)	801,000	8.7%	418,500	4.9%	91.4%
Plug-in hybrid electric vehicles (PHEV)	777,700	8.5%	351,600	4.1%	121.2%
Hybrid electric vehicles (HEV)	1,871,000	20.4%	981,400	11.4%	90.6%
Natural gas vehicles (NGV)	36,200	0.4%	42,200	0.5%	-14.2%
Other alternatively-powered vehicles (APV)	170,800	1.9%	99,600	1.2%	71.5%
EUROPE (EU, EFTA and UK)	9,167,000	100%	8,568,600	100%	7.0%

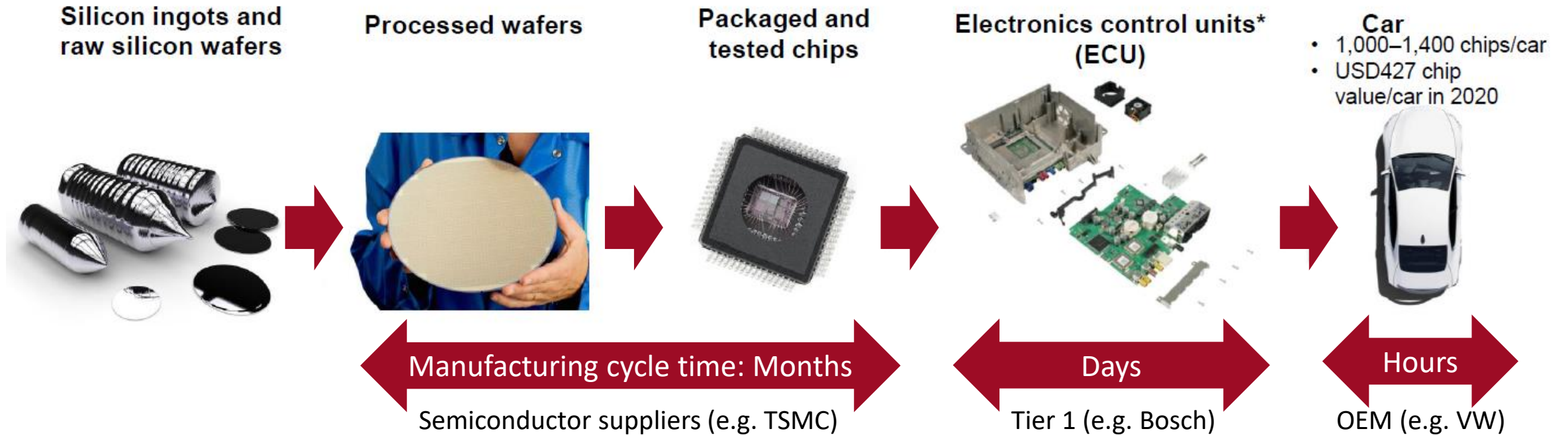
REGISTRATIONS OF NEW COMMERCIAL VEHICLES IN EUROPE (EU, EFTA & UK)

Source: ACEA

in units	Q1-Q3 2021	Share	Q1-Q3 2020	Share	Change
Light commercial vehicles <3,5 t	1,515,100	84.3%	1,261,700	84.3%	20.1%
Medium commercial vehicles >3.5 t to <16 t	47,800	2.7%	45,700	3.0%	4.6%
Heavy commercial vehicles >16 t	208,100	11.6%	164,100	11.0%	26.8%
Medium and heavy buses & coaches >3.5 t	25,900	1.4%	25,200	1.7%	2.9%
EUROPE (EU, EFTA and UK)	1,796,900	100%	1,496,700	100%	20.1%



SEMICONDUCTOR SHORTAGE – WHEN WILL IT END?



