

# Company presentation

November 25, 2022



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# Disclaimer

## Comment on forward-looking statements

The information published in this presentation relating to the future development of HELMA Eigenheimbau AG and its subsidiaries refers only to forecasts and estimates and thus not to given historic facts. This merely serves for information purposes and may contain words such as “intend”, “aim”, “expect”, “plan”, “forecast”, “assume” or “appraise”. These forward-looking statements rely on the information, facts and expectations available to us at present, and therefore only apply at the point in time of their publishing.

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## Note on rounded amounts and percentages

Slight differences can occur in the summation of amounts and percentages in this presentation due to commercial rounding.

# 1. Investment case

## HELMA



... **is a leading supplier** of individual detached houses, pre-planned semi-detached, terraced and multi-family houses as well as holiday properties in Germany.



... **invests in land plots** in high-growth metropolitan regions and attractive holiday regions, and thereby **has a broadly diversified project pipeline** characterised by favourable entry conditions.



... **is benefiting greatly from the 4 real estate megatrends:** Environmentally compatible living / Attractive metropolitan regions / Home in the countryside / Mobile working.



... is making an **active contribution to achieving Germany's climate protection targets.**



... aims to achieve a long-term **continuation of profitable growth**, as soon as the market environment has been normalised.

## 2. Business model

### Individual segment



- **Individual detached houses both with** (HELMA Wohnungsbau GmbH) **and without land plots** (HELMA Eigenheimbau AG).
- Solid construction of detached houses occurring especially in many high-growth metropolitan regions for owner-occupiers.
- HELMA Eigenheimbau AG also realises **individual energy self-sufficient houses without land plots**.

Total market: c. 77 % of owner-occupied houses in Germany are built using the solid construction method

### Pre-planned segment



- **Pre-planned residential units in semi-detached, terraced and multi-family houses**, all including land plots, in various major cities as well as in their suburbs for owner-occupiers (focus) and investors via HELMA Wohnungsbau GmbH.
- HELMA Ferienimmobilien GmbH develops, plans and sells **holiday properties and apartments** to private customers for own use or as high-yield capital investment – Including land plot with current focus on the North Sea and Baltic Coast, German seaside and river locations, and the low mountain range.



### Individual and Pre-planned segments



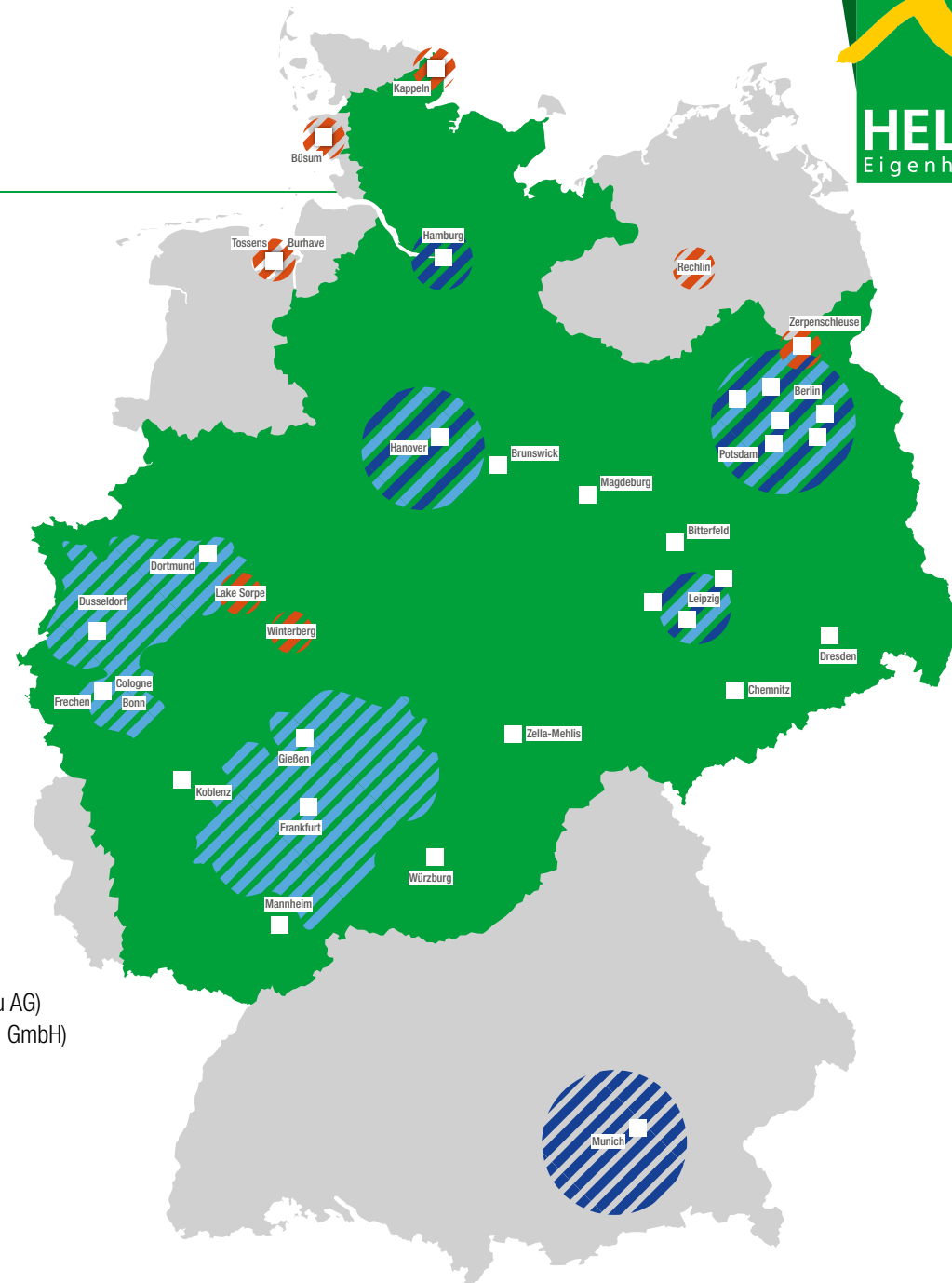
- Nationwide and bank-independent **financing and building insurance brokerage**, especially for private customers of the HELMA Group via Hausbau Finanz GmbH.

