



Earnings Call Presentation

9M/2023



08 November 2023

AGENDA

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01 Overview



Highlights

9-month period 2023

01 Significant **progress in profitability** in Q3 with an operating EBIT margin of 16.2% (previous year: 13.8%)

02 **Positive development** reflects successful **turnaround** of subsidiary **APT**, implemented **price adjustments** and further cost **optimisations**

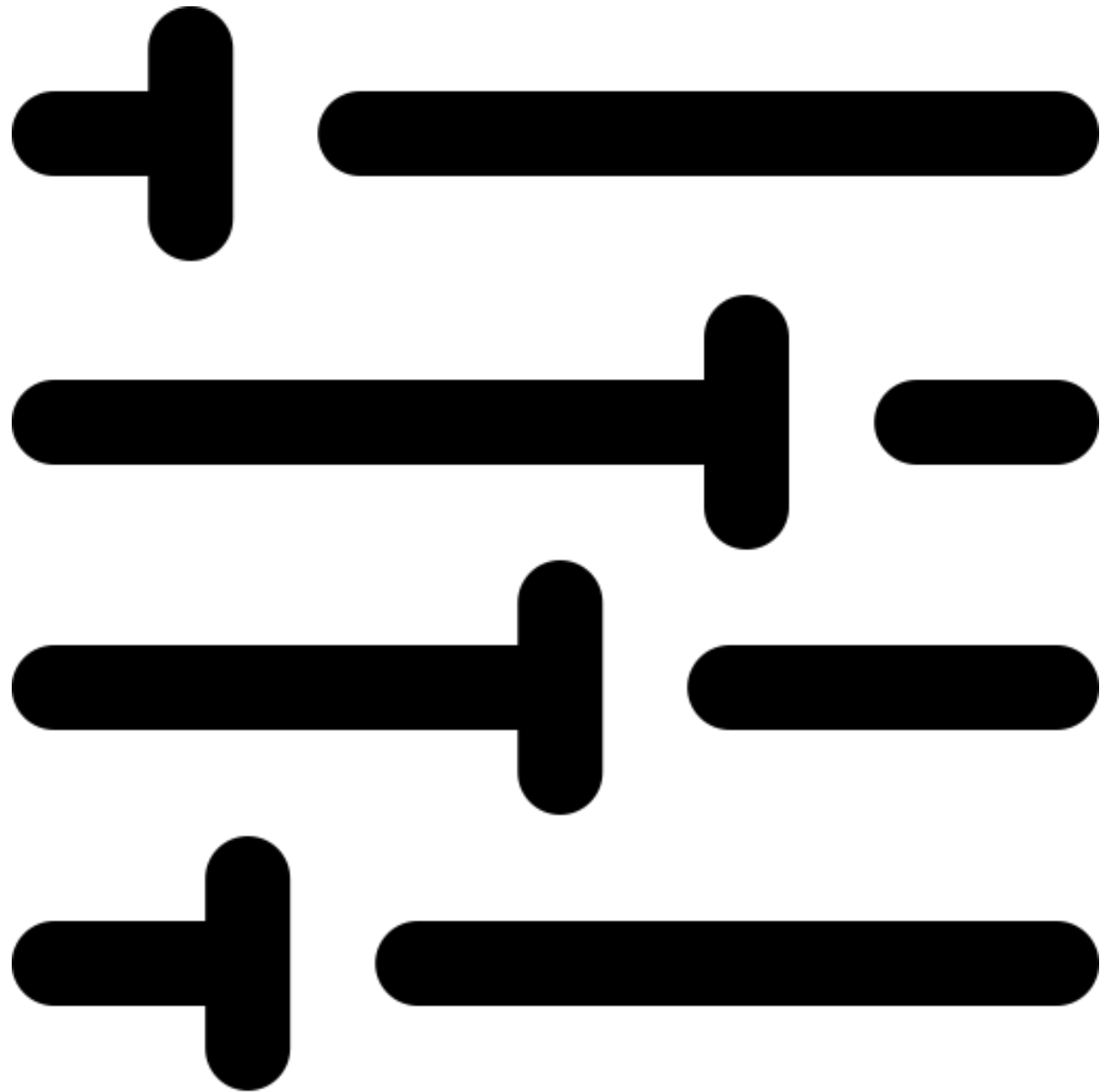
03 **High demand momentum** in the aviation business and the life science and medical technology sectors

