

# Annual General Meeting GESCO SE

Financial year 2022  
Essen 06/12/2023



**Our**  
Company contribution

**Successful**  
Entrepreneurship

**Alignment with**  
Megatrends

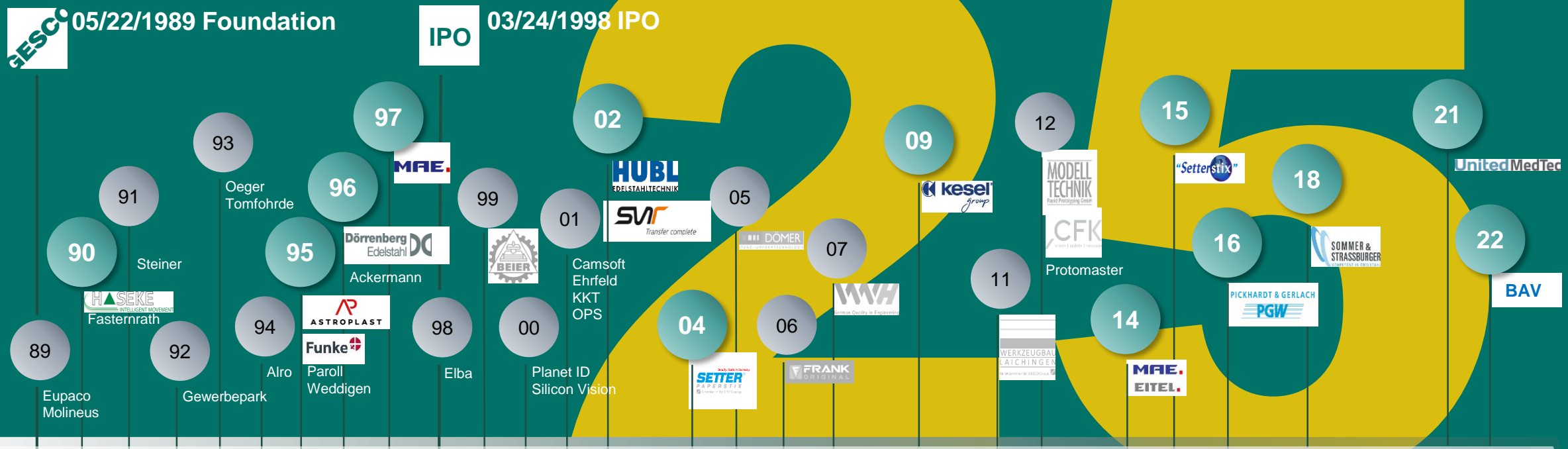


It is about  
Transformation

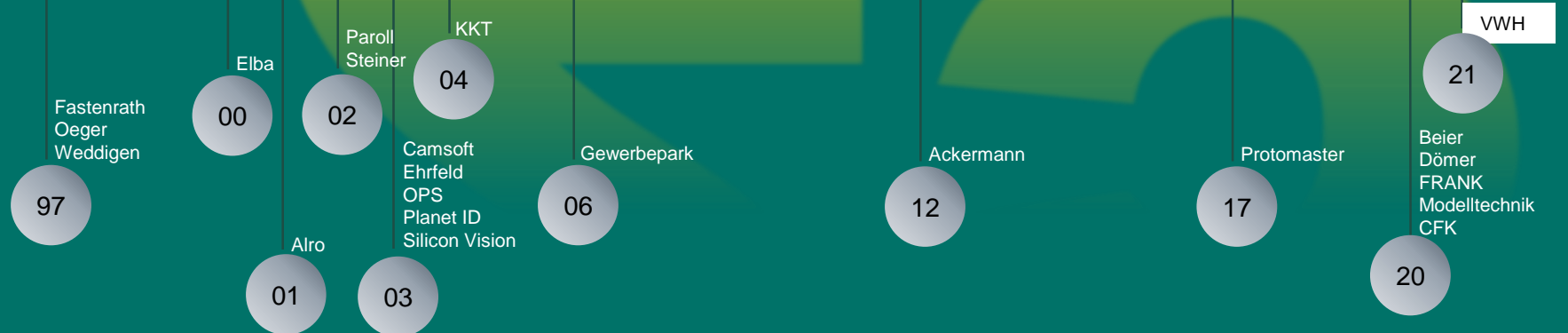
and design!