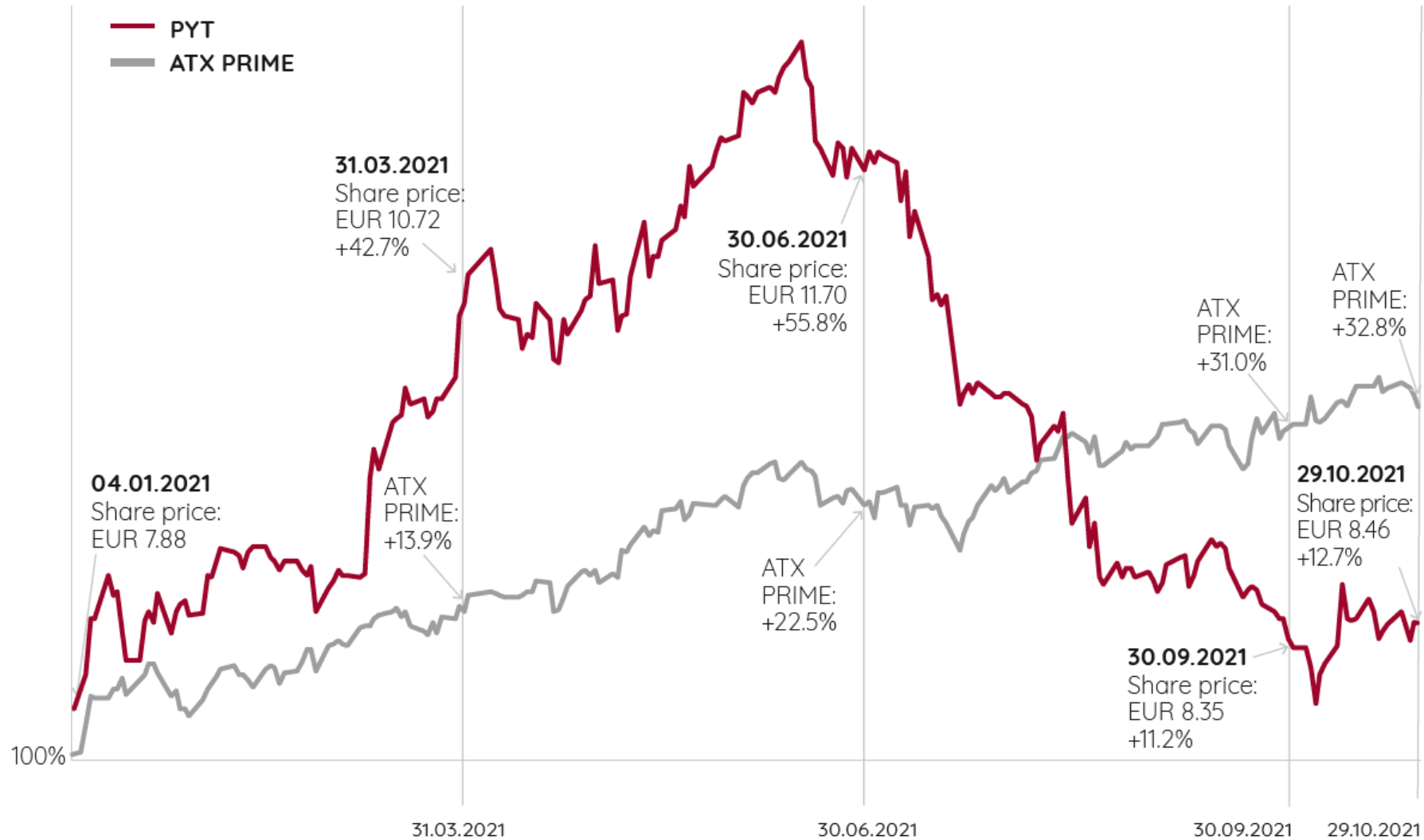
- Excessive dependence of automotive chips on TSMC (56%)
- Automotive lost priority – now cell phones, gaming, 5G, ...
- Automotive use the more “old-fashioned” chip technology
- Building/maintaining chip plants is expensive – should suppliers (still) invest in old technology ? Capacities?
- “Toilet paper Syndrome” (mismatch between orders and real demand: 130 million cars vs. 76 million)
- China stockpiling chips (price offers +150 to 500%)
- Car prices rising, chips have long lead time (now >50 weeks, normally 14-20 weeks) and backlog demand (on stock)
- Chip shortage should start to ease in 2022?