## 2. Business model



### Competitive strengths

- **Experienced:** Several thousand references
- **Attractive:** Individual all-inclusive packages
- **Value-retaining:** Sustainable product quality
- **Personal:** Regional presence
- **Secure:** High creditworthiness and transparency



□ Sales location

#### Individual segment:

- Individual detached houses excluding land plots (core region HELMA Eigenheimbau AG)
- ▨ Individual detached houses including land plots (core region HELMA Wohnungsbau GmbH)

#### Pre-planned segment:

- ▨ Pre-planned residential units in semi-detached, terraced and multi-family houses, all including land plots (core region HELMA Wohnungsbau GmbH)
- ▨ Pre-planned holiday properties and apartments including land plots (project region HELMA Ferienimmobilien GmbH)

Status as of November 2022

# 2. Business model

## Value chain

## Individual segment





# 2. Business model

## Value chain

### Pre-planned segment



## 2. Business model

Individual segment: individual dream houses





## 2. Business model

Individual segment: references for property development business – individual detached houses (extract)





## 2. Business model

Pre-planned segment: references for property development business –  
pre-planned semi-detached houses, terraced houses and owner-occupied apartments (extract)



## 2. Business model

Pre-planned segment: references for property development business – pre-planned semi-detached houses, terraced houses and owner-occupied apartments (extract)





## 2. Business model

Pre-planned segment: OstseeResort Olpenitz with 1,390 units in Schleswig-Holstein – over half of the units have already been completed



## 2. Business model

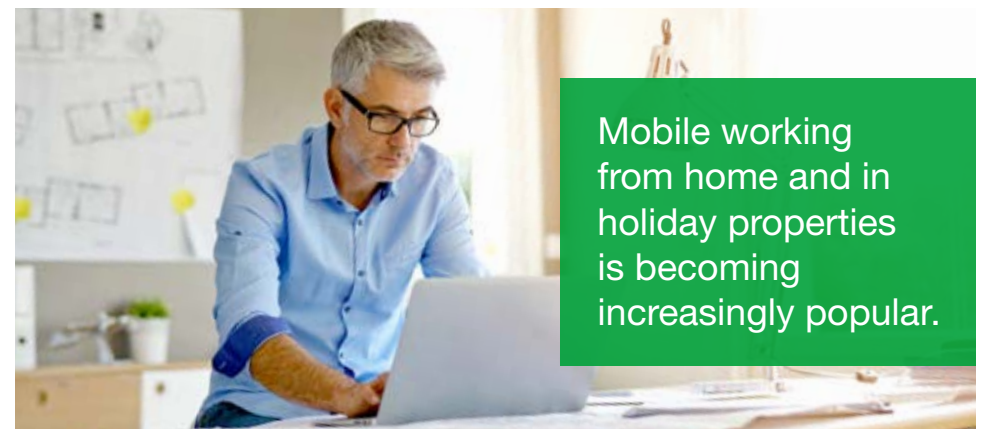
Pre-planned segment: holiday real estate projects at the North Sea and in low mountain range areas (extract)





### 3. Current market environment

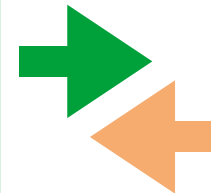
#### Real estate megatrends



### 3. Current market environment

#### Opportunities and challenges in the current market environment

- German government aims to build 400,000 new homes per year
- Home ownership rate of just 44 % in Germany highlights growth potential
- High level of financial assets and high inflation prompt flight to real estate assets in order to preserve capital
- Real estate enjoys high status as a retirement provision and capital investment
- Newbuilds increasingly more attractive than existing housing stock due to rising energy and rental costs
- The government is working on new support packages for housing construction



- Interest rate rise
- Discontinuation of subsidies as of January 24, 2022
- Increase in construction costs
- Material bottlenecks

**The current challenges in the real estate market are contrasted by promising opportunities, which are strengthened by the currently prevailing megatrends.**

# 4. Sustainability

## Ecological and social responsibility

### Reducing CO<sub>2</sub> emissions

The houses and apartments that we realise each year achieve CO<sub>2</sub> emission reductions of around 250,000 tons\* in comparison with the average building stock.

\*Calculated on the basis of a useful life of 50 years, similar to that taken as the basis for the rate of depreciation of buildings.



### Social responsibility

We are committed to supporting social institutions that assist children, young people and families in difficult situations.



### Sustainable resource utilisation

As a member of the German Working Group for Environmentally Conscious Management (B.A.U.M.) and the Sonnenhaus Institute, we actively participate in the development and application of sustainable and resource-conserving energy concepts.





