



FORTEC
GROUP

**BIG ENOUGH TO COMPETE –
SMALL ENOUGH TO CARE.**

3RD QUARTER, FINANCIAL YEAR 2023/2024, MAY 2024

THE AGENDA

01 OVERVIEW

02 KEY FIGURES 3RD QUARTER, FY 2023/2024

03 FORECAST

04 ANNEX

LOCALLY ANCHORED & GLOBALLY ACTIVE

FORTEC GROUP

FORTEC
INTEGRATED

FORTEC
POWER

FORTEC
SWITZERLAND

FORTEC
UNITED KINGDOM

FORTEC
UNITED STATES

Currently still visible with old logo

FORTEC
EGYPT

FORTEC
CZECH REPUBLIC

FORTEC
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3RD QUARTER 2023/2024: GEOECONOMIC UNCERTAINTIES

Factors influencing the business development

- Normalisation of delivery capacity
- Tense economic situation
- Inflation-driven increase in personnel costs and other operating costs
- Ukraine war
- Disruptions in the Suez Canal
- Economic and political uncertainties

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EARNINGS AFTER NINE MONTHS BELOW PREVIOUS YEAR'S LEVEL

3rd quarter in FY 2023/2024
compared to the 3rd quarter of the previous year

in Mio. EUR	01.07.23 - 31.12.23	01.07.22 - 31.12.23
Turnover	70.0	78.5
EBIT	5.7	8.5
Net income	3.9	6.1

- Sales around 11% below previous year's level due to strained economic situation
- EBIT significantly below record prior-year period due to generally higher costs

A DETAILED LOOK AT THE CONSOLIDATED INCOME STATEMENT

IN THE ANNUAL COMPARISON 2023/2024 VS. 2022/2023

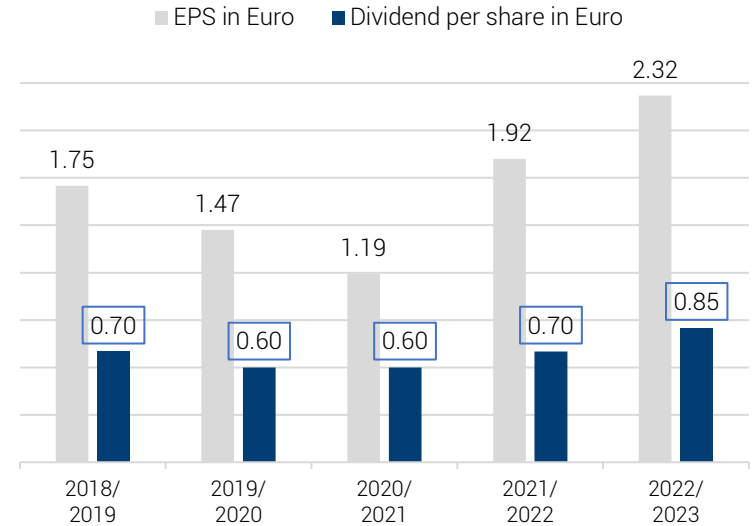
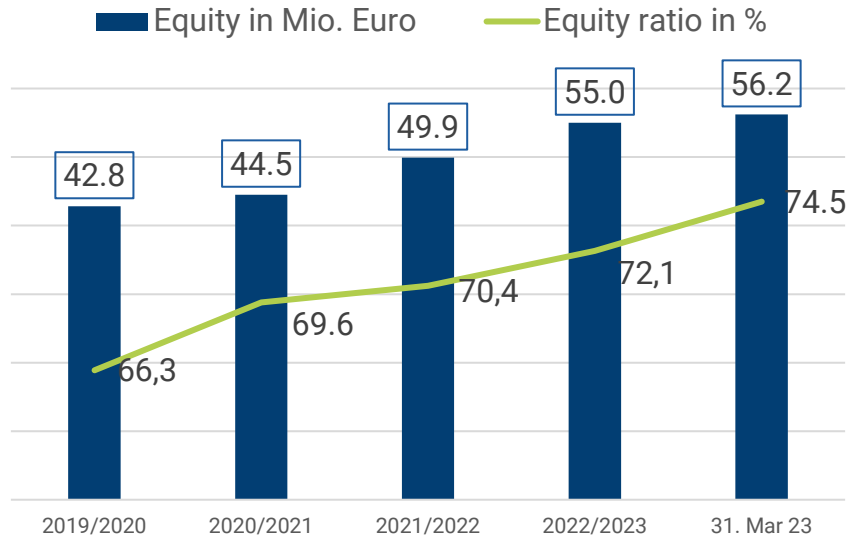
	1. Quarter 01.07.23- 30.09.23	2. Quarter 01.10.23- 31.12.23	3. Quarter 01.01.2024- 31.03.2024	Total 01.07.23- 31.03.24	Change to previous year	Total last year 01.07.22 – 31.03.23
Umsatzerlöse in TEUR	26,586	20,370	23,005	69,960	-10.9 %	78,516
Betriebsergebnis (EBIT) in TEUR	3,527	1,001	1,134	5,662	-33.4 %	8,500
Konzernüberschuss in TEUR	2,404	812	3,924	3,924	-35.6 %	6,093
Gesamtergebnis in TEUR	2,544	792	3,954	3,954	-31.5 %	5,776

KEY FIGURES AT A GLANCE

Financial year	2018/2019	2019/2020	2020/2021	2021/2022	2022/2023
Turnover in Mio. EUR	88.3	87.7	77.4	89.0	105.9
EBIT in Mio. EUR	7.4	6.5	5.3	8.5	10.7
EBIT-Marge in %	8.4	7.4	6.9	9.5	10.1
Net income in Mio. EUR	5.7	4.8	3.9	6.3	7.6
Dividend per Share in EUR	0.70	0.60	0.60	0.70	0.85

- Over 39 years in the profit zone
- Solid financing
- Stable dividend policy

RIISING EQUITY AND STABLE DIVIDEND



- Group equity as of 31.03.2024 at EUR 56.2 Mio. (30.06.2022: EUR 55.0 Mio.)
- Cash and cash equivalents as at 31.03.2024 at EUR 18.8 Mio. (30.06.2022: EUR 13.2 Mio.)
- Inventories as of 31.03.2024 at EUR 26.6 Mio. (30.06.2022: EUR 32.6 Mio.)

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FORECAST 2023/2024

ADJUSTMENT ON 22 MAY 2024

Turnover

EUR 95.0 million to EUR 100.0 million (previously: EUR 106.0 million to EUR 116.0 million)

Group-EBIT

EUR 7.0 million to EUR 9.5 million (previously: EUR 9.5 million to EUR 11.0 million)

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FINANCIAL CALENDAR

21.08.2024

Hamburger Investoren Tage (HIT)

30.10.2024

Publication of financial report FY 2023/2024

LEGAL NOTICE

This presentation contains forward-looking statements about future developments that are based on current estimates and plans of the management. These are subject to risks and uncertainties. Should one of these factors of uncertainty or other imponderables occur or should the assumptions underlying the statements prove to be incorrect, the actual developments could deviate substantially from the possible developments mentioned or implicitly expressed in these statements.

The Company does not intend or assume any obligation to update any forward-looking statements, which speak only as of the date they are made.



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**THANK YOU VERY MUCH FOR
YOUR INTEREST.**

SANDRA MAILE | CEO CHAIRWOMEN OF THE BOARD