Source: IHS Markit, September 2021



APPENDIX

POLYTEC SHARE PRICE DEVELOPMENT Q1-Q3 + OCTOBER 2021



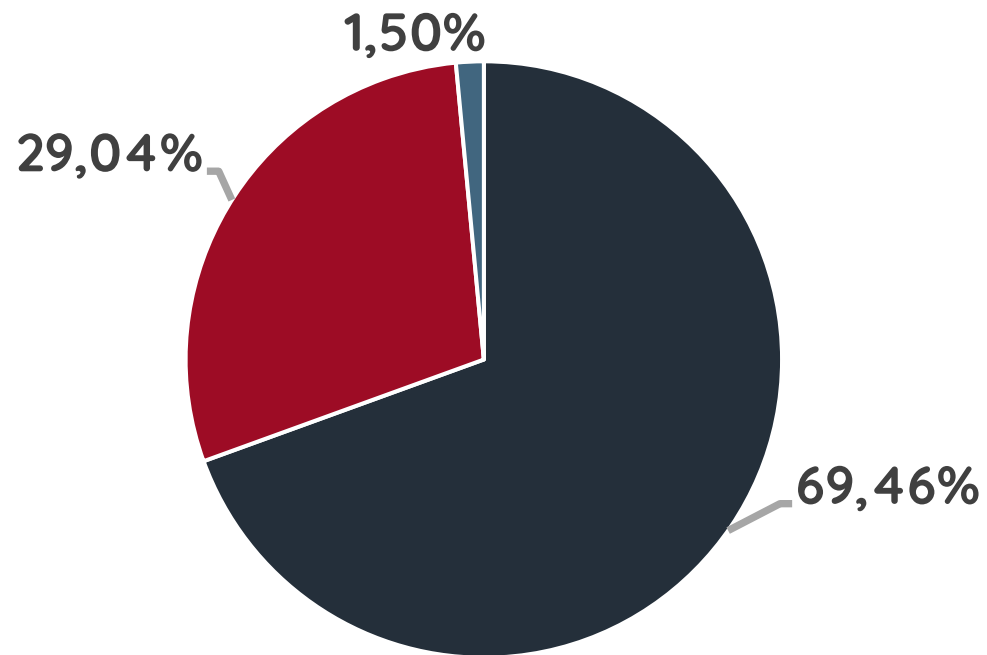
Source: Vienna Stock Exchange,
price data indexed as per 30. December 2020

POLYTEC SHARE KEY FIGURES Q1-Q3 2021 VS 2020, 2019, 2018

POLYTEC-Aktie (AT0000A00XX9)	Unit	Q1-Q3 2021	Q1-Q3 2020	Change	Q1-Q3 2019	Q1-Q3 2018
Closing price last trading day of period	EUR	8.35	5.31	57.3%	8.28	10.96
Highest closing price during period (14 June 2021)	EUR	12.56	8.93	40.6%	10.64	21.00
Average closing price during period	EUR	9.97	5.74	73.7%	9.00	14.56
Lowest closing price during period (4 January 2021)	EUR	7.88	3.21	145.5%	8.17	10.20
Market capitalisation last trading day of period	EUR m	186.5	118.6	57.3%	184.9	244.7
Vienna Stock Exchange money turnover (double counting)	EUR m	138.1	70.2	96.7%	79.3	242.8
Vienna Stock Exchange share turnover (double counting)	Shares m	14.1	12.8	10.2%	8.9	17.0
Share turnover (daily average, double counting)	Shares	73,991	66,840	10.7%	46,576	90,740