## 4. Sustainability

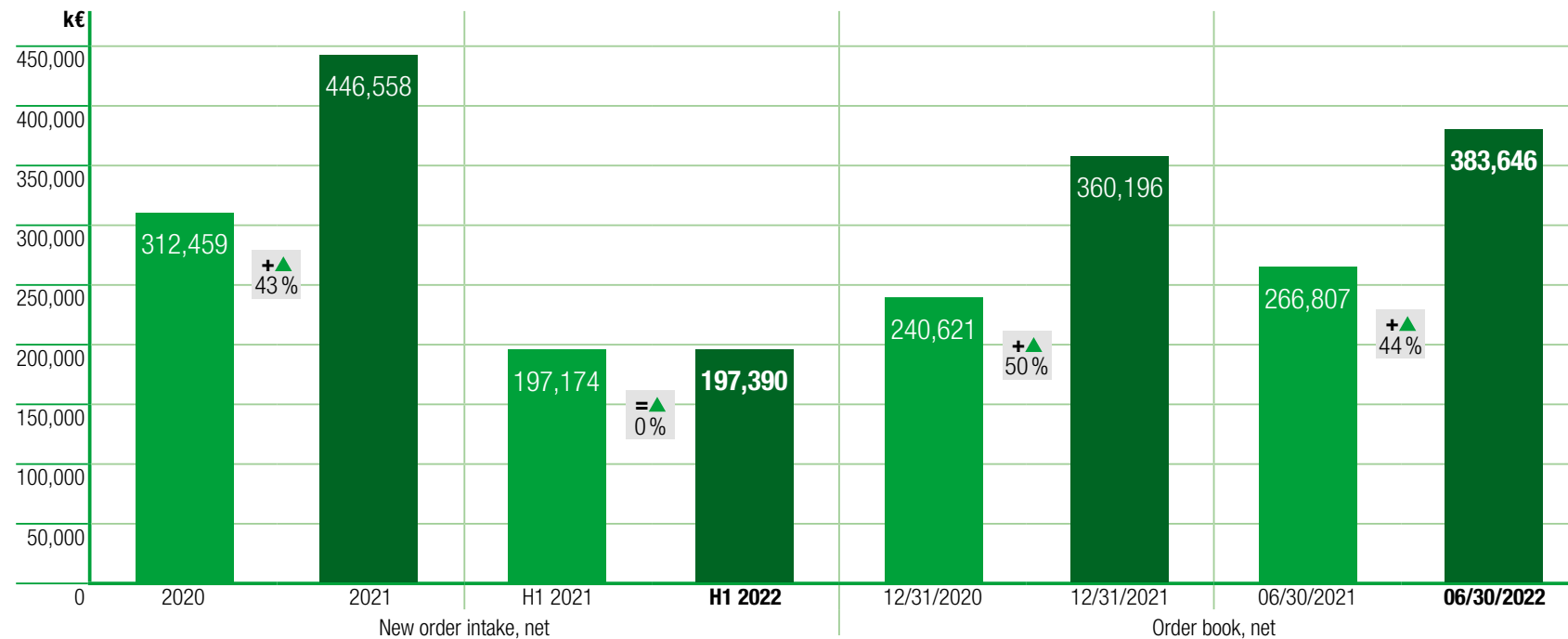
### Energy-efficient construction methods and sustainable energy concepts



- HELMA is a pioneer in the development of sustainable energy concepts.
- Increasing de-technicalisation of houses is environmentally compatible, reduces investment costs and diminishes need for maintenance.
- Future energy self-sufficient houses will be equipped with photovoltaics and electricity storage and will dispense with solar thermal energy and heat pumps.
- Heating supplied by infrared heaters and hot water boilers.

# 5. Order book position

HELMA Group new order intake and order book position



- New order intake in H1 2022 up slightly year-on-year level despite the deterioration in the market environment.
- In H2 2022, new order intake declined in a very difficult market environment.



## 5. Order book position

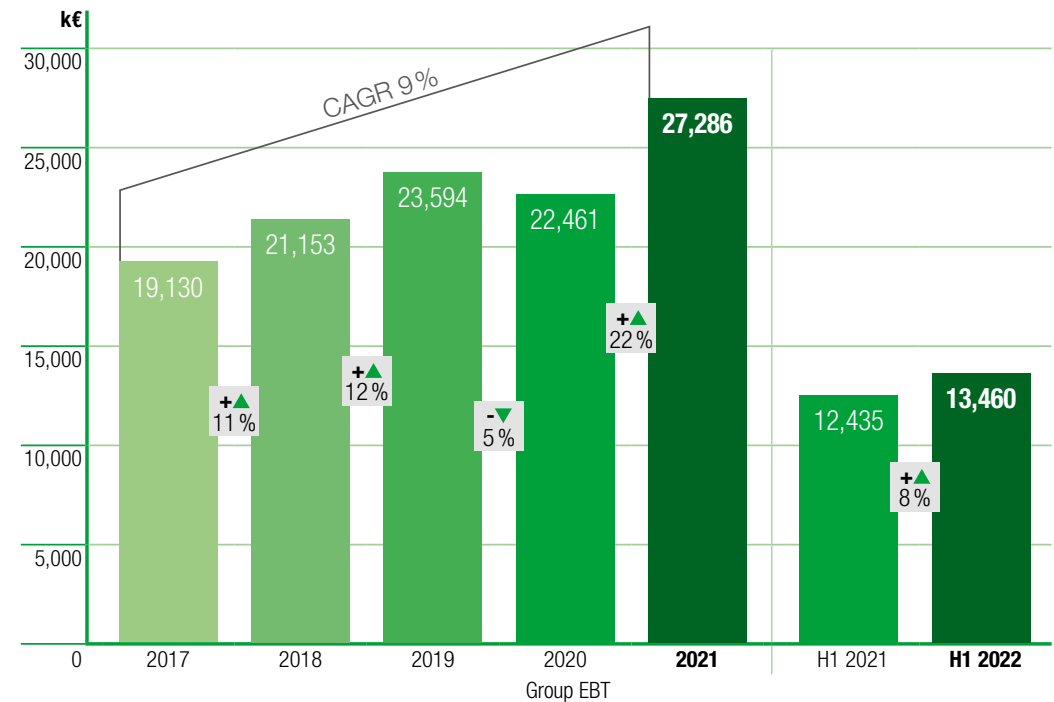
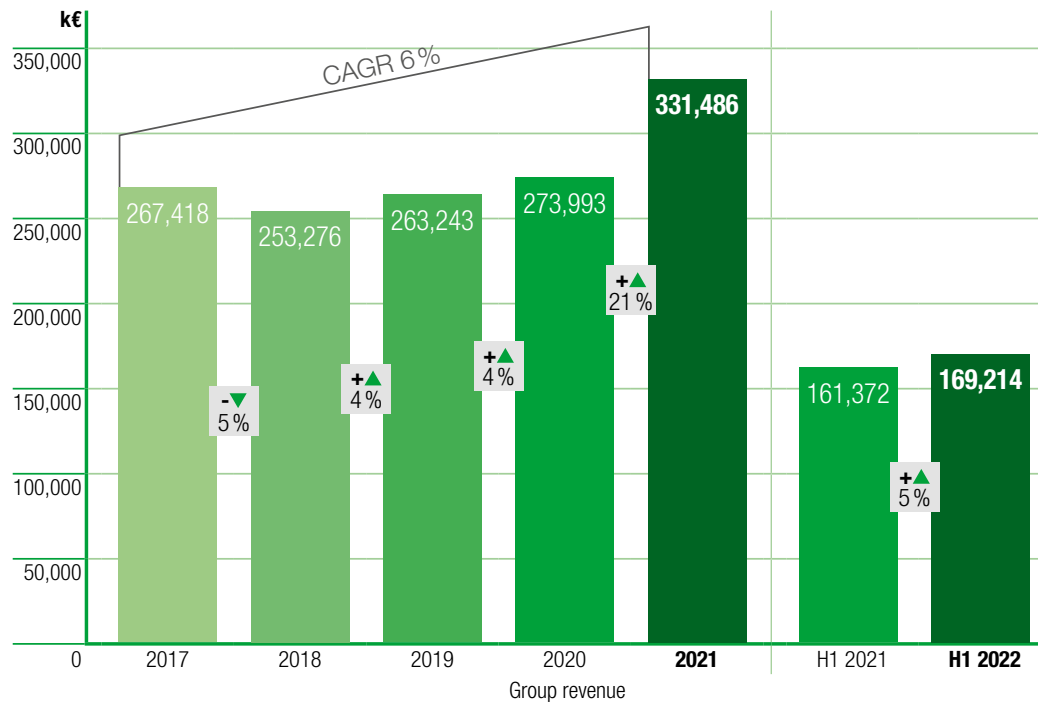
### Consolidated new order intake by segment

