



**PHOENIX MECANO**

# HALF-YEAR RESULTS 2024



## AGENDA

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10:00 Introduction & Highlights H1 2024  
10:10 Business Performance H1 2024  
10:20 Outlook 2024 & Mid-term targets  
10:25 Q & A

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## INTRODUCTION & HIGHLIGHTS H1 2024

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### Financial performance

- Industrial activities impacted by sluggish demand in Europe, particularly in Germany
- Continued turnaround of DOT Group

### Strategic progress

- Integration of production for mechanism technology
- Product innovations for applications in growth areas
- Bolt-on acquisition for Measuring Technology

Current Financials

# BUSINESS PERFORMANCE H1 2024



## CONSOLIDATED RESULTS

- Group sales declined due to economic slowdown and divestment of Rugged Computing business area
- DOT Group turnaround accelerated while Enclosure Systems and Industrial Components divisions continued to feel industrial customers' reluctance to invest

EUR million	H1 2023	<b>H1 2024</b>	+/-
Gross sales	409.0	386.2	-5.6%
<b>Operating result</b>	<b>30.2</b>	<b>26.2</b>	<b>-13.2%</b>
in % of sales	7.4%	6.8%	-0.6pp
<b>Result of the period</b>	<b>20.5</b>	<b>18.2</b>	<b>-11.5%</b>

## DEWERTOKIN TECHNOLOGY GROUP

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- Business activity beat expectations in Asian markets and remained stable in main U.S. end market
- No signs of recovery yet in European markets

EUR million	H1 2023	<b>H1 2024</b>	+/-
Gross sales	163.6	175.4	+7.2%
<b>Operating result</b>	<b>3.8</b>	<b>9.9</b>	<b>+159.5%</b>
in % of sales	2.3%	5.7%	+3.4pp

## INDUSTRIAL COMPONENTS

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- Continued high demand from energy infrastructure sector
- Tender green shoots in order intake in the Automation Modules and Electrotechnical Components business areas

EUR million	H1 2023	<b>H1 2024</b>	+/-
Gross sales	120.8	94.5	-21.8%
<b>Operating result</b>	<b>8.8</b>	<b>4.3</b>	<b>-50.9%</b>
in % of sales	7.3%	4.6%	-2.7pp