# Years listed



1989 1998 2023



# TRANSFORMATION – IN AGILITY



NEXT LEVEL 25

for high  
**CHANGE-  
SPEED**



# NEXT LEVEL 25

## 1. CORE ELEMENT

resistant &  
robust portfolio



# NEXT LEVEL 25

## 2. CORE ELEMENT

extensive  
business model know-how





NEXT LEVEL 25

### 3. CORE ELEMENT Internationalisation



NEXT LEVEL 25

## 4. CORE ELEMENT Sustainability



# NEXT LEVEL 25

## 1 PORTFOLIO ARCHITECTURE

- Grow inorganically
- Portfolio Roadmap
- Buy & Build Program
- Direct approaches & Expand network

## 2 HIDDEN CHAMPIONS

- CANVAS
- MAPEX
- OPEX
- DIGITEX
- LEADEX



WORLD MARKET LEADER

geared to  
MEGATRENDS



Globalisation

Individualisation

Security

Silver Society

Health

Gender Shift

Neo-ecology

New Work

Connectivity

Knowledge culture

Urbanisation

Mobility



# KESEL

Safely on track



CANVAS 2020  
LEADEX 2022

€ 15 m  
EMS in 2022

+ 13,5%  
Result since 2018

+ 18%  
Efficiency since  
2018

# 1 in the world  
for saw band milling  
machines

66%  
World market share  
Milling Band saw blades

> 73%  
from kit

**MAPEX** - NEW DEVELOPMENT OF GRINDING MACHINES FOR ESTABLISHED APPLICATIONS

**MAPEX** - NEW APPLICATION FOR BAND SAW GRINDING MACHINES IN THE FOOD SECTOR OPENED UP

**MAPEX** - NEWLY DEVELOPED CONSTRUCTION KIT REDUCES TIME TO MARKET BY 60%

**OPEX** - MODULAR SYSTEM COMMON PARTS STRATEGY CREATES COST ADVANTAGES THROUGH BUNDLING EFFECTS

**DIGITEX** - KESEL CONNECT OFFERS CUSTOMERS 24/7 SERVICE WITH "AMAZON" LOOK AND FEEL

**DIGITEX** - AUGMENTED REALITY PROJECTS MACHINES ONTO THE PRODUCTION FLOOR

# MAE

Trains run smoothly with our support



CANVAS 2018  
MAPEX 2021  
LEADDEX 2022

**- 26%**  
Sales since 2018

**+ 34%**  
Margin increase  
since 2018

**- 4%**  
Efficiency through  
product shift

**# 1 in the world**  
for wheelset presses +  
straightening machines

**+ 48%**  
sales with  
wheelset presses

**> 50%**  
Reduction  
automotive share

**CANVAS** - REDUCTION AUTOMOTIVE AND EXPANSION  
MOBILITY RAIL TRANSPORT

**MAPEX** - INTERNATIONALISATION THROUGH NEW  
DISTRIBUTION NETWORK WITH LOCAL PARTNERS

**MAPEX** - OUR WHEELSET PRESSES KEEP TRAINS  
RUNNING SAFELY ALL OVER THE WORLD → NEW YORK,  
SYDNEY AND NOW SHANGHAI

**MAPEX** - REDUCTION OF ENERGY CONSUMPTION OF  
OUR WHEELSET PRESSES >40% THROUGH PATENTED  
BIPAC NEW DEVELOPMENT

**DIGITEX** - NEW CONTROL SYSTEM FOR WHEELSET  
PRESSES EXTENDS CUSTOMER BENEFITS

# INEX - solutions

Wafers for the world



CANVAS 2019  
OPEX 2019  
LEADEX 2022

**+ 70%**  
sales since 2018

**+ 140%**  
Result since 2018

**+ 31%**  
Efficiency since 2018

**# 1 in the world**  
for pressure pipes +  
biotech containers

**+ 186%**  
Facilities since 2018

**+ 274%**  
Biotech Container  
since 2018

**CANVAS** - FOCUSED ON 4 SECTORS: SEMICONDUCTOR / HEALTHCARE / ENERGY & ENVIRONMENTAL / FOOD & BEVERAGE

**CANVAS** - GLOBAL GROWTH OF WAFER PRODUCTION PLANTS OFFERS OPPORTUNITIES

**MAPEX** - POSITIONING AS A STRATEGIC PARTNER FOR PLANT DEVELOPMENTS

**MAPEX** - MARKET ENTRY USA WITH ESTABLISHED CUSTOMER WITH BIOTECH CONTAINERS

**OPEX** - 40% REDUCTION IN TIME TO MARKET FOR PRESSURE PIPES



# DÖRRENBURG

Solutions in Tool Steel

213 m €

sales in 2022

+ 5%

Result since 2018

+ 1%

Efficiency since 2018

# 1 in the world

as a full-range supplier in tool steel

- 80%

CO2 savings through own Green Steel Prod.