in k€	2020	Share in %	2021	Share in %	H1 2021	Share in %	H1 2022	Share in %
<b>Individual</b>	<b>193,885</b>	<b>62.1</b>	<b>247,110</b>	<b>55.3</b>	<b>111,316</b>	<b>56.5</b>	<b>105,643</b>	<b>53.5</b>
- of which HELMA Eigenheimbau AG	127,283		199,377		83,897		92,774	
- of which HELMA Wohnungsbau GmbH	66,602		47,733		27,419		12,869	
<b>Pre-planned</b>	<b>118,574</b>	<b>37.9</b>	<b>199,448</b>	<b>44.7</b>	<b>85,858</b>	<b>43.5</b>	<b>91,747</b>	<b>46.5</b>
- of which HELMA Wohnungsbau GmbH	44,090		85,997		42,638		58,023	
- of which HELMA Ferienimmobilien GmbH	74,484		113,451		43,220		33,724	
<b>Total</b>	<b>312,459</b>	<b>100.0</b>	<b>446,558</b>	<b>100.0</b>	<b>197,174</b>	<b>100.0</b>	<b>197,390</b>	<b>100.0</b>

- As expected, new order intake in the **Individual segment** decreased moderately, as the projects in the property development business currently being sold are more likely to be in the Pre-planned segment.
- With demand for holiday properties returning to normal, the **Pre-planned segment** recorded growth of 6.9 %.

# 6. Financial figures

## Revenue and earnings performance



- Earnings per share of € 2.23 in H1 2022 (H1 2021: € 2.17) and of € 4.69 in 2021 (2020: € 3.84) respectively.

