

PRELIMINARY FIGURES FOR 2022 FINANCIAL YEAR

BERGISCH GLADBACH,
FEBRUARY 23, 2023

MATERIAL DEVELOPMENTS FY 2022 (1/2)

PLEASING OPERATIONAL PERFORMANCE OF CONTINUING OPERATIONS

- Decision by the Management Board to discontinue previous Automotive Technology segment
- Sale of SCHÄFER and SELZER planned by the end of 2023
- Portfolio split into continuing operations and discontinued operations (SCHÄFER, SELZER and SMA)
- Double-digit sales growth (continuing operations), with strong organic sales growth
- Encouraging development of new acquisitions in the INDUS portfolio
- EBIT before impairment losses (continuing operations) up on previous year

MATERIAL DEVELOPMENTS FY 2022 (2/2)

PORTFOLIO ADJUSTED THROUGH DISCONTINUED OPERATIONS

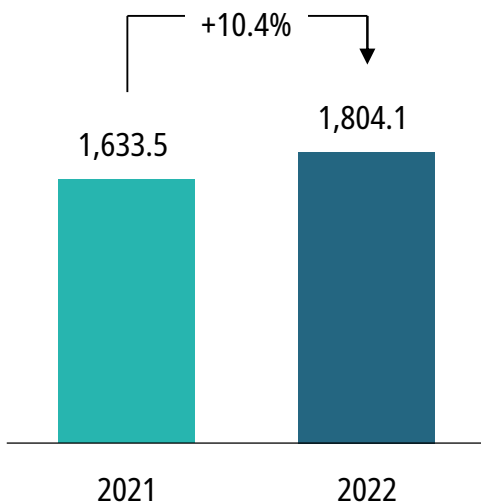
- Decrease in operating cash flow (continuing operations)
- Increase in net debt, particularly due to increased working capital compared to year-end 2021 (despite considerable decrease compared to the highs in 2022 during the year)
- Reduction of the equity ratio due to impairments from regular impairment tests, negative operating results of the companies in discontinued operations, value adjustments SMA due to insolvency and value adjustments SELZER in the course of the reclassification
- Good start into 2023

PRELIMINARY FIGURES FY 2022*

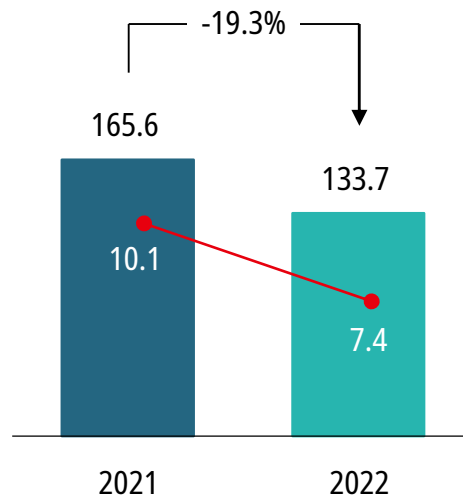
[INDUS]

INDUS IN STRONG OPERATIONAL POSITION (CONTINUING OPERATIONS)

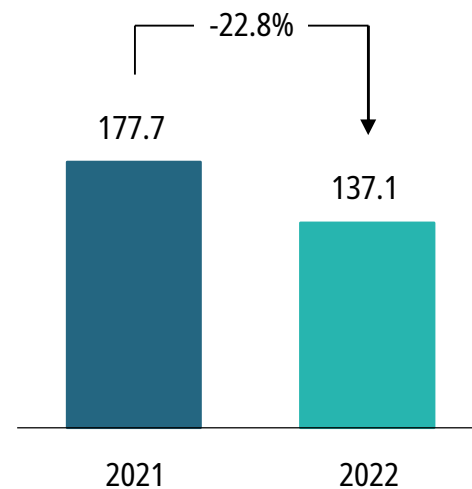
SALES ** (EUR million)



EBIT and EBIT MARGIN** (EUR million and %)



