



Conference Call Financials H1 2020

Zurich, 30 July 2020

Agenda

Introduction

T. Reist, CFO

Financials H1 2020

T. Reist, CFO

Division Reports Kardex Remstar and Kardex Mlog

J. Fankhänel, CEO

Outlook

J. Fankhänel, CEO

Questions and Answers

Introduction

Thomas Reist, CFO

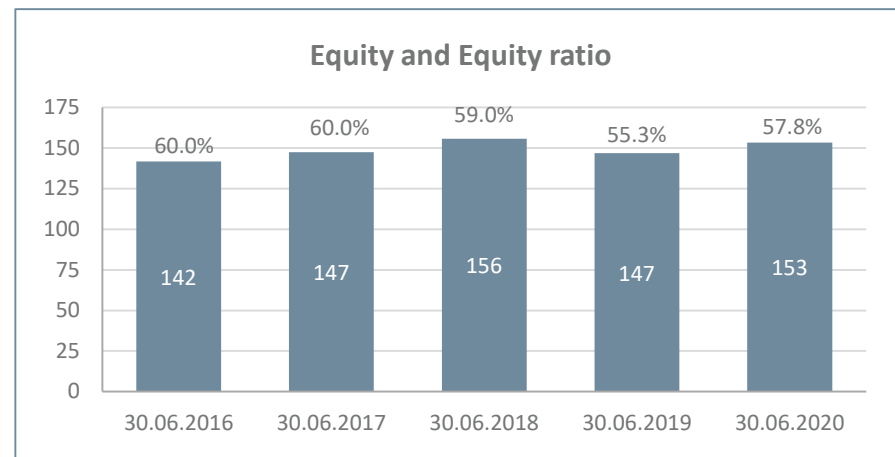
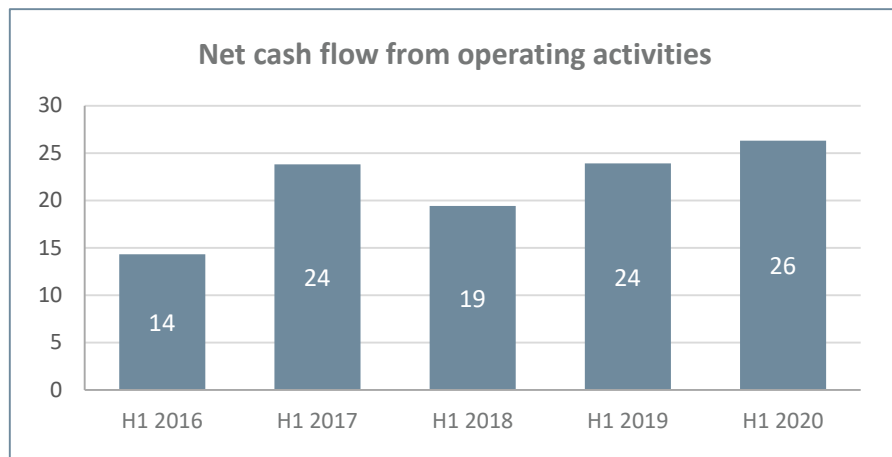
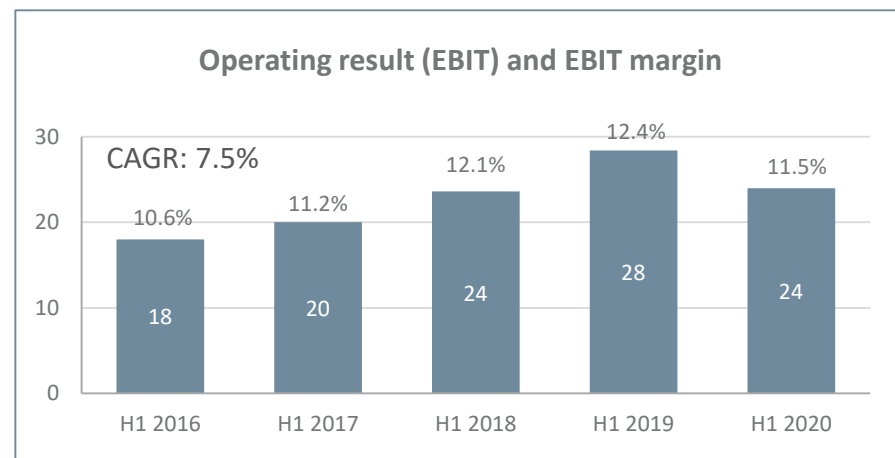
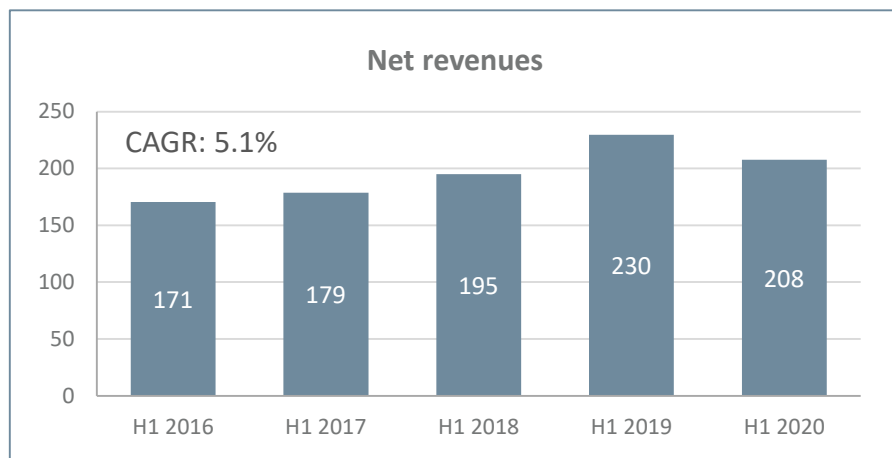
Highlights 1st Half Year 2020