Source: Vienna Stock Exchange

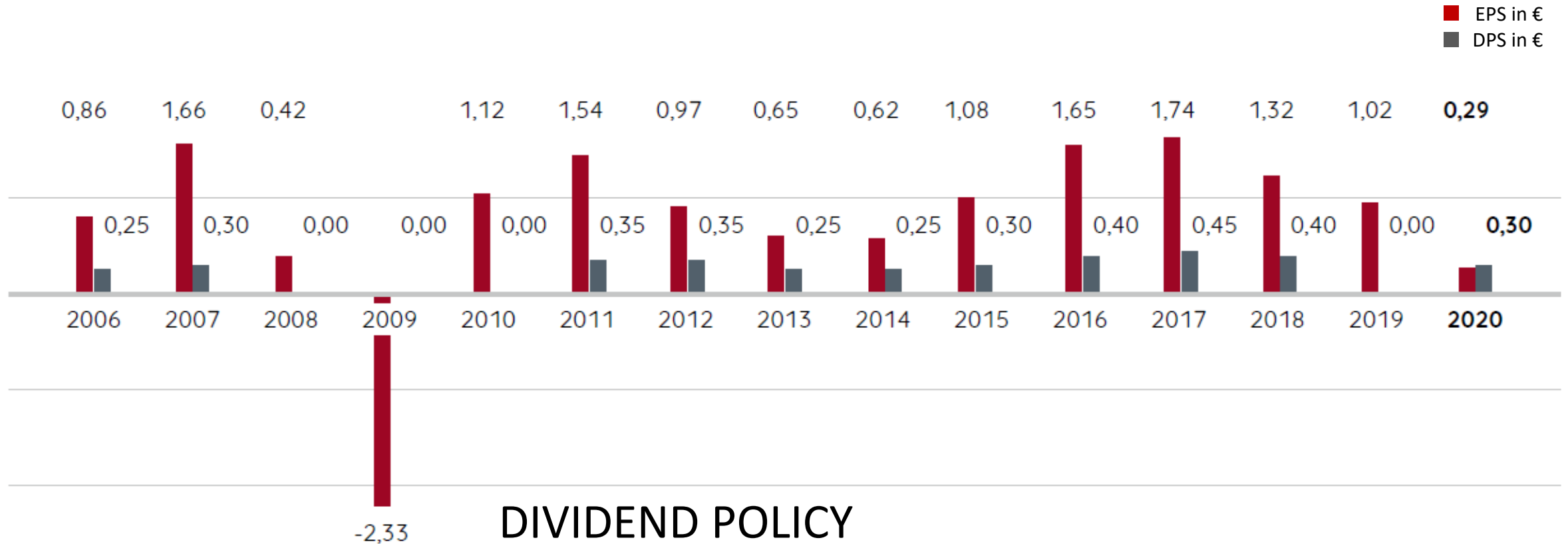
SHAREHOLDER STRUCTURE – RESEARCH COVERAGE



Free float
 Huemer Group
 Treasury Shares

Institute (as at 06.10.2021)	Rating	Price target
BAADER-Helvea Research, Munich	BUY	EUR 16.0
ERSTE Group Research, Vienna	BUY	EUR 14.8
M.M.Warburg Research, Hamburg	BUY	EUR 15.0
Raiffeisen Research, Vienna	BUY	EUR 10.5
Average price target		EUR 14.1

