



# Media and Analysts Conference

5 March 2020

# Agenda

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T. Reist, CFO

Financials 2019

T. Reist, CFO

Division Reports Kardex Remstar and Kardex Mlog

J. Fankhänel, CEO

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J. Fankhänel, CEO

Questions and Answers

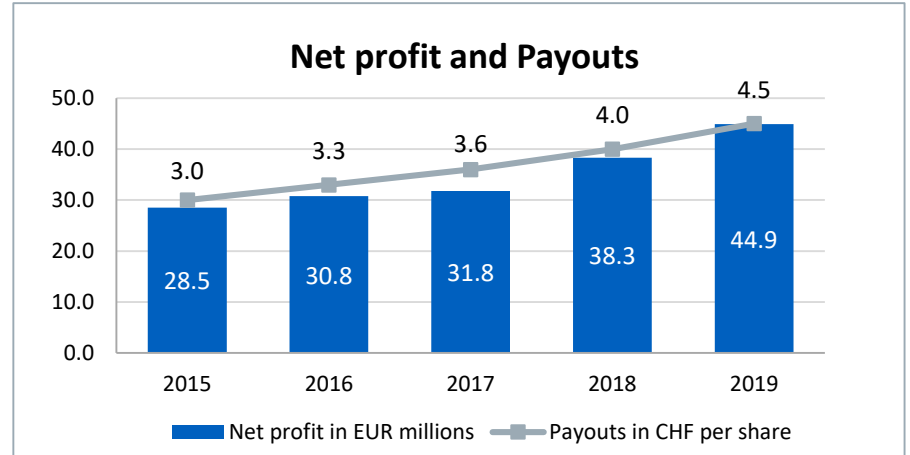
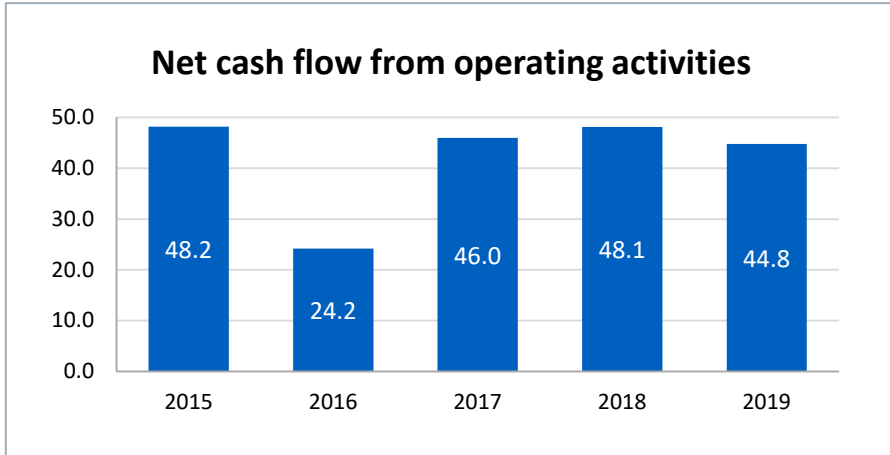
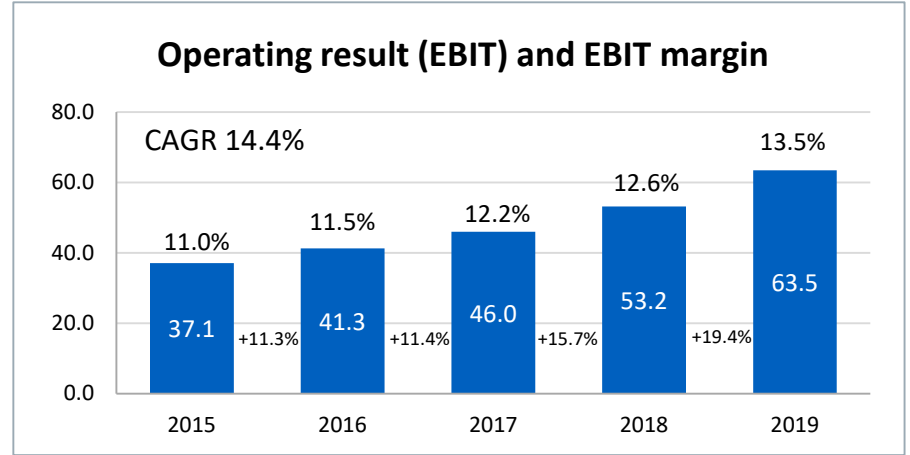
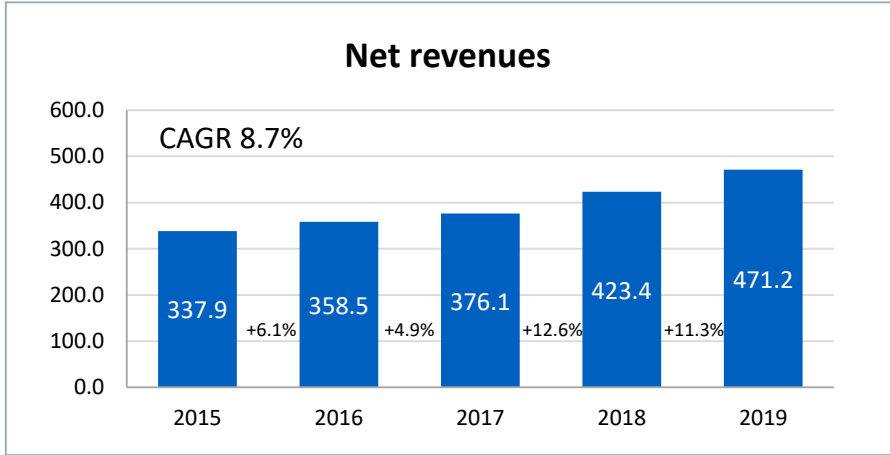
# Introduction

