

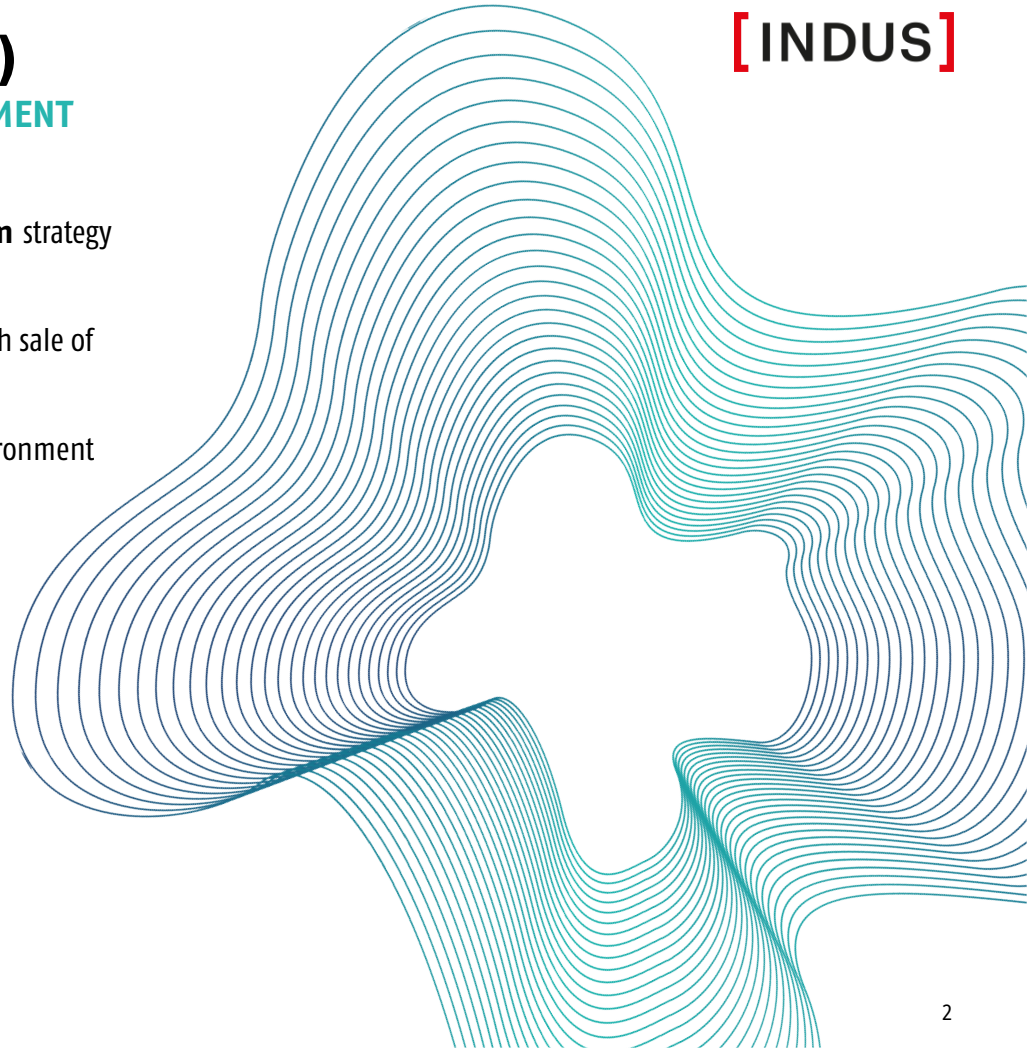
PRELIMINARY FIGURES FOR THE FINANCIAL YEAR 2023

BERGISCH GLADBACH, 21 FEBRUARY 2024

SIGNIFICANT DEVELOPMENTS FY 2023 (1/2)