OPERATING CASH FLOW** (EUR million)



* unaudited and preliminary

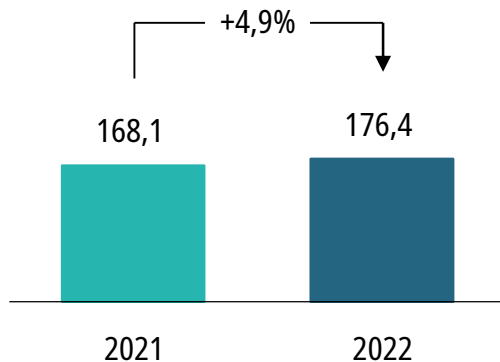
** from continuing operations, 2021 figures adjusted retroactively

PRELIMINARY FIGURES FY 2022*

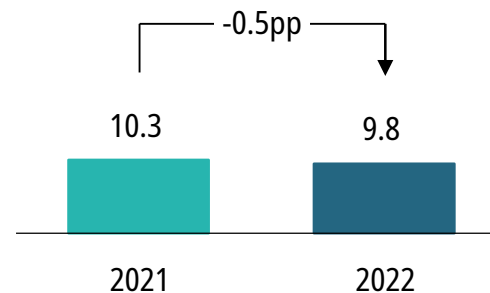
EBIT BEFORE IMPAIRMENT (CONTINUING OPERATIONS)

[INDUS]

EBIT BEFORE IMPAIRMENT (EUR million) **



EBIT MARGIN BEFORE IMPAIRMENT (%)**



EBIT adjusted for impairment through impairment testing

* unaudited and preliminary

** from continuing operations, 2021 figures adjusted retroactively

GOOD OVERALL OPERATING PERFORMANCE EXPECTED IN 2023

OUTLOOK FOR 2023 CAUTIOUSLY OPTIMISTIC

ENGINEERING

- Overall optimistic outlook for 2023, good start to the year
- With improved availability of electronic components, significant increase in sales in the area of measurement and control technology
- Further inorganic sales increase due to new acquisitions H+S and HELD from 2022

INFRASTRUCTURE

- Slowdown in market dynamics, order intake in the German construction industry declining
- Significant slowdown in construction business noticeable at some holding companies
- Renovation business (including energy-efficient refurbishment) remains stable

MATERIALS

- Pressure on earnings expected in 2023 due to rising energy and material costs
- Positive development in the nonwovens sector after completion of the site mergers in 2022
- Non-recurrence of a positive one-off effect from the sale of a property in 2022