Thomas Reist, CFO

## Highlights and Key Achievements 2019

- Strong backlog boosts revenues of Kardex Group
- Both divisions achieve upper level of profitability range
- Significant investments in future growth started
- Strong net profit leads to a substantially increased dividend of CHF 4.50/share
- Sound balance sheet offers strategic flexibility in corporate development

# Key Figures 2015–2019 (in EUR millions)



# Financials 2019

Thomas Reist, CFO

## Income Statement (1/2)

EUR millions	2019	in %	2018	in %	+/- in %
<b>Bookings</b>	<b>452.4</b>	<b>96.0%</b>	<b>481.2</b>	<b>113.7%</b>	<b>-6.0%</b>
Order Backlog (31.12.)	217.8	46.2%	230.1	54.3%	-5.3%
<b>Net revenues</b>	<b>471.2</b>	<b>100.0%</b>	<b>423.4</b>	<b>100.0%</b>	<b>11.3%</b>
<b>Gross profit</b>	<b>171.3</b>	<b>36.4%</b>	<b>152.2</b>	<b>35.9%</b>	<b>12.5%</b>
OPEX	107.8	22.9%	99.0	23.4%	8.9%
<b>EBITDA</b>	<b>70.2</b>	<b>14.9%</b>	<b>59.0</b>	<b>13.9%</b>	<b>19.0%</b>
<b>EBIT</b>	<b>63.5</b>	<b>13.5%</b>	<b>53.2</b>	<b>12.6%</b>	<b>19.4%</b>

- Bookings below previous year
- Order Backlog normalized with visibility returning to 2017 levels
- Increase in OPEX as a result of investments in future growth
- Strong increase in EBIT and EBIT-margin

## Income Statement (2/2)

EUR millions	2019	in %	2018	in %	+/- in %
<b>EBIT</b>	<b>63.5</b>	<b>13.5%</b>	<b>53.2</b>	<b>12.6%</b>	<b>19.4%</b>
Financial result, net	-3.3	-0.7%	-1.7	-0.4%	-94.1%
<b>EBT</b>	<b>60.2</b>	<b>12.8%</b>	<b>51.5</b>	<b>12.2%</b>	<b>16.9%</b>
Income tax	-15.3	-3.2%	-13.2	-3.1%	-15.9%
<i>Tax rate</i>	<i>25.4%</i>		<i>25.6%</i>		
<b>Result for the period</b>	<b>44.9</b>	<b>9.5%</b>	<b>38.3</b>	<b>9.0%</b>	<b>17.2%</b>