STABLE DEVELOPMENT DESPITE DIFFICULT ENVIRONMENT

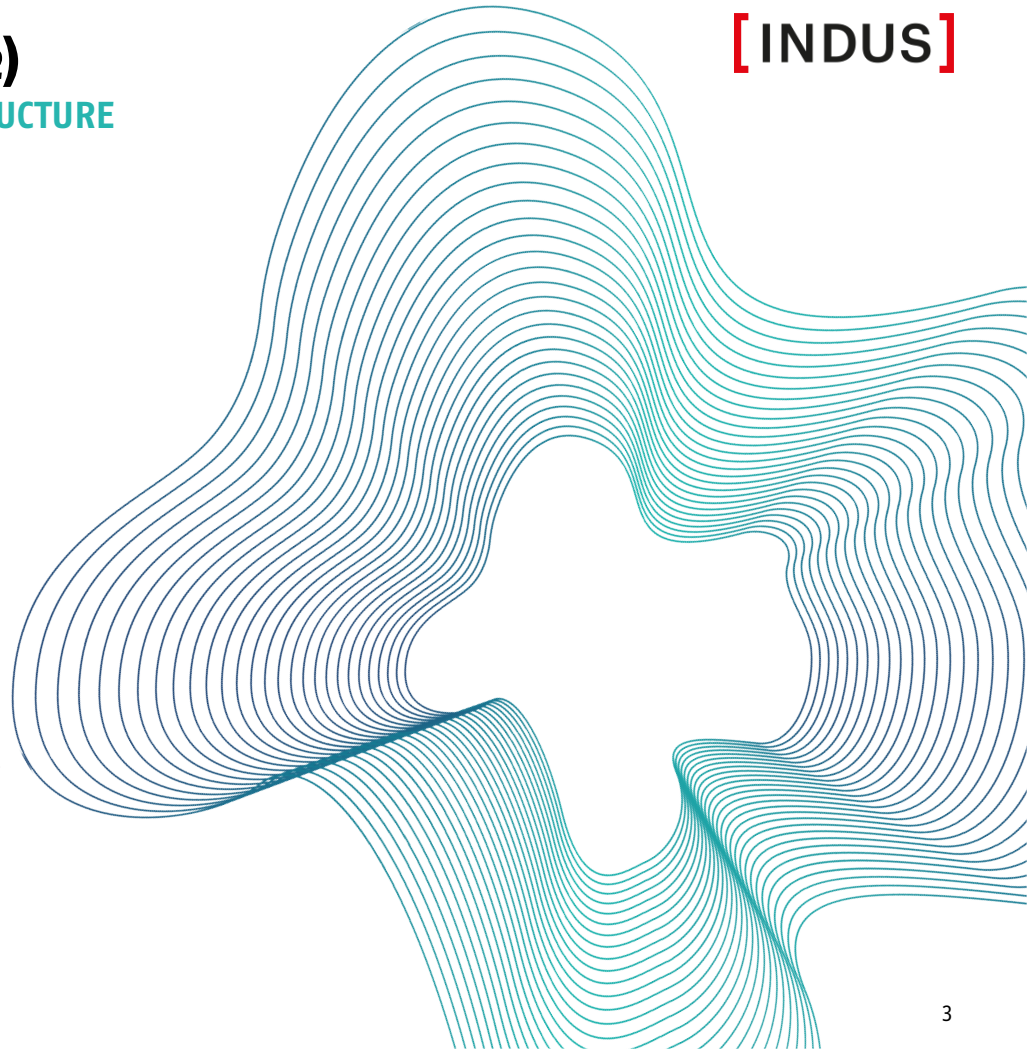
- Good progress with the implementation of the **Parkour perform** strategy update
- Discontinuation of the former Automotive Technology segment with sale of SCHÄFER and SELZER completed in Q3 2023
- Continuing operations stable despite difficult macroeconomic environment
 - Sales of EUR 1.8 billion at the previous year's level
 - EBIT of EUR 149.6 million above previous year
 - EBIT margin increased to 8.3
- EBIT includes impairment losses of EUR 19.3 million and PPA depreciation of EUR 19.2 million
- One add-on acquisition (QUICK building products for BETOMAX) Completed in 2023; currently very well-filled M&A pipeline



SIGNIFICANT DEVELOPMENTS FY 2023 (2/2)

SIGNIFICANTLY STRENGTHENED BALANCE SHEET STRUCTURE

- Favorable reduction of working capital over the course of the year thanks to stringent working capital management; resulting in a high free cash flow of more than EUR 190 million
- Net debt down significantly to EUR 506 million
- Net debt/EBITDA ratio at 2.0 below guidance limit of 2.5
- Due to a major acquisition that was not realised and strong returns from the reduction in working capital in the 4th quarter of 2023. High liquidity of EUR 266 million at the end of 2023 with considerable room for new acquisitions
- Increase in equity ratio to 37.3%; with normalised liquidity and a correspondingly lower balance sheet total, the equity ratio is 40%.