- Kardex achieves solid half-year result in a difficult environment
- Kardex Remstar maintains margin despite decline in bookings and net revenues
- Strong recovery in demand at Kardex Mlog
- Strategic investment program continues according to plan
- Kardex will benefit from medium-term growth potential in intralogistics

Financials H1 2020

Thomas Reist, CFO

Key Figures H1 2016-2020 in EUR million



Income Statement (1/2)

in EUR million	H1 2020	in %	H1 2019	in %	+/- in %
Bookings	200.1	96.3%	239.9	104.5%	-16.6%
Order Backlog (30.6.)	210.9	101.5%	246.8	107.5%	-14.5%
Net revenues	207.8	100.0%	229.6	100.0%	-9.5%
Gross profit	71.8	34.6%	80.1	34.9%	-10.4%
OPEX	47.8	23.0%	51.7	22.5%	-7.5%
EBIT	24.0	11.5%	28.4	12.4%	-15.5%

- Divisions with different pattern in bookings
- Order backlog significantly decreased leading to reduced visibility
- OPEX substantially reduced to match lower bookings and net revenues

Income Statement (2/2)

in EUR million	H1 2020	in %	H1 2019	in %	+/- in %
EBIT	24.0	11.5%	28.4	12.4%	-15.5%
Financial result, net	-1.4	-0.7%	-1.0	-0.4%	-40.0%
EBT	22.6	10.9%	27.4	11.9%	-17.5%
Income tax	-5.5	-2.6%	-7.2	-3.1%	23.6%
<i>Tax rate</i>	24.3%		26.3%		
Result for the period	17.1	8.2%	20.2	8.8%	-15.3%

- Increased negative FX effects impact financial result
- Tax rate positively influenced by one-time effects
- EBIT and result for the period affected by reduced volume but also one-time effect

Cash Flow Statement

in EUR million	H1 2020	H1 2019	+/-	+/- in %
Net CF from operating activities	26.3	23.9	2.4	10.0%
<i>thereof change in NWC</i>	9.9	-3.2	13.1	<i>n.m.</i>
Net CF from investing activities	-16.3	-6.2	-10.1	-162.9%
Free cash flow	10.0	17.7	-7.7	-43.5%
Net CF from financing activities	-33.8	-27.6	-6.2	<i>n.m.</i>
FX effect	-0.6	0.6	-1.2	<i>n.m.</i>
Net change in cash and cash equivalents	-24.4	-9.3	-15.1	-162.4%

- NWC substantially decreased, mainly based on lower volume
- Investment activities substantially increased but according to plan
- Increased dividend payment

Balance Sheet

in EUR million	H1 2020	YE 2019	+/-	+/- in %
Non-current assets	63.7	51.9	11.8	22.7%
Current assets	201.3	237.9	-36.6	-15.4%
<i>thereof cash and cash equivalents</i>	109.2	133.6	-24.4	-18.3%
Assets	265.0	289.8	-24.8	-8.6%
Equity	153.3	172.0	-18.7	-10.9%
Liabilities	111.7	117.8	-6.1	-5.2%
Equity and liabilities	265.0	289.8	-24.8	-8.6%

- Increased level of non-current assets due to investment in US manufacturing
- Cash position reduced but on solid level
- No goodwill or relevant interest-bearing debt