## 6. Financial figures

### Consolidated revenue by segment

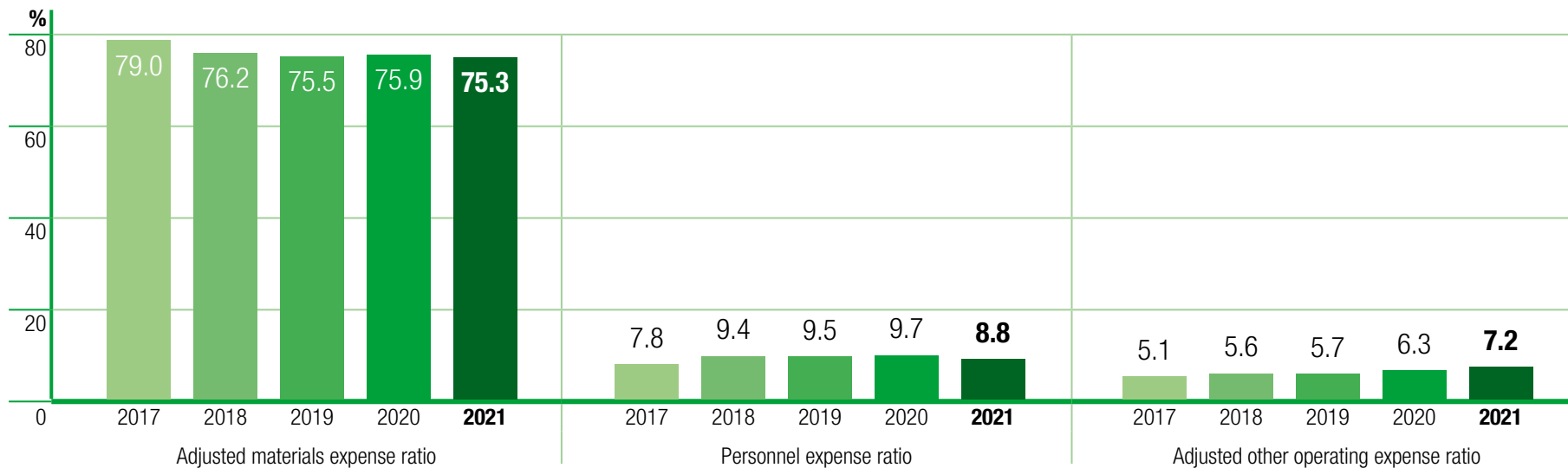
in k€	2020	Share in %	2021	Share in %	H1 2021	Share in %	H1 2022	Share in %
<b>Individual</b>	<b>172,760</b>	<b>63.1</b>	<b>178,656</b>	<b>53.9</b>	<b>77,845</b>	<b>48.2</b>	<b>82,810</b>	<b>48.9</b>
- of which HELMA Eigenheimbau AG	115,843		111,373		50,643		54,978	
- of which HELMA Wohnungsbau GmbH	55,420		65,672		26,296		27,002	
- of which Hausbau Finanz GmbH*	1,497		1,611		906		830	
<b>Pre-planned</b>	<b>101,233</b>	<b>36.9</b>	<b>152,830</b>	<b>46.1</b>	<b>83,527</b>	<b>51.8</b>	<b>86,404</b>	<b>51.1</b>
- of which HELMA Wohnungsbau GmbH	47,251		52,977		31,643		51,148	
- of which HELMA Ferienimmobilien GmbH	53,982		99,853		51,884		35,256	
<b>Total</b>	<b>273,993</b>	<b>100.0</b>	<b>331,486</b>	<b>100.0</b>	<b>161,372</b>	<b>100.0</b>	<b>169,214</b>	<b>100.0</b>

\* Allocated in its entirety to the Individual segment for reasons of simplification, as the significantly greater proportion of services is rendered in this segment.

- Both business segments contributed to a 4.9 % increase in revenue.
- Revenue in the **Individual segment** up by 6.4 % and in the **Pre-planned segment** by 3.4 %.

## 6. Financial figures

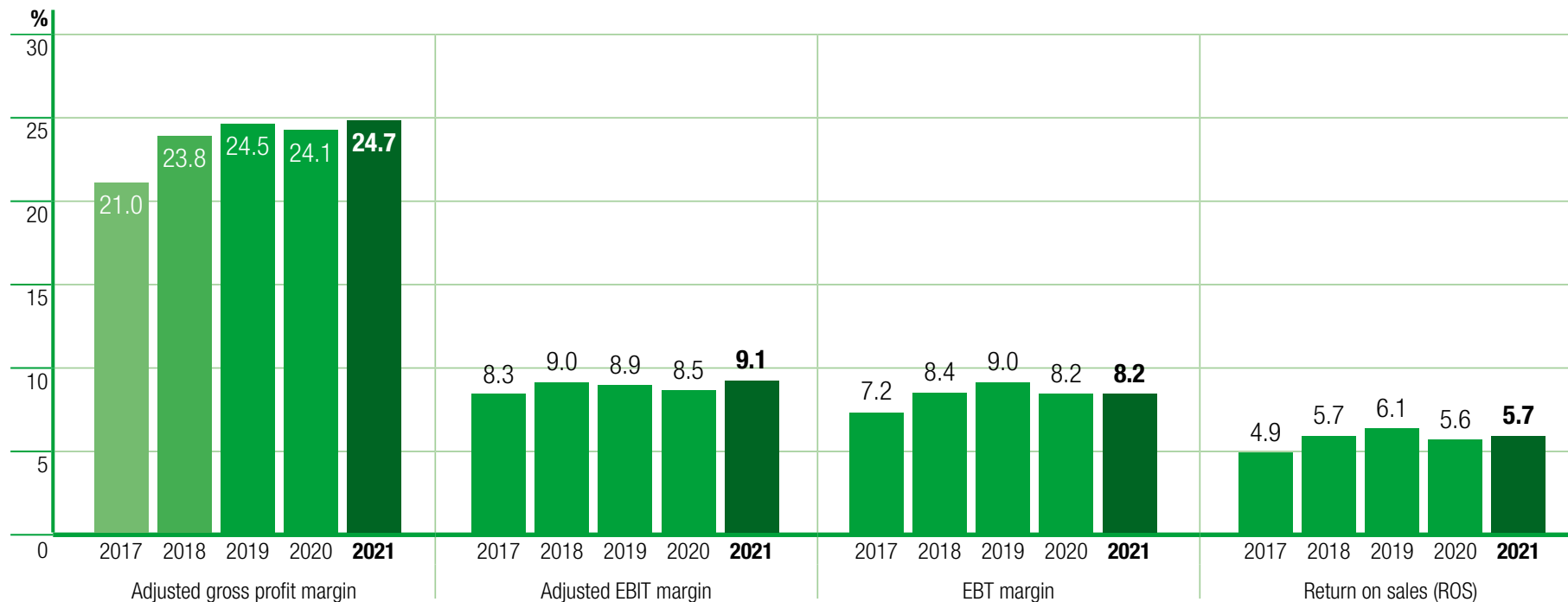
### Trends in cost ratios to revenue



- Pleasing trend in the materials expense ratio due to above-average margins on various property development projects despite difficult conditions in procurement markets.
- Improvement in the personnel expense ratio reflects above-average revenue growth compared to market-related wage adjustments on an almost unchanged headcount.
- Increase in other operating expense ratio reflects highest revenue growth rate in business area with above-average sales commissions.

## 6. Financial figures

### Trends in profit margins to revenue



- Adjusted EBIT margin of 9.1 % reflects further tangible year-on-year improvement.
- EBT margin and return on sales approximately at previous year's level, as positive special effects are included in the previous years' financial result.