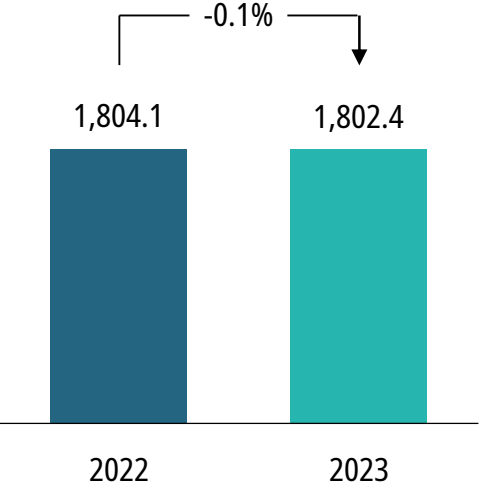


PRELIMINARY FIGURES FOR FY 2023*

STABLE IN A DIFFICULT MACROECONOMIC ENVIRONMENT

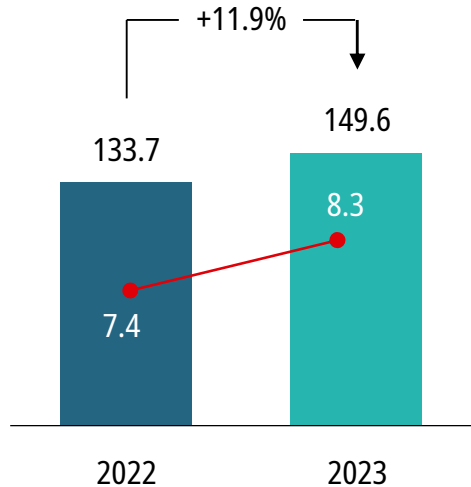
SALES**

(in EUR million)



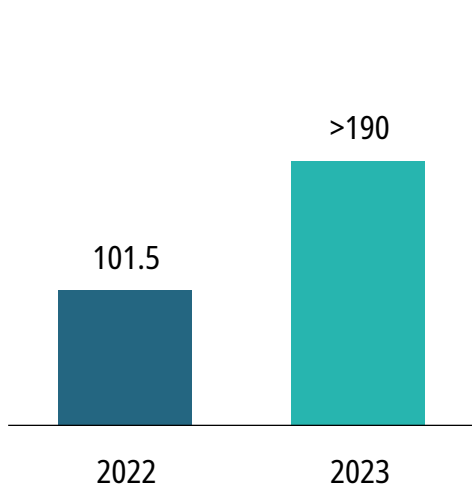
EBIT and EBIT margin**

(in EUR million and %)



FREE CASH FLOW**

(in EUR million)



* unaudited and preliminary
 ** from continuing operations

VIEW OF THE SEGMENTS

ENGINEERING AND MATERIALS SEGMENTS WELL ON TRACK FOR 2023

ENGINEERING

- Slight increase in sales in 2023 compared to 2022
- Strong increase in EBIT in 2023 compared to 2022
- In 2024, at best a slight recovery in incoming orders
- Slight increase in sales with slightly lower EBIT expected for 2024

INFRASTRUCTURE

- Slight decline in sales in 2023 compared to 2022
- Slightly lower EBIT in 2023 compared to 2022
- Improvement in earnings quality in 2024 due to cost adjustments and new product launches
- Slight increase in sales with sharp rise in EBIT expected for 2024

MATERIALS

- Slight decline in sales in 2023 compared to 2022
- Significant increase in EBIT in 2023 compared to 2022
- High pressure on sales prices in 2024 combined with high cost pressure
- Sales and EBIT expected to fall slightly in 2024