50%

Automotive sales Foundry transformed

**CANVAS** - TRANSFORMATION OF THE CUSTOMER STRUCTURE IN THE FOUNDRY FROM AUTOMOTIVE TO MECHANICAL ENGINEERING

**MAPEX** - INTERNATIONALISATION CONTINUES TO EXPAND - FOCUS ON USA BUSINESS

**MAPEX** - PORTFOLIOEXPANSION OF STEEL TRADING IN PLASTIC MOULD MAKING AND PRECISION FLAT STEEL

**DIGITEX** - E-PROCUREMENT IN TOOL STEEL MADE EASY

CANVAS 2020  
MAPEX 2021  
DIGITEX 2022  
LEADEX 2022

# PICKHARDT & GERLACH

SMART into the future

**+ 95%**  
sales since 2018

**+ 26%**  
Result since 2018

**+ 70%**  
Efficiency since 2018

**# 1 in the world**  
for brass coatings

**2.500 ton**  
Brake lines COFIN®  
since 2018

**116 ton**  
CO<sub>2</sub> saved (EMONI®)  
since 2018

**MAPEX - COFIN® - BRAKE LINE TAPE FOR E-MOBILITY - FOR YOUR SAFETY**

**MAPEX - COFIN® - TECHNICAL COPPER SURFACES IN EVERY HOUSE SUPPLY - RCD CIRCUIT BREAKER**

**MAPEX - EMONI® - HIGHER EFFICIENCY FOR BATTERIES WITH SIMULTANEOUS CO<sub>2</sub> SAVINGS**

**OPEX - WE SECURE GROWTH THROUGH EFFICIENCY INCREASES AND CAPACITY EXPANSION**

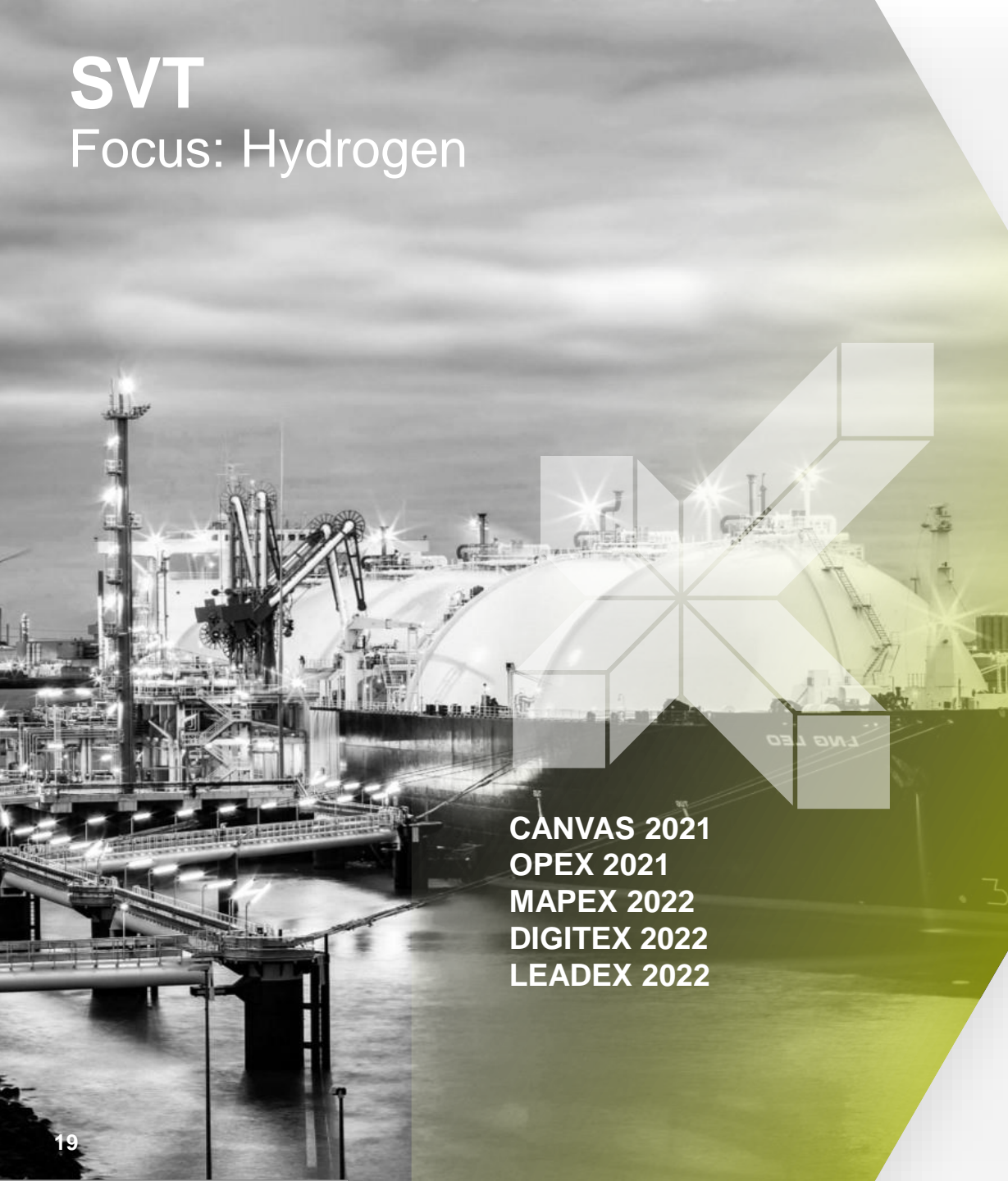
**DIGITEX - ALWAYS NETWORKED - OUR PRODUCTS WITH OUR PARTNERS**

CANVAS 2019  
MAPEX 2020  
OPEX 2021  
DIGITEX 2022  
LEADEX 2022



# SVT

Focus: Hydrogen



CANVAS 2021  
OPEX 2021  
MAPEX 2022  
DIGITEX 2022  
LEADEX 2022

<b>54.0 m €</b> sales in 2022	<b>+ 47%</b> Sales since 2018	<b>+ 38%</b> Efficiency since 2018