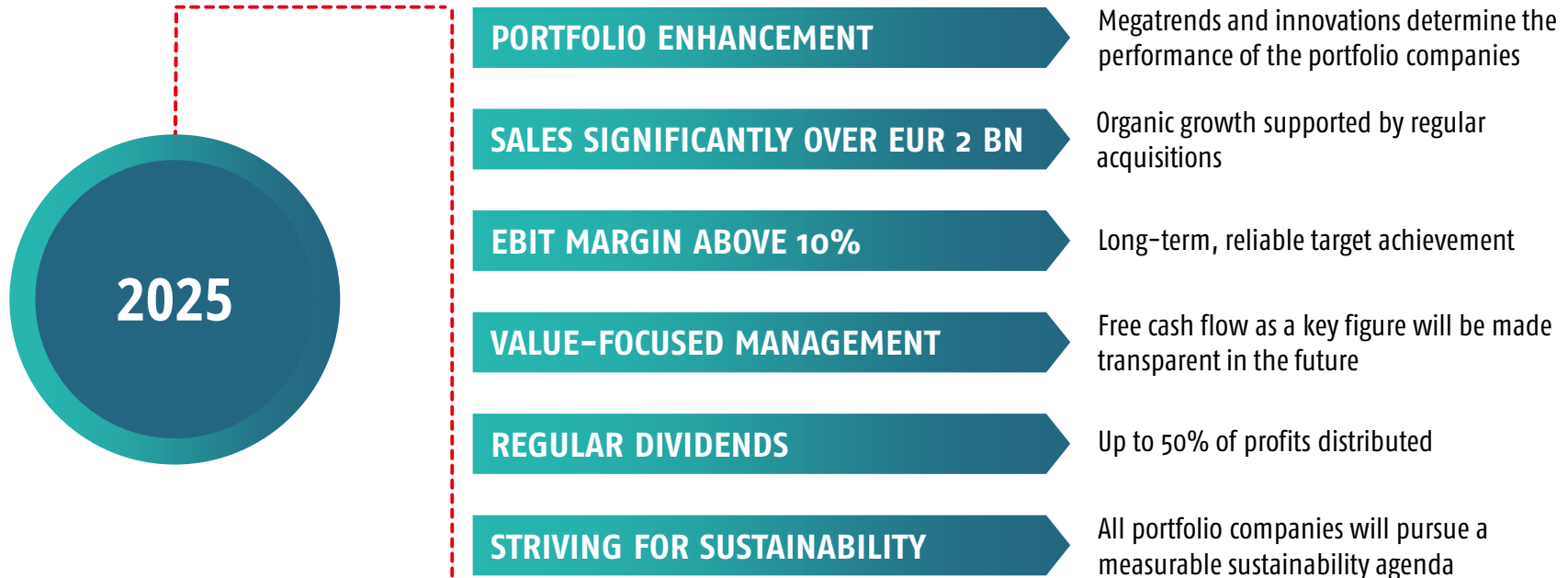
NON-CORE

- Intensive disposal activities for SCHÄFER and SELZER
- Interested parties for both companies with interest in purchasing

PARKOUR perform – SIX FOCAL POINTS TO HIT OUR TARGETS

[INDUS]

FOCUS ON 2025 TARGET ACHIEVEMENT

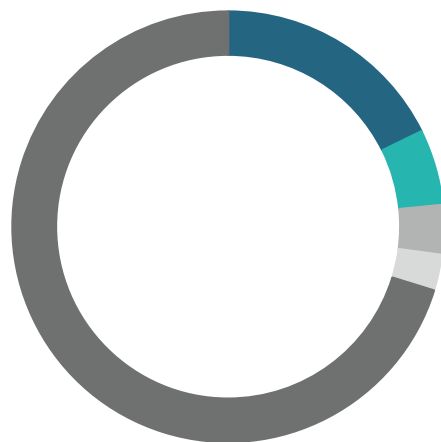


CURRENT SHAREHOLDER STRUCTURE

ANCHOR SHAREHOLDERS SUPPORT THE LONG-TERM CORPORATE STRATEGY

[INDUS]

SHAREHOLDER STRUCTURE OF INDUS HOLDING AG



■ **VERSICHERUNGSKAMMER BAYERN 17.7%**

■ **H. J. SELZER ET AL. 5.7%**

■ **WIRTGEN INVEST HOLDING 3.7%**

■ **EPINA 2.7%**

■ **FREE FLOAT* 70.2%**

* The German Stock Exchange defines free float as all shares not held by major shareholders (share of share capital of at least 5%). According to this definition, free float amounts to 76.6%.

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|------------------------------|--|
| WKN/ISIN | 620010/DE 000 620 010 8 |
| Foundation/IPO | 1986/1995 |
| Financial year | Jan. 1 – Dec. 31 |
| Share capital | EUR 69.9 million |
| Number of shares | 26,895,559 no-par bearer shares |
| Last capital increase | March 26, 2021 |
| Free float | Around 70% |
| Stock exchanges | XETRA, Düsseldorf, Frankfurt (regulated market) Tradegate Exchange, Berlin, Hamburg, Hanover, Munich, Stuttgart |
| Index | SDAX |
| Designated sponsors | Hauck & Aufhäuser Lampe Privatbank AG, ICF BANK AG, ODDO BHF |

CONTACT

INVESTOR RELATIONS

Do you have any questions or want to get in touch with us?

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