- Financial result affected by interest expenses for pensions schemes and accrued interest
- Strong rise in the Result for the period



## Balance Sheet

EUR millions	2019	2018	+/-	+/- in %
Non-current assets	51.9	42.2	9.7	23.0%
Current assets	237.9	222.7	15.2	6.8%
<i>thereof cash and cash equivalents</i>	133.6	129.2	4.4	3.4%
<b>Assets</b>	<b>289.8</b>	<b>264.9</b>	<b>24.9</b>	<b>9.4%</b>
Equity	172.0	153.3	18.7	12.2%
<i>Equity ratio</i>	59.4%	57.9%		
Liabilities	117.8	111.6	6.2	5.6%
<b>Equity and liabilities</b>	<b>289.8</b>	<b>264.9</b>	<b>24.9</b>	<b>9.4%</b>

- Investments and reduced level of prepayments leads to under proportional growth of cash position
- Despite extended balance sheet further increase of equity ratio
- No interest bearing debt and goodwill

## Cash Flow Statement

EUR millions	2019	2018	+/-	+/- in %
Net CF from operating activities	44.8	48.1	-3.3	-6.9%
<i>thereof change in NWC</i>	13.4	-0.7	14.1	<i>n.a.</i>
Net CF from investing activities	-14.0	-10.3	-3.7	-35.9%
<b>Free cash flow</b>	<b>30.8</b>	<b>37.8</b>	<b>-7.0</b>	<b>-18.5%</b>
Net CF from financing activities	-27.4	-23.9	-3.5	-14.6%
FX effect	1.0	0.4	0.6	n.a.
<b>Net change in cash and cash equivalents</b>	<b>4.4</b>	<b>14.3</b>	<b>-9.9</b>	<b>-69.2%</b>

- Positive effect from higher result for the period offset by lower level of advanced payments
- CAPEX increased based on strategic investments