## 6. Financial figures

Strong financial position with equity ratio above the sector average

Consolidated balance sheet structure of assets

in k€	12/31/2020	Share in %	12/31/2021	Share in %	06/30/2022	Share in %
Non-current assets	27,482	6.5	24,966	5.5	24,903	5.7
- of which property, plant and equipment	19,499	4.6	19,299	4.3	18,999	4.3
Current assets	395,890	93.5	426,464	94.5	412,706	94.3
- of which inventories including land	281,673	66.5	311,024	68.9	321,287	73.4
- of which cash and cash equivalents	20,087	4.7	21,787	4.8	21,879	5.0
<b>Total assets</b>	<b>423,372</b>	<b>100.0</b>	<b>451,430</b>	<b>100.0</b>	<b>437,609</b>	<b>100.0</b>

Consolidated balance sheet structure of equity and liabilities

in k€	12/31/2020	Share in %	12/31/2021	Share in %	06/30/2022	Share in %
Equity	116,578	27.5	129,481	28.7	138,479	31.6
Non-current liabilities	195,211	46.1	228,532	50.6	210,348	48.1
- of which non-current financial liabilities	181,603	42.9	212,288	47.0	194,331	44.4
Current liabilities	111,583	26.4	93,417	20.7	88,782	20.3
- of which current financial liabilities	36,890	8.7	20,633	4.6	15,871	3.6
<b>Total equity and liabilities</b>	<b>423,372</b>	<b>100.0</b>	<b>451,430</b>	<b>100.0</b>	<b>437,609</b>	<b>100.0</b>

- Increase in inventories – including land plots recognised as current assets at cost prices (principle of lowest value) – secures continued growth of high-margin property development business.
- A high equity ratio that is well above the sector average enables financing of land purchases at attractive conditions below usual market values.
- Current financial liabilities comprise, among others, financing facilities for land and projects. As it is to be assumed that these financing facilities will be repaid through the acquirer's purchase price payments within the next twelve months, these liabilities are to be presented as current financial liabilities irrespective of the actual financing term.

## 6. Financial figures

### Development of cash flows

in k€	2017	2018	2019	2020	2021	H1 2021	H1 2022
Cash flow from operating activities	-13,344	4,061	-3,499	-9,298	549	7,710	26,646
- of which cash earnings	<b>17,965</b>	<b>14,983</b>	<b>18,089</b>	<b>20,352</b>	<b>24,481</b>	<b>12,027</b>	<b>13,192</b>
- of which change in working capital	<b>-31,278</b>	<b>-10,877</b>	<b>-21,628</b>	<b>-29,658</b>	<b>-23,830</b>	<b>-4,257</b>	<b>13,483</b>
- of which gain/loss on disposal of fixed assets	-31	-16	-29	8	-102	-60	-29
Cash flow from investing activities	-3,298	-4,445	-2,005	-1,872	-2,019	-1,102	-1,072
Cash flow from financing activities	21,967	56	5,879	14,554	3,170	-7,352	-25,482
<b>Cash and cash equivalents at the end of the period</b>	<b>16,656</b>	<b>16,328</b>	<b>16,703</b>	<b>20,087</b>	<b>21,787</b>	<b>19,343</b>	<b>21,879</b>

- Sustainably positive cash earnings from operating business.
- Despite an increase in inventories, working capital decreased mainly due to a tangible reduction in receivables.

## 7. Project pipeline

### Successful expansion of the project pipeline

in k€	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	06/30/2022
Inventories	199,891	220,152	232,210	281,673	311,024	321,287
<b>- of which land</b>	<b>172,429</b>	<b>185,853</b>	<b>192,496</b>	<b>220,287</b>	<b>230,468</b>	<b>238,649</b>
- of which building and ancillary building costs	21,738	26,469	29,130	47,922	65,368	66,958
- of which capitalised interest	5,455	7,724	10,519	13,397	15,145	15,636
- of which others	269	106	65	67	43	44

- Land plots held as inventory (recognised at lower of cost or market) of € 238.6 million (12/31/2021: € 230.5 million) as well as further contractually secured land plots with a purchase price volume of € 69.0 million as of June 30, 2022 (12/31/2021: € 52.8 million) form an excellent foundation on which to expand the high-margin property development business.
- Most of the purchase price for land plots is usually paid after the building rights have been established, which significantly reduces risk as well as capital intensity.
- On average, the volume of land recognised as of June 30, 2022 was already purchased around four years ago, so that significant hidden reserves are expected to be released when the respective projects are realised.

## 7. Project pipeline

### Value creation and value appreciation



Land plots held as inventory and contractually secured land plots totaling € 307.6 million as of June 30, 2022



Revenue potential of € 2.1 billion from realised land purchases as of June 30, 2022

- Favourable initial purchase prices due to experienced acquisition agents
- Development gains through the creation of building rights and optimal land utilisation
- Significant price increases in the core regions
- Sale of HELMA products through strong specialist advisors with a high level of company identification

## 7. Project pipeline

Case studies: Attractive land purchases in the Hanover and Berlin regions



- Agricultural land with a total area of approximately 105,000 m<sup>2</sup> successively acquired from various sellers in 2020 and 2021.
- HELMA is responsible for procurement of building rights and development over the coming years.
- Development of approximately 117 residential units in detached and terraced houses.
- Access to existing, broad network of contacts enables exclusive acquisition of undeveloped land with building rights with a total size of approximately 55,000 m<sup>2</sup> in 2020.
- Preparation and development of the land carried out by the seller.
- Development of approximately 105 residential units in detached, semi-detached and terraced houses.