## ENCLOSURE SYSTEMS

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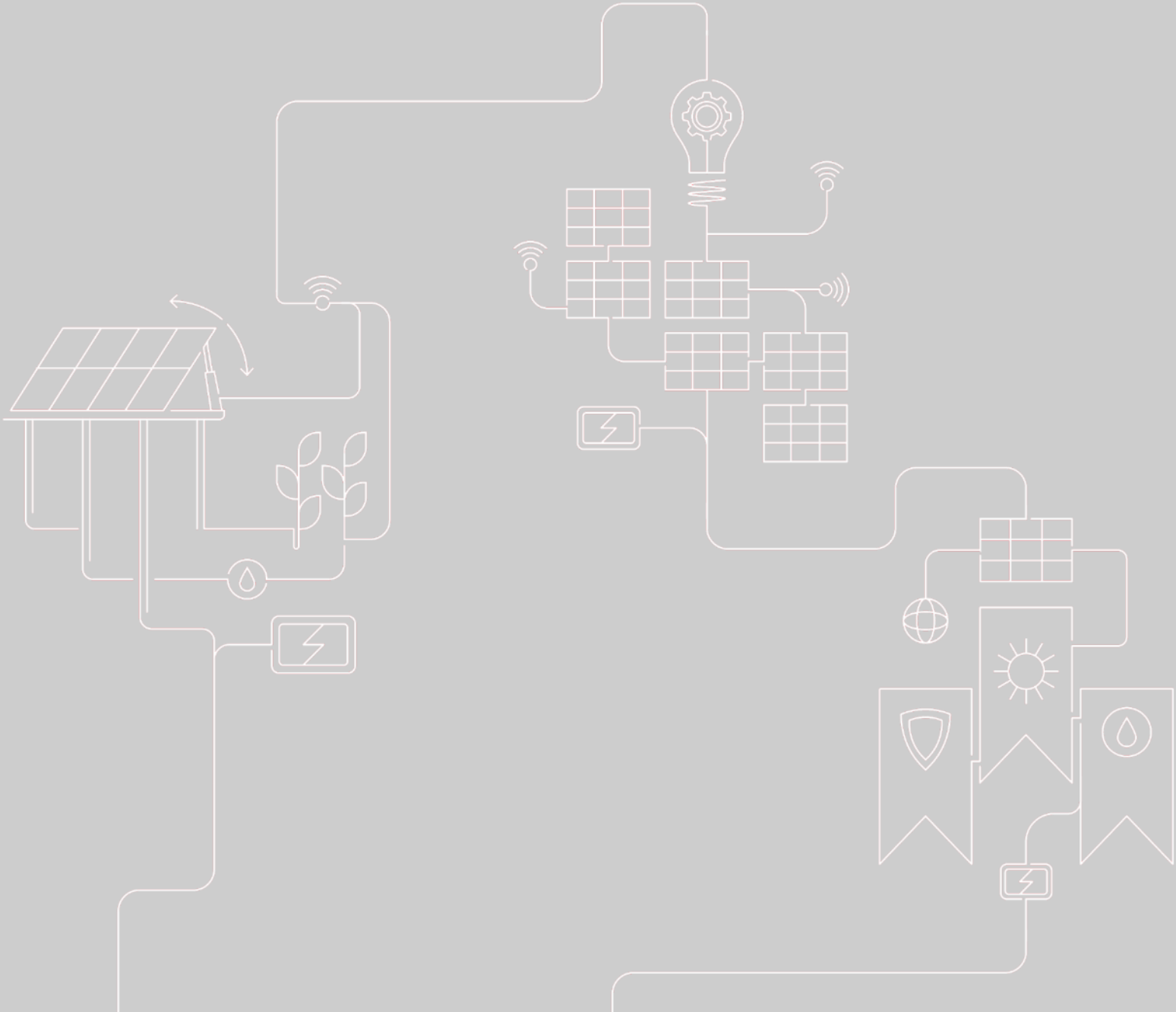
- Sluggish demand from Germany's automotive industry and mechanical engineering sector continued to weigh on sales
- Orders for explosion-proof enclosures and rail technology projects rolled in at brisk pace

EUR million	H1 2023	<b>H1 2024</b>	+/-
Gross sales	124.6	111.5	-10.5%
<b>Operating result</b>	<b>19.9</b>	<b>15.8</b>	<b>-20.4%</b>
in % of sales	16.0%	14.2%	-1.8pp



H1 2024

# OUTLOOK



## OUTLOOK 2024

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- Visibility still low and numerous uncertainty factors remain
- First signs of economic recovery – Phoenix Mecano expects upturn to continue
- Recovery may come too late to fully compensate backlog from H1 2024
- Updated guidance: Operating result between unchanged from previous year and 20% decline from previous year

## OUR STRATEGIC FOCUS

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**Streamlining  
Portfolio**

**Focus on  
Profitability**

- 1** Leading positions in two growth areas
- 2** Three clearly focused divisions
- 3** Proven customer-centric business model
- 4** Growth aspirations and profitability targets
- 5** DewertOkin Technology Group with potential for additional value creation

## BALANCED PORTFOLIO TWO GROWTH AREAS – THREE CLEARLY FOCUSED DIVISIONS

GROWTH AREAS	<b>Industrial Solutions</b>		<b>Smart Furniture</b>
FOCUSED DIVISIONS	<b>Industrial Components</b>	<b>Enclosure Systems</b>	<b>DewertOkin Technology Group</b>
DRIVING MEGATRENDS	<ul style="list-style-type: none"> <li>• Industrial Automation &amp; Robotics</li> <li>• Decarbonization</li> <li>• Industrial Digitalization</li> </ul>		<ul style="list-style-type: none"> <li>• Smart Home</li> <li>• Digital Health</li> <li>• Ergonomics</li> </ul>
STRATEGIC MID-TERM TARGETS 2026	<ul style="list-style-type: none"> <li>• Sales growth: GDP+</li> <li>• Double-digit EBIT margins</li> <li>• ROCE &gt;15%</li> </ul>		<ul style="list-style-type: none"> <li>• Sales growth: &gt;10%</li> <li>• High single-digit EBIT margin</li> <li>• ROCE &gt;15%</li> </ul>



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