EARNINGS PER SHARE, DIVIDENDS 2006 – 2020



DIVIDEND POLICY

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

POLYTEC AT A GLANCE



~3,600
EMPLOYEES



522 MIO
SALES REVENUES



35 YEARS
OF EXPERIENCE

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

Automotive and
non-automotive industry

LOCATIONS

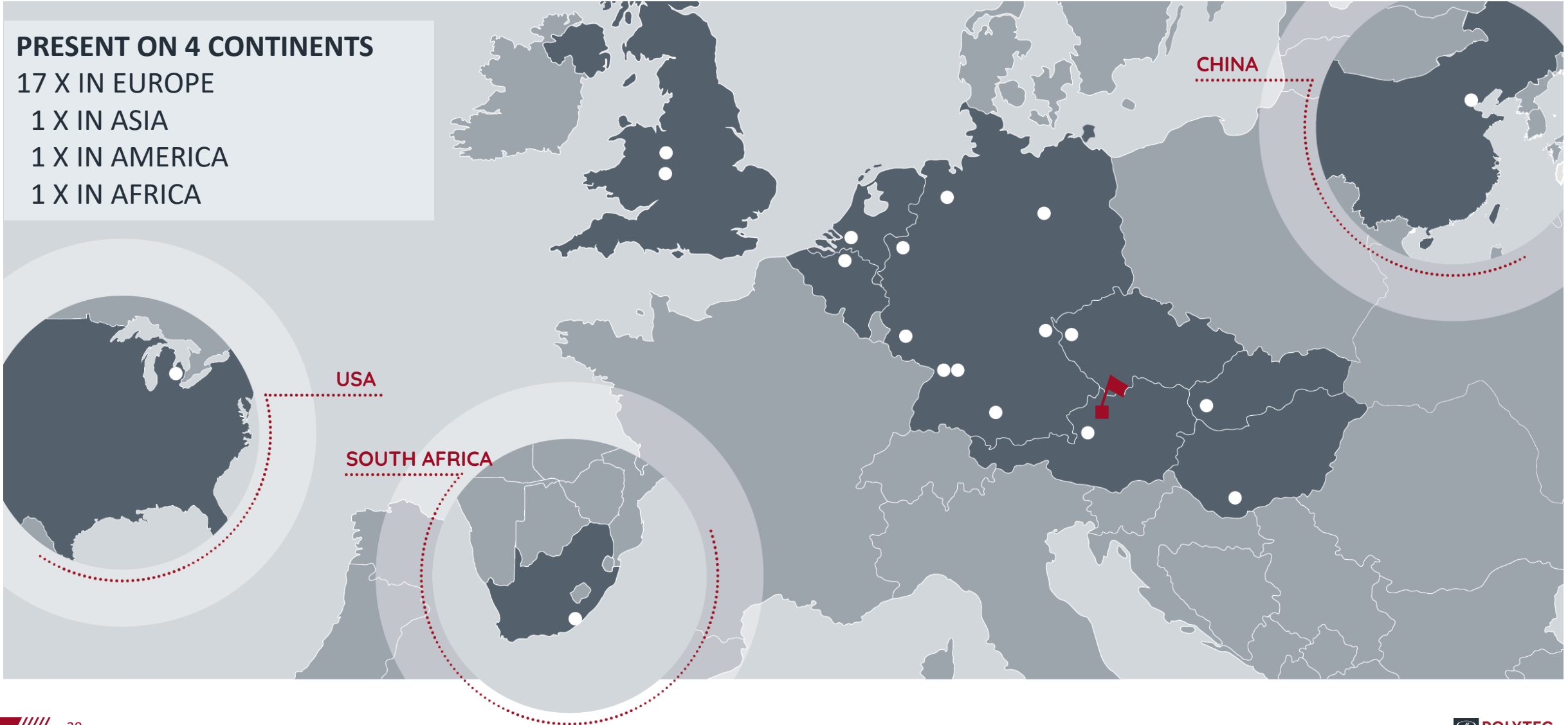
PRESENT ON 4 CONTINENTS

17 X IN EUROPE

1 X IN ASIA

1 X IN AMERICA

1 X IN AFRICA



INVESTING IN NEW PLANTS

■ Tianjin (PRC)



■ Telford (UK)



■ East London (RZA)



STRATEGY

1

Strengthening of the
market position in Europe



2

Development of new
technologies and applications



3

A focus on customer
benefits



TECHNOLOGICAL DIVERSITY

INJECTION MOULDING

2k injection moulding
Multi-component injection moulding
Assembly injection moulding
WIT (water injection technology)
GIT (gas injection technology)
PIT (projectile injection technology)
In-Mould-Decoration
Injection-Moulding-Compounding
High-gloss technology

Up to 4000 tons clamping force



COMPOSITES

Production of glass fibre SMC
Production of carbon fibre SMC
SMC/LFT/GMT compression moulding
UD-Tape application
Hybrid compression moulding (LWRT-LFT)
Wet pressing
In-Mould-Coating
In-Mould-Painting

Up to 4300 tons clamping force



SMALL SERIES TECHNOLOGIES PRE- & POST-PROCESSING

Class-A paint coating
PUR RRIM / RRIM Lightweight
PUR rigid / semi-rigid
PUR-processing (moulding parts)
PUR spraying
PUR casting
PUR foaming
Blow moulding
Processing of metal & premium steel