<b># 2 in the world</b> for loading systems - # 1 for LNG	<b>+ 60%</b> Increase in space efficiency since 2018	<b>&gt; 2.300</b> Ship loading systems supplied

**CANVAS** - STRATEGIC ADD-ON ACQUISITION IN LOW COST COUNTRY STRENGTHENS COST POSITION

**MAPEX** - SUPPORTING THE ENERGY TRANSITION, SOLUTIONS FOR HYDROGEN AND CARBON CAPTURE & STORAGE

**MAPEX** - AROUND THE GLOBE FOR THE CUSTOMER - WITH HUBS IN USA AND SINGAPORE

**OPEX** - FOCUSING ON CORE COMPONENTS AND OPTIMISING ASSEMBLY PROCESSES ENABLES SPACE SAVINGS

**DIGITEX** - REMOTE SERVICE AND 24/7 SPARE PARTS SUPPLY

# ASTROPLAST

Products for life from sustainable plastics production

17.9 m €

sales in 2022

+ 4%

Sales since 2018

+ 2%

Efficiency since 2018

46%

made from recycle

4.5 m

Litres of oil avoided

> 10,000 ton

CO<sub>2</sub> Savings

**CANVAS** - FOCUS ON CIRCULAR ECONOMY, CURRENTLY 46% RECYCLATE IN USE → TARGET > 90%

**MAPEX** - EXPANSION COIL PROGRAMME - ELECTROMOBILITY SUPPLIED WITH ASTROSPOLS

**MAPEX** - FOCUS ON CLAMPING FORCES > 1,000 TON AND COMPONENTS > 5KG

**DIGITEX** - PAPERLESS PROCESSES AND DIGITAL PRODUCTION CONTROL - GESCO BEACON

CANVAS 2021  
MAPEX 2022  
LEAD EX 2022

# FUNKE

## Liveable connections

24.8 m €

sales in 2022

+ 29%

Sales since 2018

+ 23%

Efficiency since 2018

+ 100%

Lead-free material processed since 2018

45 million pcs.