## Division Reports Kardex Remstar and Kardex Mlog

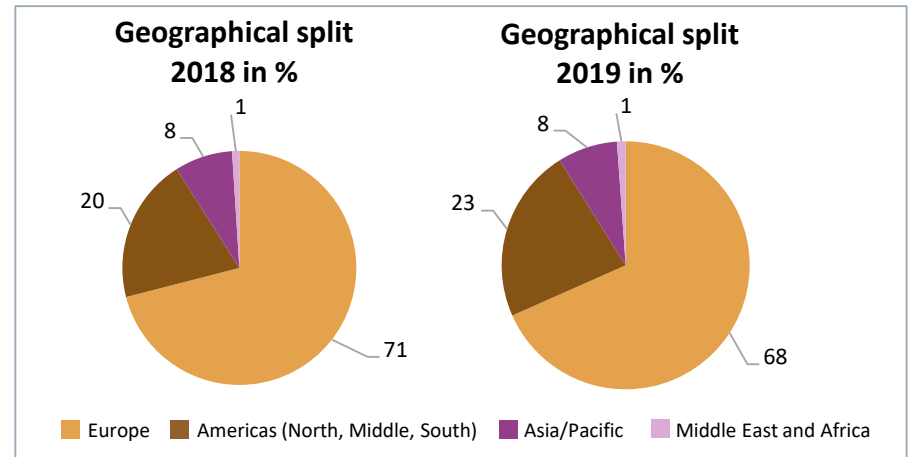
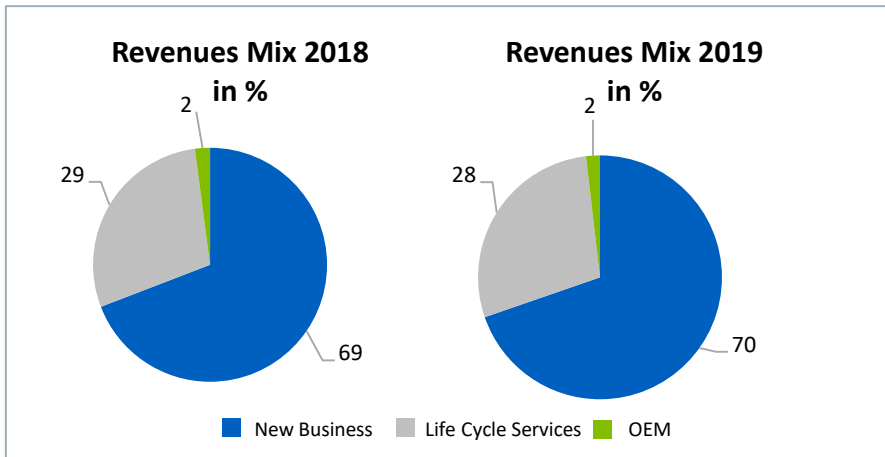
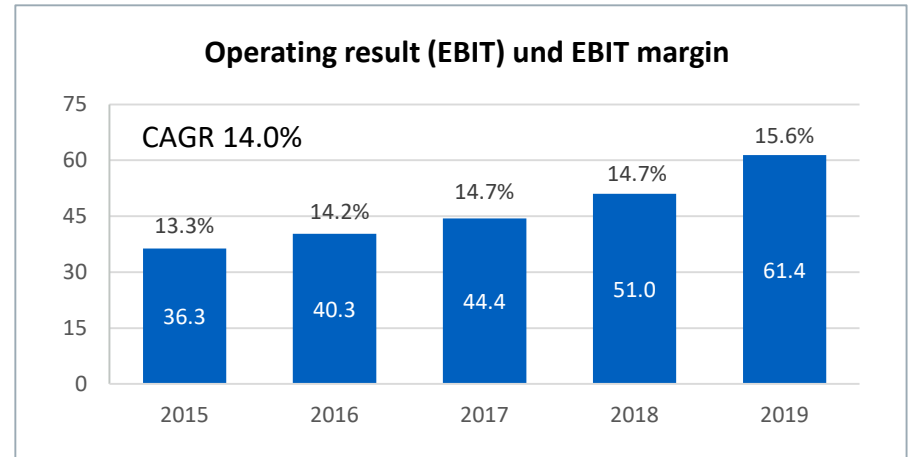
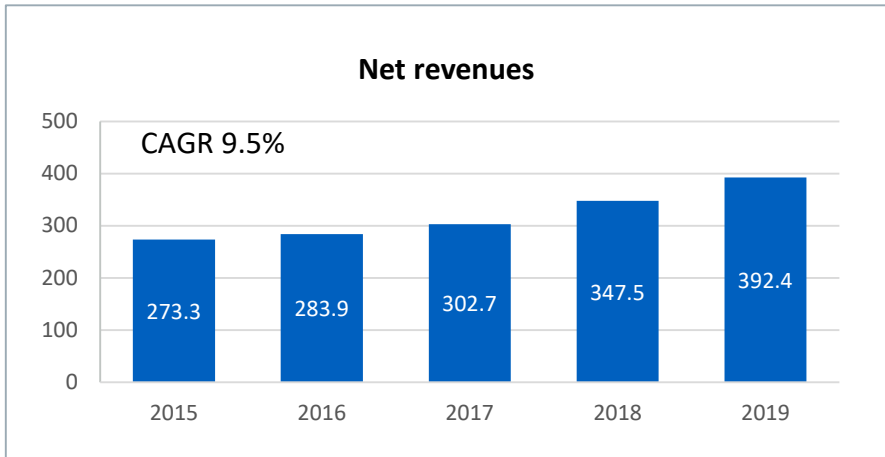
Jens Fankhänel, CEO

## Division Kardex Remstar - Financial Highlights 2019

EUR millions	2019	2018	+/- %
Bookings	388.6	381.3	1.9%
Order backlog	159.8	157.1	1.7%
<b>Net revenues</b>	<b>392.4</b>	<b>347.5</b>	<b>12.9%</b>
<b>EBITDA</b>	<b>66.8</b>	<b>55.7</b>	<b>19.9%</b>
<i>EBITDA in %</i>	<i>17.0%</i>	<i>16.0%</i>	
<b>EBIT</b>	<b>61.4</b>	<b>51.0</b>	<b>20.4%</b>
<i>EBIT in %</i>	<i>15.6%</i>	<i>14.7%</i>	
Employees	1 610	1 511	6.6%