## 7. Project pipeline

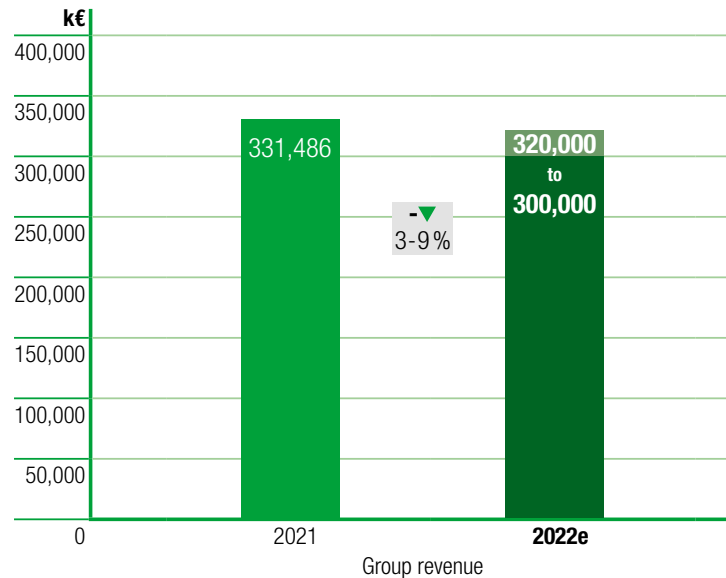
Revenue potential of € 2.1 billion from realised land purchases as of June 30, 2022

	Total		Individually planned detached houses		Pre-planned semi-detached and terraced houses and owner-occupied apartments	
	Number of units	Revenue volume in k€	Number of units	Revenue volume in k€	Number of units	Revenue volume in k€
HELMA Wohnungsbau GmbH Berlin/Potsdam region	1,455	833,300	690	402,800	765	430,500
HELMA Wohnungsbau GmbH Hamburg/Hanover region	515	262,100	190	105,200	325	156,900
HELMA Wohnungsbau GmbH Leipzig region	335	149,600	270	121,500	65	28,100
HELMA Wohnungsbau GmbH Munich region	230	199,400	0	0	230	199,400
HELMA Wohnungsbau GmbH Rhine-Main and Rhine-Ruhr region	70	33,900	70	33,900	0	0
<b>Total HELMA Wohnungsbau GmbH</b>	<b>2,605</b>	<b>1,478,300</b>	<b>1,220</b>	<b>663,400</b>	<b>1,385</b>	<b>814,900</b>
<b>Total HELMA Ferienimmobilien GmbH</b>	<b>1,375</b>	<b>605,900</b>	<b>0</b>	<b>0</b>	<b>1,375</b>	<b>605,900</b>
<b>Total HELMA Wohnungsbau GmbH &amp; HELMA Ferienimmobilien GmbH</b>	<b>3,980</b>	<b>2,084,200</b>	<b>1,220</b>	<b>663,400</b>	<b>2,760</b>	<b>1,420,800</b>

- **Property development subsidiaries** have a combined **revenue potential of € 2.1 billion**, most of which can be realised within around six years given sufficient demand for real estate in Germany.
- Given a sufficient demand for real estate in Germany, at HELMA Eigenheimbau AG an **annual contribution to revenue** is expected of **at least € 125 million**, for which it does not need its own land.



## 8. Forecast



- In consideration of the economic environment, the current challenges in the construction industry and the insolvency of a major subcontractor of HELMA Ferienimmobilien GmbH, the Management Board has adjusted the forecast accordingly.
- The expectation now is for revenues at the lower end of the range of € 300–320 million and EBT in the mid-single digit million range (previously: € 20 million).

## 8. Forecast

### Financing strategy



- **Equity base well above the average sector level**  
as basis for further corporate growth



- **Operating cash flow from current projects**  
and retained profits



- **Land purchase finance arrangements**  
with various, mainly long-standing, partner banks



- **Use of unsecured credit lines for temporary current financing**  
made available by a broad spectrum of banks



- **Capital market transactions or promissory note issues**  
comprise additional options where required

The average interest rate of the financial liabilities of the HELMA Group as of the balance sheet date (06/30/2022) was around 2.10 % p. a. and is thus clearly below the average financing costs of the relevant competition.

## 9. Share

### Performance of the HELMA share



- ISIN: DE000A0EQ578
- XETRA closing price on November 24, 2022: € 19.05
- Market capitalisation on November 24, 2022: € 76.2 million
- Free float market capitalisation on November 24, 2022: € 52.5 million

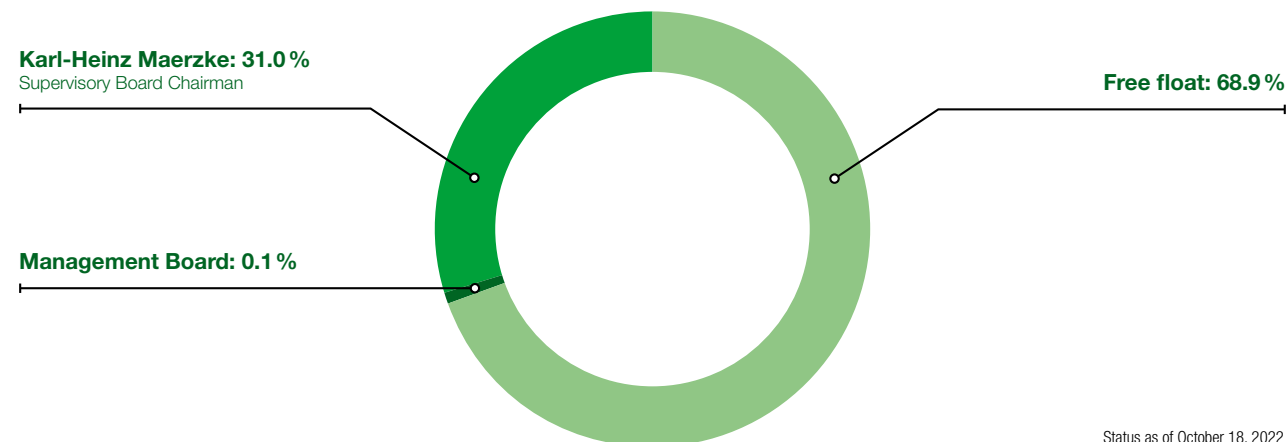
# 9. Share

## Dividend

in €	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Dividend per share	0.35	0.53	0.63	0.79	1.10	1.40	1.30	1.85	1.54	1.72

- Half of the net income for the year according to German Commercial Code (HGB) accounting standards will be used to pay an attractive dividend and half to finance further growth by way of reinvestment.