Division Report Kardex Remstar

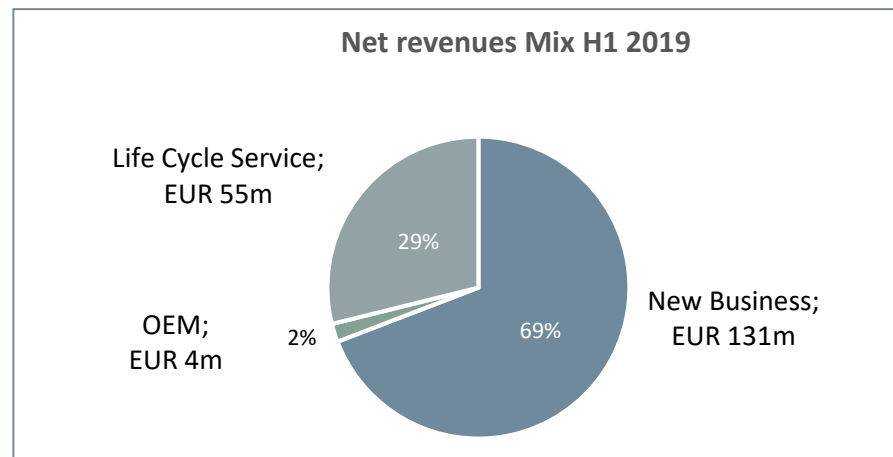
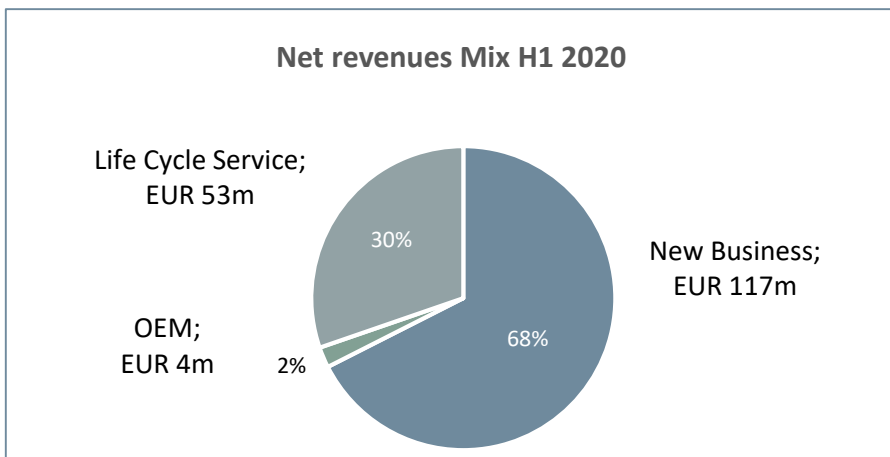
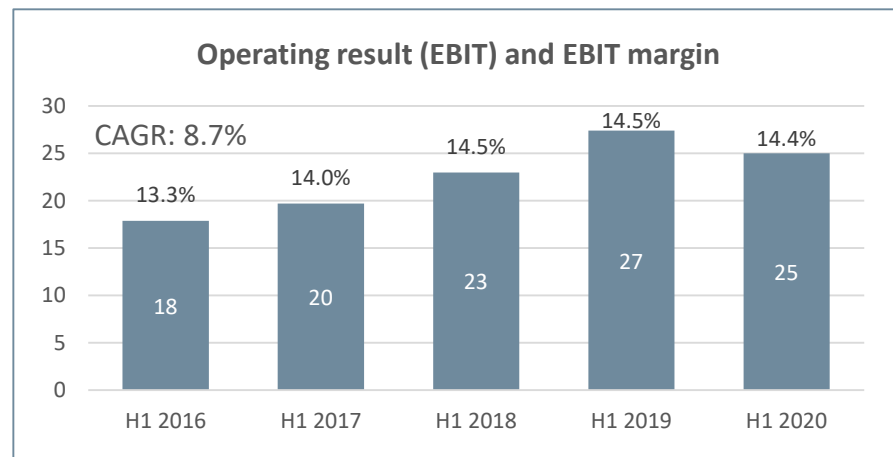
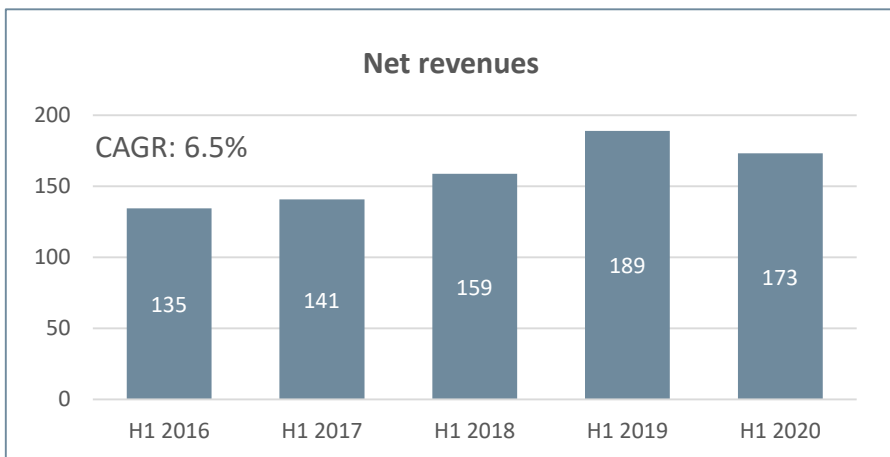
Jens Fankhänel, CEO