- New Business with strong bookings in the US, slowed down demand in Europe and in Asia in HY2
- LCS bookings reports double digit growth
- Net revenues strongly increased based on high backlog and partially resolved capacity constraints
- Increased OPEX due to investments in the organization
- Financial KPIs in upper target range:
  - EBIT margin 15.6%
  - ROCE 45.9%

# Division Kardex Remstar - Key Figures 2015-2019 (in EUR millions)



# Investment US Manufacturing Plant



- **Lexington, South Carolina**
- Strong labor skills (2 Technical Colleges in Columbia)
- Proximity to international harbor in Charleston
- High quality supplier base
- Total investment of USD 20 m (building + equipment)
- 180'000 SF (16'700 m<sup>2</sup>)
- Main focus on Standard VLM and logistics hub function
- Start of Operation in HY2 2020

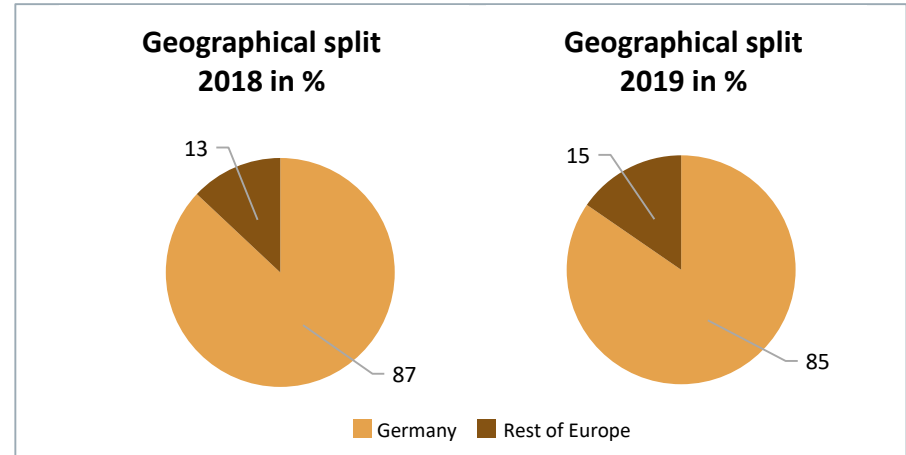
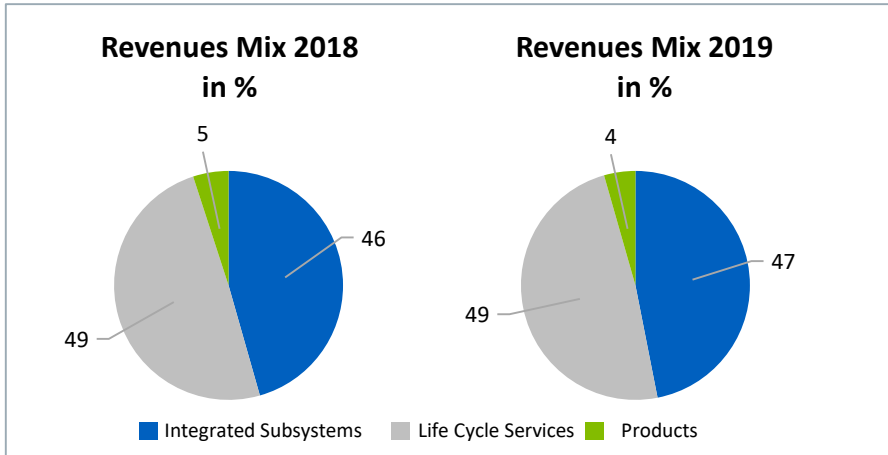
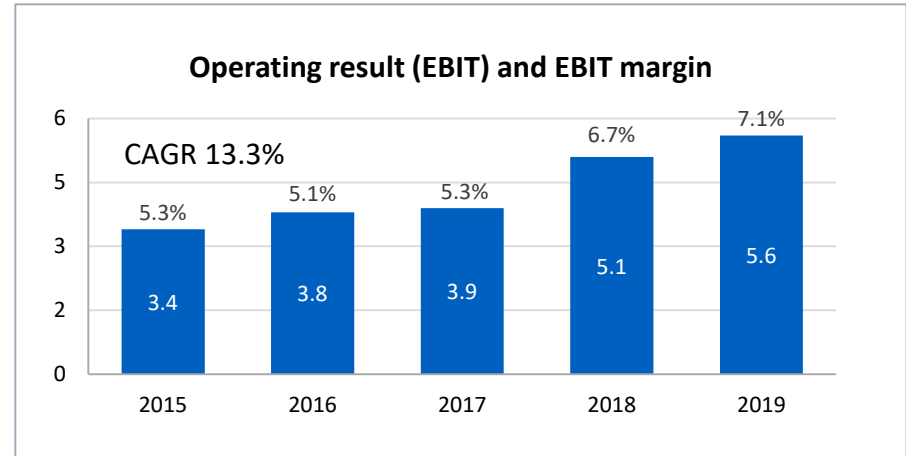
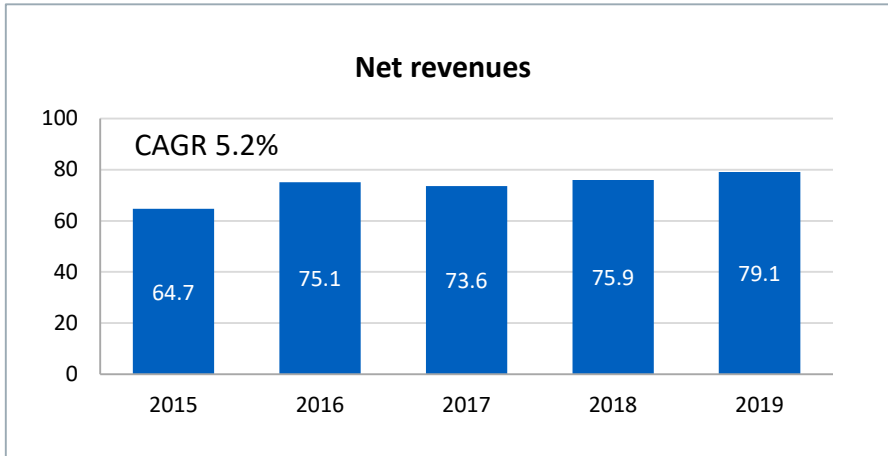