## Shareholder structure



Status as of October 18, 2022

# 10. Annex

## The HELMA Group at a glance

<b>Earnings</b>		<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Revenue	in k€	113,988	138,018	170,497	210,618	263,842	267,418	253,276	263,243	273,993	331,486
EBITDA	in k€	8,774	11,793	15,971	19,494	23,455	22,529	23,776	25,171	24,756	30,647
Adjusted EBITDA*	in k€	8,774	11,843	16,301	20,076	23,949	24,433	24,883	25,878	25,813	32,910
Operating earnings (EBIT)	in k€	7,335	10,286	14,167	17,774	21,662	20,232	21,784	22,782	22,169	27,904
Adjusted operating earnings (EBIT)*	in k€	7,335	10,336	14,497	18,356	22,156	22,136	22,891	23,489	23,226	30,167
Earnings before taxes (EBT)	in k€	5,755	8,271	11,690	14,956	19,568	19,130	21,153	23,594	22,461	27,286
Net income after minority interests	in k€	3,799	5,606	8,132	9,952	13,498	12,993	14,487	16,144	15,365	18,772
Cash earnings	in k€	8,524	11,752	16,302	15,325	20,953	17,965	14,983	18,089	20,352	24,481
Earnings per share**	in €	1.33	1.85	2.43	2.69	3.37	3.25	3.62	4.04	3.84	4.69
Dividend per share	in €	0.35	0.53	0.63	0.79	1.10	1.40	1.30	1.85	1.54	1.72
Adjusted gross profit margin	in %	23.7	24.1	24.4	23.4	21.5	21.0	23.8	24.5	24.1	24.7
Adjusted EBIT margin*	in %	6.4	7.5	8.5	8.7	8.4	8.3	9.0	8.9	8.5	9.1
EBT margin	in %	5.0	6.0	6.9	7.1	7.4	7.2	8.4	9.0	8.2	8.2
Return on sales (ROS)	in %	3.4	4.1	4.8	4.7	5.1	4.9	5.7	6.1	5.6	5.7

<b>Sales performance</b>		<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Net new order intake	in k€	131,398	158,979	193,005	269,386	286,815	245,393	278,576	296,486	312,459	446,558

<b>Selected balance sheet items and key figures</b>		<b>12/31/2012</b>	<b>12/31/2013</b>	<b>12/31/2014</b>	<b>12/31/2015</b>	<b>12/31/2016</b>	<b>12/31/2017</b>	<b>12/31/2018</b>	<b>12/31/2019</b>	<b>12/31/2020</b>	<b>12/31/2021</b>
Property, plant and equipment	in k€	15,022	15,760	16,139	16,342	16,398	16,621	19,065	19,919	19,499	19,299
Inventories including land	in k€	35,816	78,408	96,054	154,369	173,816	199,891	220,152	232,210	281,673	311,024
Cash and cash equivalents	in k€	1,540	6,821	6,916	12,493	11,331	16,656	16,328	16,703	20,087	21,787
Equity	in k€	20,365	28,033	40,952	69,898	80,236	88,829	97,716	108,594	116,578	129,481
Net debt	in k€	36,347	68,034	79,401	98,581	124,320	149,236	159,312	174,898	198,406	211,134
Total assets	in k€	84,645	136,600	159,947	244,994	278,242	317,653	341,440	380,164	423,372	451,430
Equity ratio	in %	24.1	20.5	25.6	28.5	28.8	28.0	28.6	28.6	27.5	28.7

<b>Other data</b>		<b>12/31/2012</b>	<b>12/31/2013</b>	<b>12/31/2014</b>	<b>12/31/2015</b>	<b>12/31/2016</b>	<b>12/31/2017</b>	<b>12/31/2018</b>	<b>12/31/2019</b>	<b>12/31/2020</b>	<b>12/31/2021</b>
Number of employees		188	211	233	254	290	304	325	322	346	348

\* Adjusted for the disposal of capitalised interest

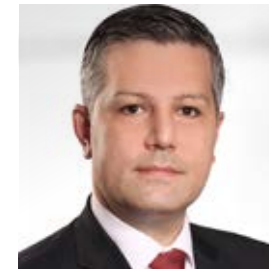
\*\* Relative to the average number of shares in circulation during the financial year

# 10. Annex

## Financial Calendar 2022

January 26, 2022	Roadshow ODDO BHF (virtual)
March 02, 2022	Preliminary figures for the 2021 financial year
March 09, 2022	Roadshow M.M.Warburg (virtual)
March 24, 2022	Publication Annual Report 2021
April 07, 2022	Metzler MicroCap Days (virtual)
May 03–04, 2022	Munich Capital Market Conference (Munich)
June 23–24, 2022	Warburg Highlights Conference (Hamburg)
July 01, 2022	Annual General Meeting (virtual)
August 11, 2022	Publication Half-Year Report 2022
August 24–25, 2022	Hamburg Investors' Day - HIT (Hamburg)
September 19–21, 2022	Berenberg and Goldman Sachs German Corporate Conference (Munich)
November 28–30, 2022	German Equity Forum (Frankfurt am Main)

## IR contact



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# 10. Annex



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