04 **Broad diversification** is reflected in **stable revenue development**

05 **Double-digit earnings target** sustainably achieved with EBIT margin of **14.0%** (previous year: 13.7%)

06 **Stable liquidity situation** despite strategic working capital build-up - **high cash position** at EUR 9.6 million

07 **Robust order situation** - incoming orders remain at a **satisfactory normal level**



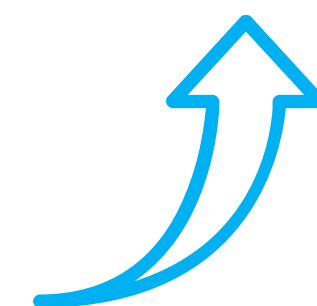
02 Key Figures

9M/2023

Key Figures (1)

9M/2023

| In EUR million | 9M/2023 | 9M/2022 | Change |
|------------------|---------|---------|--------|
| Revenue | 79.0 | 76.0 | +3.8% |
| EBITDA | 14.7 | 14.1 | +4.6% |
| EBIT (operating) | 11.0 | 10.4 | +6.1% |
| Group result | 7.2 | 7.3 | -1.3% |
| EPS (in EUR) | 0.75 | 0.76 | -1.3% |

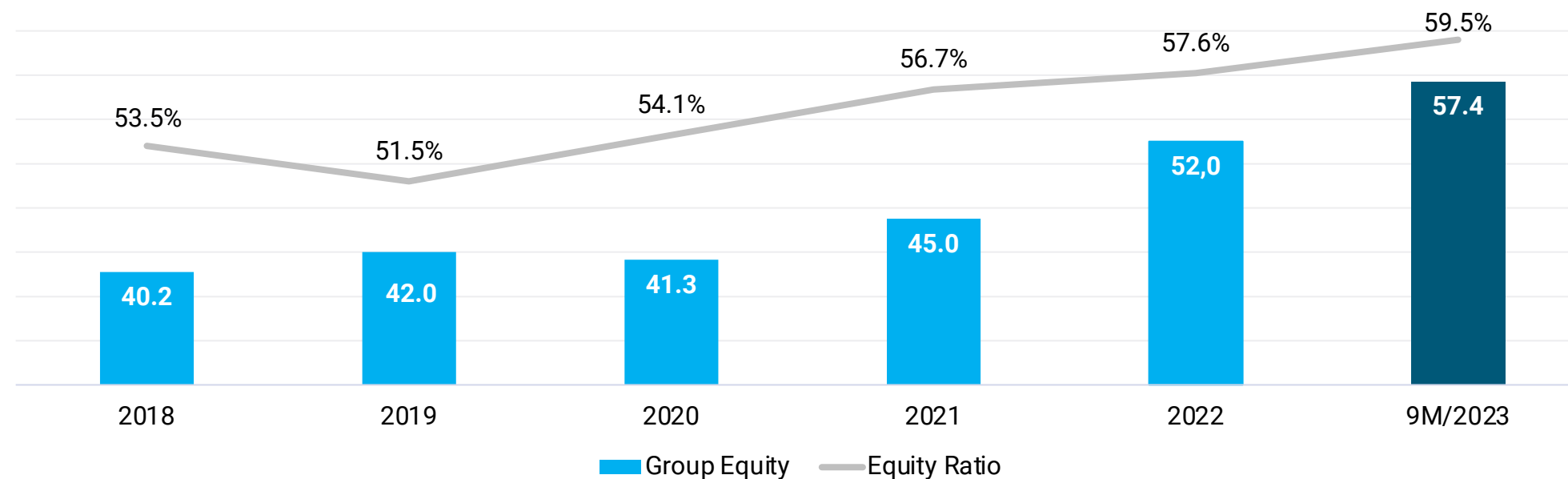


Significant progress in profitability in Q3 and solid nine months of 2023

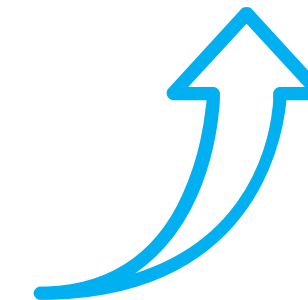
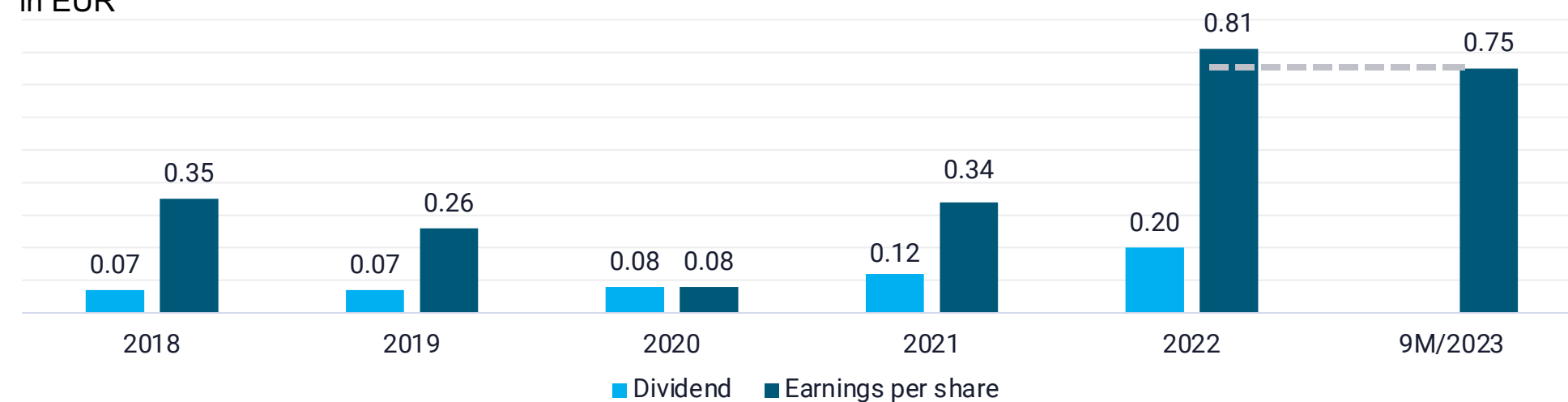
- Revenue increase of 3.8% in 9M/2023 compared to prior-year period
- Group operating EBIT up 6.1% than the prior-year period
- Operating EBIT margin rises to 14.0% after nine months (9M/2022: 13.7%)
- Significant margin increase in Q3 with 16.2% operating EBIT margin (previous year: 13.8%)