## Division Kardex Mlog - Financial Highlights 2019

EUR millions	2019	2018	+/-%
Bookings	64.0	100.0	-36.0%
Order backlog	58.0	73.2	-20.8%
<b>Net revenues</b>	<b>79.1</b>	<b>75.9</b>	<b>4.2%</b>
<b>EBITDA</b>	<b>6.6</b>	<b>5.9</b>	<b>11.9%</b>
<i>EBITDA in %</i>	<i>8.3%</i>	<i>7.8%</i>	
<b>EBIT</b>	<b>5.6</b>	<b>5.1</b>	<b>9.8%</b>
<i>EBIT in %</i>	<i>7.1%</i>	<i>6.7%</i>	
Employees	291	287	1.4%

- New Business bookings affected by delayed customer decisions until end Q3
- LCS bookings with another double digit increase
- Net revenues showed solid growth based on strong backlog
- EBIT and EBITDA margin further increased
- Financial KPIs in upper target range:
  - EBIT margin 7.1%
  - ROCE 33.5%

# Division Kardex Mlog - Key Figures 2015-2019 (in EUR millions)





# Outlook

Jens Fankhänel, CEO

## Assumptions and Expectations for 2020

- Solid backlog supports a sound start into 2020
- Kardex Remstar experiences a slowdown in bookings
- Kardex Mlog expects results approximately in line with 2019
- Cautious outlook for FY 2020 due to high market uncertainties
- Continued strategic investments in supply chain, technology and digitalization to prepare for the future despite uncertain market situation

## Questions and Answers

## Disclaimer

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