Kardex Remstar Division

in EUR million	H1 2020	H1 2019	+/-%
Bookings	156.2	211.6	-26.2%
Order backlog (30.6.)	143.3	185.9	-22.9%
Net revenues	173.2	189.1	-8.4%
Gross Profit	66.0	71.6	-7.8%
<i>Gross Profit in %</i>	38.1%	37.9%	
EBITDA	27.7	29.8	-7.0%
<i>EBITDA in %</i>	16.0%	15.8%	
EBIT	25.0	27.4	-8.8%
<i>EBIT in %</i>	14.4%	14.5%	
Employees	1 593	1 581	0.8%

- Bookings declined sharply with heaviest impact in Europe
- Net revenues partially affected by access restrictions to customer sites
- Order backlog with reduced visibility
- Increased gross profit margin due to efficiency gains in supply chain, cost management and positive net revenues mix
- Investment in strategic programs(ERP landscape/digitalization and US manufacturing) continue according to plan
- EBIT decreased in line with net revenues, EBIT Margin in target range

Key Figures H1 2016-2020 in EUR million



Division Report Kardex Mlog

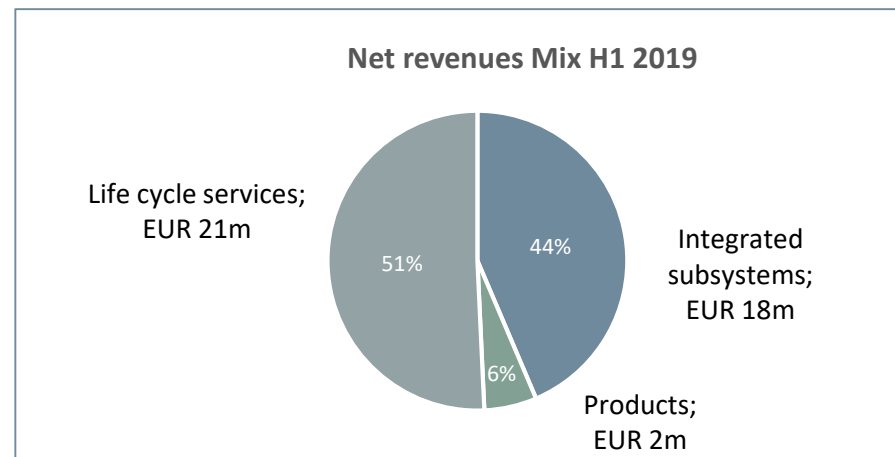
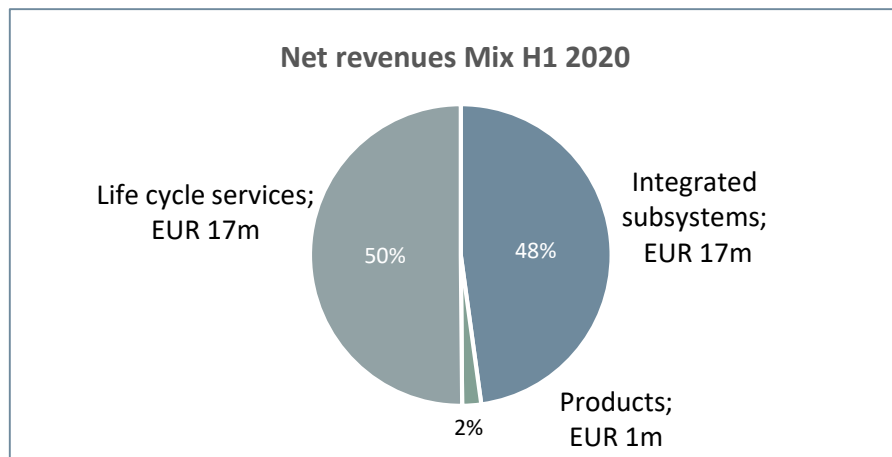
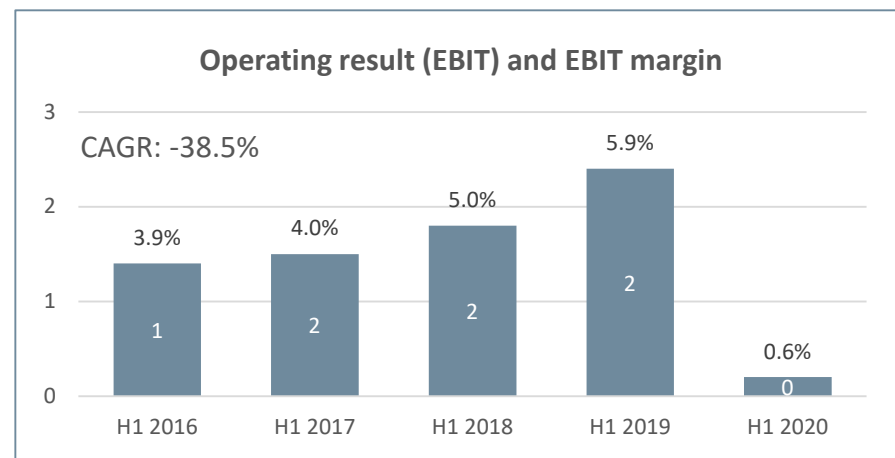
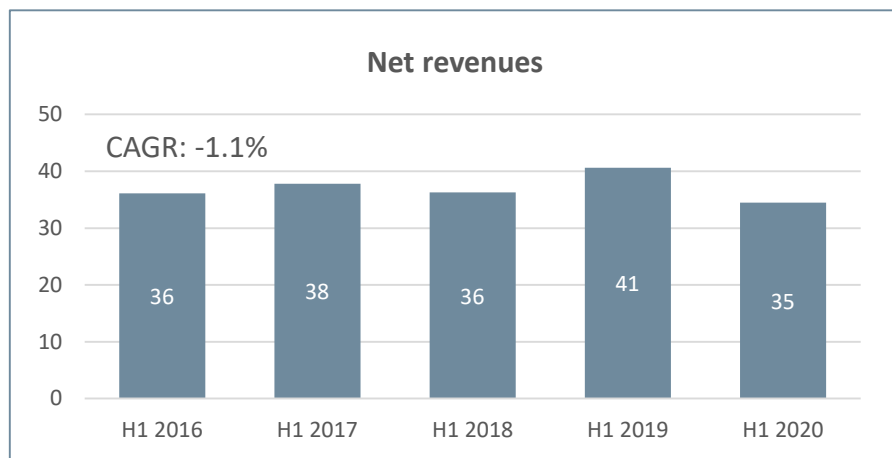
Jens Fankhänel, CEO

Kardex Mlog Division

in EUR million	H1 2020	H1 2019	+/-%
Bookings	44.0	28.4	54.9%
Order backlog (30.6.)	67.4	61.0	10.5%
Net revenues	34.5	40.6	-15.0%