Rising group equity in the 9-month period

Group equity and equity ratio
in EUR million



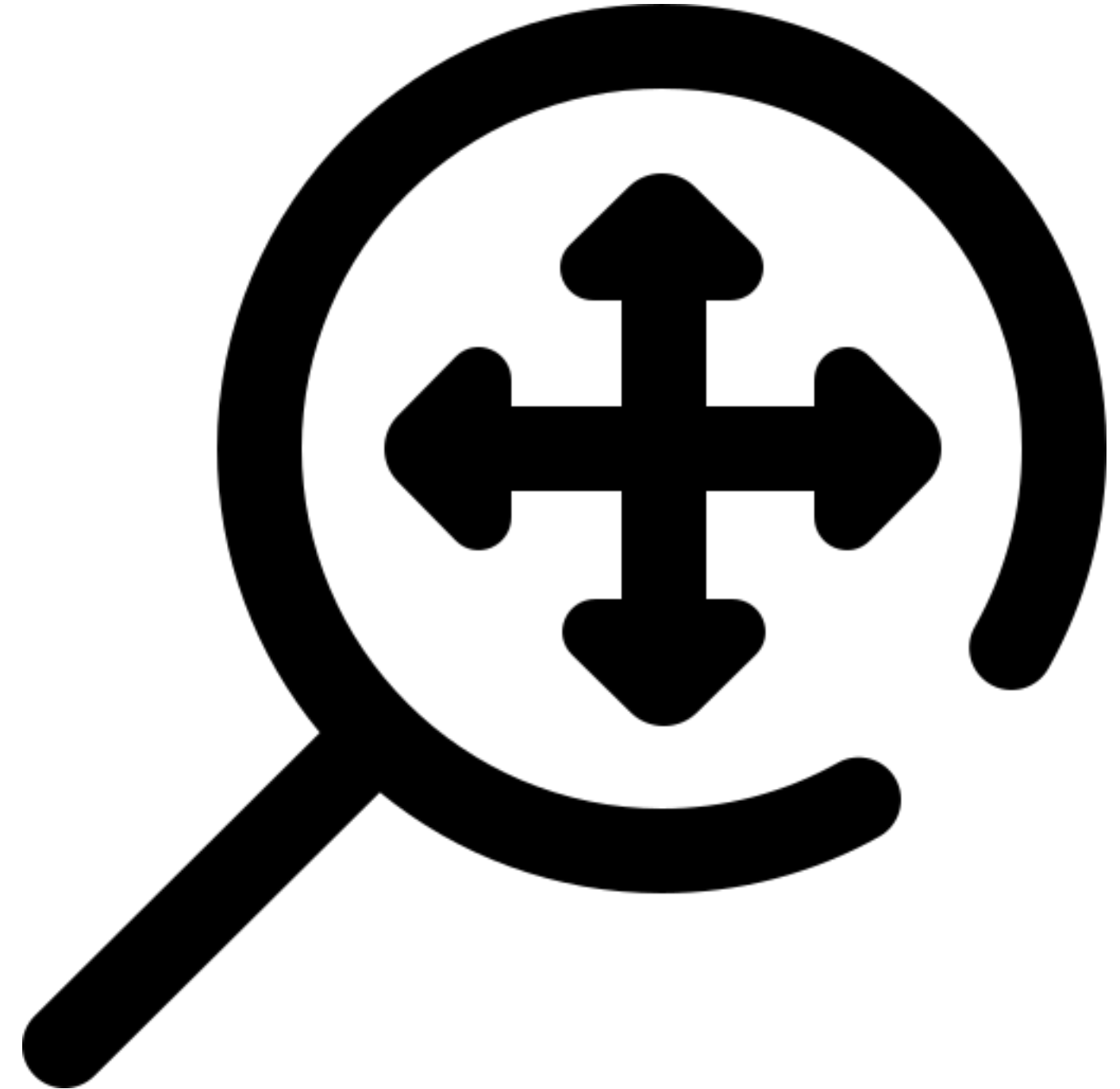
Dividend/EPS
in EUR



Equity increased further

- Consolidated equity increases to EUR 57.4 million as of 30 September 2023 (31 December 2022: EUR 52.0 million) due to positive earnings situation
- Cash and cash equivalents almost unchanged at EUR 9.6 million as of 30 September 2023 (31 December 2022: EUR 9.7 million) reflects working capital build-up and dividend increase
- Operating cashflow in 9M/2023 at EUR 7.6 million (9M/2022: EUR 5.7 million) – despite growth-related increase in working capital

03 Outlook



Outlook 2023

Stable growth in business thanks to broad industry expertise

Recessionary trends in traditional customer industries are (over)compensated by medical technology, life-science, semiconductor technology and aviation

Positive price effects due to subsequent price adjustments with a corresponding effect on revenue and results