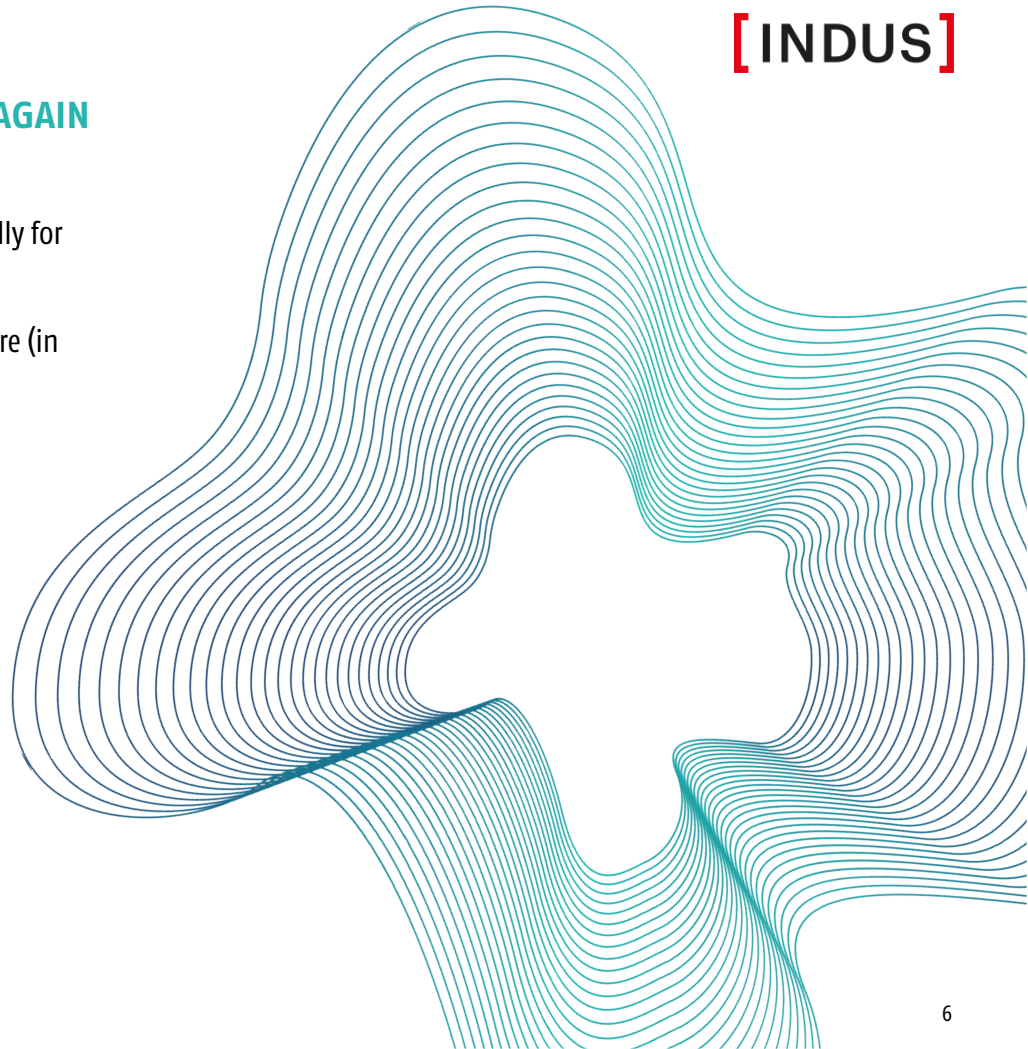
OUTLOOK 2024

CHALLENGING MACROECONOMIC MOMENTUM ONCE AGAIN

- Subdued overall economic development expected in 2024, especially for Germany stimulus more from the export business
- Increasing pressure on sales prices combined with high cost pressure (in particular rising personnel costs)
- Very well-filled M&A pipeline with good liquidity enables inorganic growth through the acquisition of new companies

Forecast 2024

- Turnover between EUR 1.85 and 1.95 billion
- EBIT between EUR 145 and 165 million

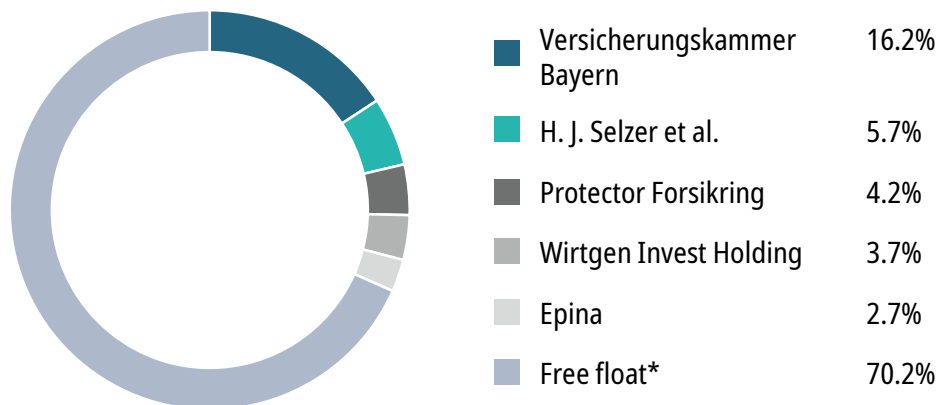


CURRENT SHAREHOLDER STRUCTURE

ANCHOR SHAREHOLDERS SUPPORT THE COMPANY'S LONG-TERM COURSE

[INDUS]

SHAREHOLDER STRUCTURE OF INDUS HOLDING AG AS OF 31st DECEMBER 2023 (in %)



* Deutsche Börse defines free float as all shares that are not held by major shareholders (holding at least 5% of the share capital). According to this definition, the free float is 76.6%.

WKN/ISIN	620010/EN 000 620 010 8
Foundation/IPO	1986/1995
Financial year	1 Jan. to 31 Dec.
Share capital	EUR 69.9 million
Number of shares	26,895,559 no-par value bearer shares
Last capital increase	26 March 2021
Free float	approx. 70%
Trading centres	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 US

INVESTOR RELATIONS

Do you have any questions or would you like to contact us personally?

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