Gross Profit	5.9	8.5	-30.6%
<i>Gross Profit in %</i>	17.1%	20.9%	
EBITDA	0.7	2.8	-75.0%
<i>EBITDA in %</i>	2.0%	6.9%	
EBIT	0.2	2.4	-91.7%
<i>EBIT in %</i>	0.6%	5.9%	
Employees	291	288	1.0%

- Bookings revitalized since Q4 19, hardly affected by COVID-19 and with solid mix
- Net revenues affected by lower bookings in PY and temporary access restrictions to customer sites
- Backlog returned to a good level with a healthy mix
- Valuation adjustment (low single digit million) impacting profitability
- EBIT and EBIT margin affected accordingly

Key Figures H1 2016-2020 in EUR million



Outlook

Jens Fankhänel, CEO

Outlook

- Impact of the global Corona crisis will be reflected in the FY results of 2020
- Kardex Remstar's order backlog will result in significantly lower net revenues and profitability in H2 2020
- Kardex Mlog less affected with steady outlook for H2 due to the high order backlog
- Intralogistics remains a key success factor for Kardex' customers which supports a return to solid growth rates in the mid-term
- Kardex continues strategic investments in supply chain, technology and digitalization to prepare for the future despite uncertain market situation

Disclaimer

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Questions and Answers