Up to 630 tons clamping force

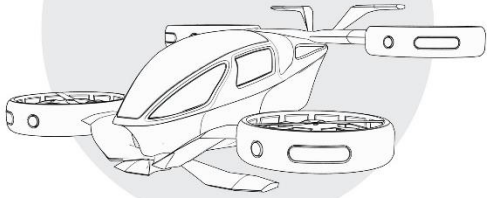


Just-in-Sequence-Delivery
Tool making
Mechanical engineering (multi-component dosing system)
Testing & Validation
Trimming & Cutting (milling, laser, water jet)
Joining & Welding (hot gas, ultra-sonic,...)

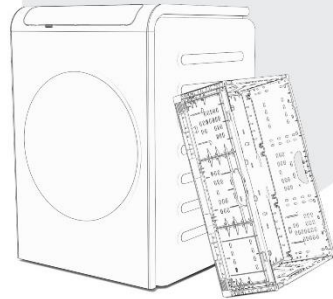


POLYTEC PRODUCT LINES

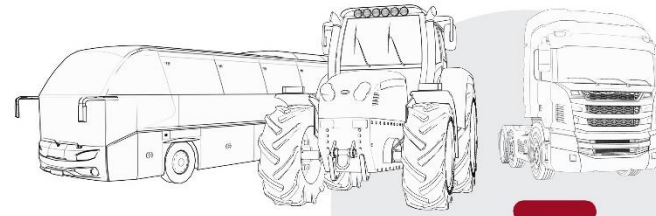
1 NEW MOBILITY



SMART PLASTIC APPLICATIONS



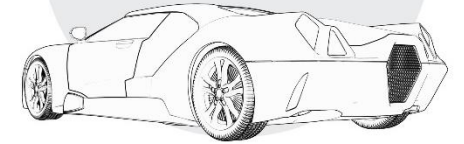
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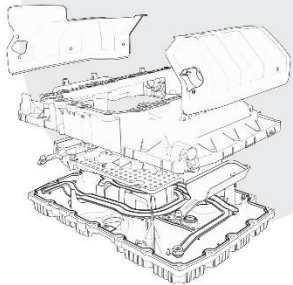
TRUCK, BUS & AGRICULTURAL APPLICATIONS

3

4 PAINTED EXTERIOR > SPECIAL SERIES

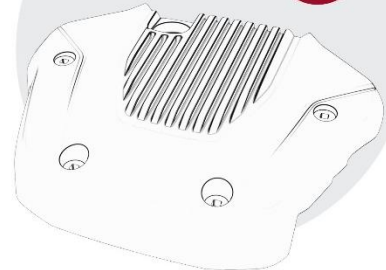


POWERTRAIN SOLUTIONS



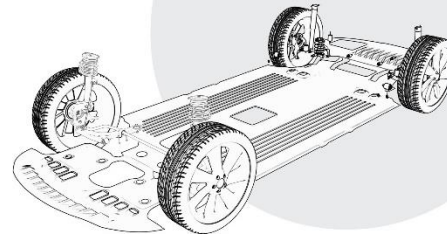
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POWERTRAIN ACOUSTICS



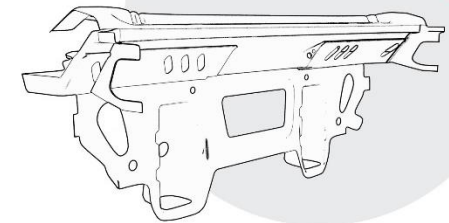
6

UNDERBODY SOLUTIONS



7

STRUCTURAL INNOVATIONS



8



ESG – SUSTAINABILITY

STRATEGIC ENVIRONMENTAL OBJECTIVES

RESOURCE CONSERVATION



- Reduced consumption of natural resources through focus on lightweight construction and functional integration
- Increased use of recycled materials

ENHANCED ENERGY EFFICIENCY



- Use of modern and environmentally friendly equipment
- Installation of highly efficient heat recovery systems
- Consistent use of sustainable LED lighting