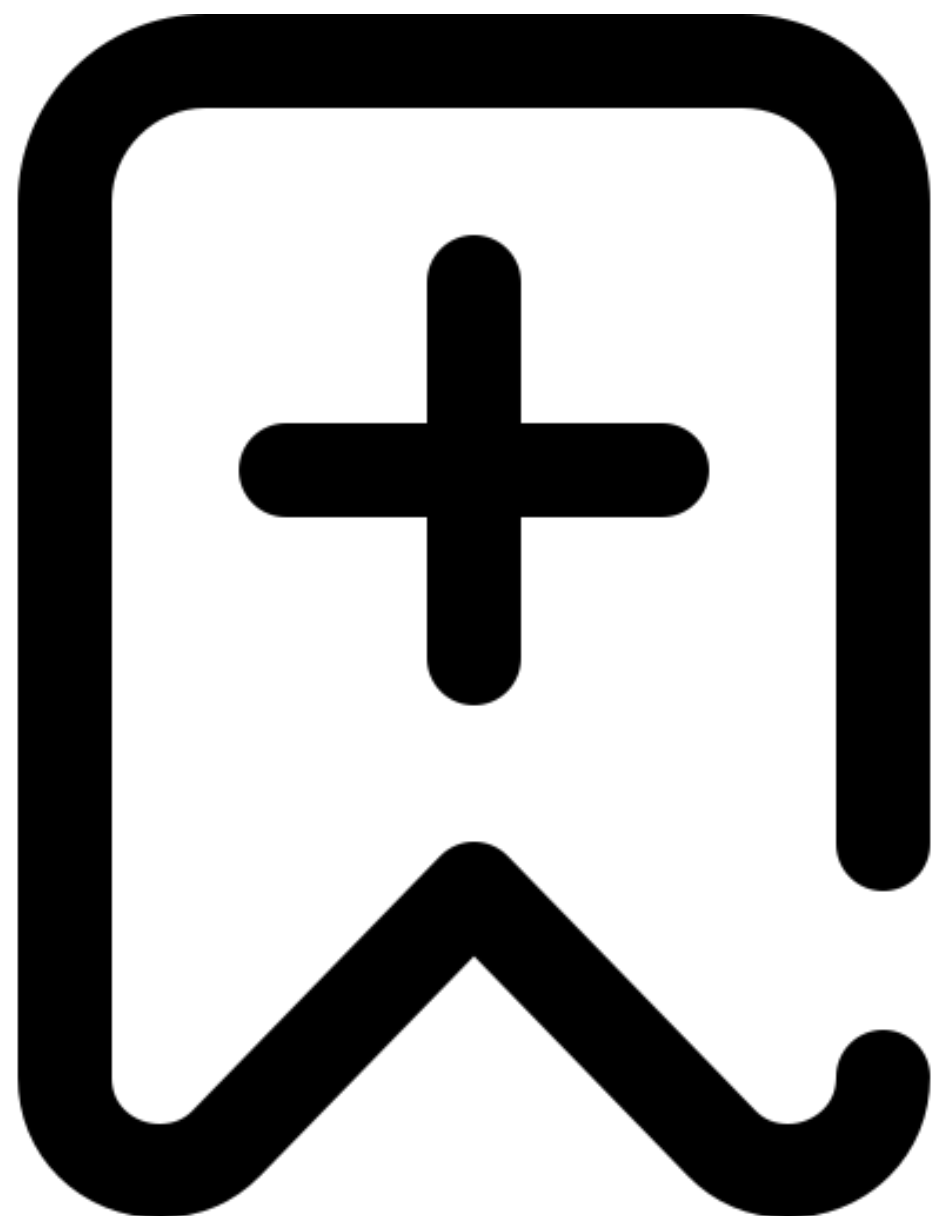
Solid order backlog and robust order intake

Continuous and sustainable implementation of further measures to increase efficiency

Forecast for 2023 confirmed despite economic, interest rate and geopolitical uncertainties confirmed

For 2023: continued growth in revenue to EUR 103 million to EUR 110 million expected (2022: EUR 100.3 million)

Operating EBIT to increase to between EUR 11 million and EUR 14 million in 2023 (2022: EUR 11.4 million) - Stabilisation and further expansion of the yield level achieved



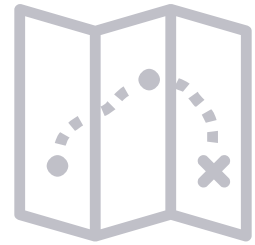
04 Appendix

Masterflex at a glance

| in thousand EUR | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | 9M/2023 |
|-------------------------|---------|---------|---------|---------|---------|---------|
| Revenue | 77,243 | 79,969 | 71,881 | 79,068 | 100,274 | 78,967 |
| EBITDA | 9,592 | 9,656 | 7,892 | 10,670 | 16,436 | 14,729 |
| EBIT (operating) | 6,251 | 5,058 | 3,167 | 5,764 | 11,395 | 11,043 |
| Group result | 3,373 | 2,532 | 793 | 3,282 | 7,777 | 7,240 |
| EPS (in Euro) | 0.35 | 0.26 | 0.08 | 0.34 | 0.81 | 0.75 |

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Thank you