REDUCED ENVIRONMENTAL EMISSIONS



- Increasing the share of energy from renewable sources
- Investment in photovoltaic systems

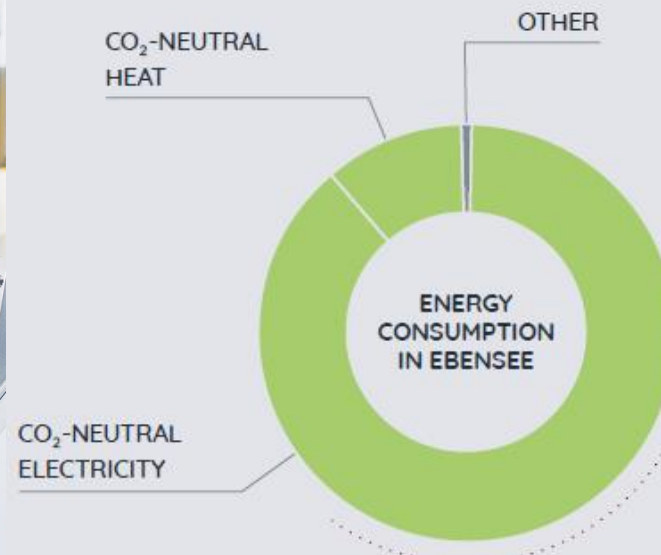
POLYTEC ENERGY AND ENVIRONMENTAL TARGETS

Target definition	Dimension	Key indicator
Strategic objective: Resource protection		
Reduction of raw material consumption through an improvement in the reject ratio	15% by 2023	kg/kg
Increase in the recycling share through project realisation	minimum 2 projects p.a.	number completed pro.
Strategic objective: Increased energy efficiency		
Reduction in energy consumption (base load)	20% by 2025	kWh/EUR k
Reduction in electricity consumption due to compressed air leakages	50% by 2025	kWh/EUR k
Equipping of all plants with energy monitoring	realisation by 2025	number of plants
Strategic objective: Environmental emission minimisation		
Establishment of monitoring for carbon footprint (CFP) and reduction (Scope 1 and 2)	20% by 2025	%
Reduction in waste quantities through improvement of the reject ratio	15% by 2025	%
Increase in the share of recyclable waste through improved waste sorting	0.75%/year & 8% by 2025	%
Uniform hazardous material management	realisation by 2022	
Development of innovative products (e. g. lightweight design), which through their use reduce environmental emissions	minimum 2 projects p.a.	number completed pro.

CO₂ NEUTRAL PLANT IN EBENSEE (AUSTRIA)



**A ROLE MODEL
FOR THE
POLYTEC GROUP:
CLIMATE-NEUTRAL
COOLING, HEATING
AND PRODUCTION
IN EBENSEE**



PLANT EBENSEE

- Ground area: 82,000 m²
- Buildings: 34,000 m²
- Personnel: 187 (152 + 35 leasing p.)
- Automotive products, e. g. for trucks
- Logistic boxes (food retail)



RECYCLING OF IFCO LOGISTIC BOXES IN THE PLANT

- The recycling facility was agreed in the course of the IFCO supplementary order
 - Returned damaged boxes are granulated
 - Ground polypropylene plastic is temporarily stored in silos
 - On demand, the PP is conveyed to the moulding machines and processed again into new boxes
- + Conveyor belt with metal detector
 - + Cutting mill for wet material
 - + Friction separator
 - + Separator containers
 - + Drainage screw
 - + Mechanical drier
 - + Material transport into the silos after dedusting
 - + Mechanical process water treatment
 - + Extended water treatment (possible expansion project)



POLYTEC PHOTOVOLTAIC PROJECTS

- Electricity from renewable energy sources will make a significant contribution to CO₂-neutral production at POLYTEC.
- POLYTEC already covers a large part of its electricity needs with green electricity (100% in AT).
- Furthermore, suitable roof surfaces of the POLYTEC sites will be equipped with photovoltaic systems from 2021.



Plant Hörsching (AT)



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PASSION CREATES INNOVATION

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