Connections produced in 2022

+ 16%

Capacity expansion since 2018

**CANVAS** - CONNECTING ELEMENTS FOR THE ENERGY TRANSITION, E.G. HIGH-VOLTAGE CONNECTORS FOR E-MOBILITY

**MAPEX** - FOCUS ON LARGE SERIES SANITARY APPLICATIONS FOR SAFE DRINKING WATER SUPPLY

**OPEX** - REDUCTION OF RAW MATERIALS AND SUPPLIES BY > 30%.

CANVAS 2023  
LEADEX 2022

# SETTER

Sustainability for the world market!



CANVAS 2021  
OPEX 2022  
LEADEX 2022

+ 133% sales since 2018	+ 82% Result since 2018	+ 25% Efficiency since 2018
# 1 in the world of the paper sticks	> 27,500 ton in 2022 plastic replaced by paper	+ 131% Growth of foreign EMS since 2018

**CANVAS** - INTERNATIONALISATION WITH PROXIMITY TO CUSTOMERS; EXPANSION IN MEXICO AND NEW COUNTRIES

**MAPEX** - RESPONSIBILITY FOR THE FUTURE: PAPER REPLACES PLASTIC - NEW ALTERNATIVES MADE FROM WASTE PAPER AND SUGAR CANE PAPER IN SERIES PRODUCTION

**MAPEX** - INNOVATIONS CREATE NEW PRODUCTS: COTTON WOOL, LOLLIPOPS, STIRRERS

**OPEX** - EFFICIENCY INCREASES THROUGH TECHNOLOGY DEVELOPMENT ON OWN MACHINES

# UMT Group

Lifesavers trust in us

23.1 m €

sales in 2022

+ 47%

sales since 2018  
through acquisition

+ 19%

Efficiency since  
2018

# 2 in the world

for support arms MED

19%

Market share world

100%

Covering all weight  
classes

**CANVAS** - HASEKE AND KRÖMKER BECOME AMTRION;  
AMTRION US, INC. IS FOUNDED

**MAPEX** - PORTFOLIO COMPLETION TO STRENGTHEN  
MARKET POSITION IN LABOUR MARKET

**OPEX** - SYNERGIES AND BEST PRACTICE FROM TWO  
COMPANIES LEAD TO OPERATIONAL EXCELLENCE

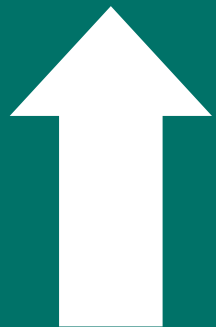
**DIGITEX** - TWO WORLDS COMBINED IN ONE SYSTEM,  
EFFICIENCY AND TRANSPARENCY IN DATA MANAGEMENT

**LEADEX** - MANAGEMENT TEAMS MERGED, INTEGRATION  
PROCESS LARGELY COMPLETED

CANVAS 2022

LEADEX 2022

# Key Facts



Sales

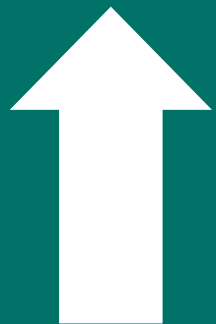
PLUS

**582.3 m €**

19 percent







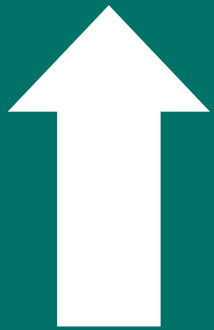
EBIT

PLUS

49.4 m €

11 percent





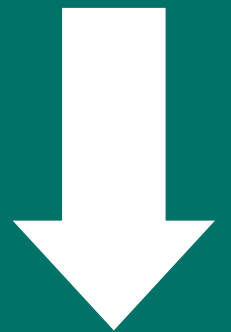
PLUS

**33.8 m €**

25.6 percent

**Earnings**  
after minority interests





CO<sup>2</sup>  
intensity

MINUS  
40 %

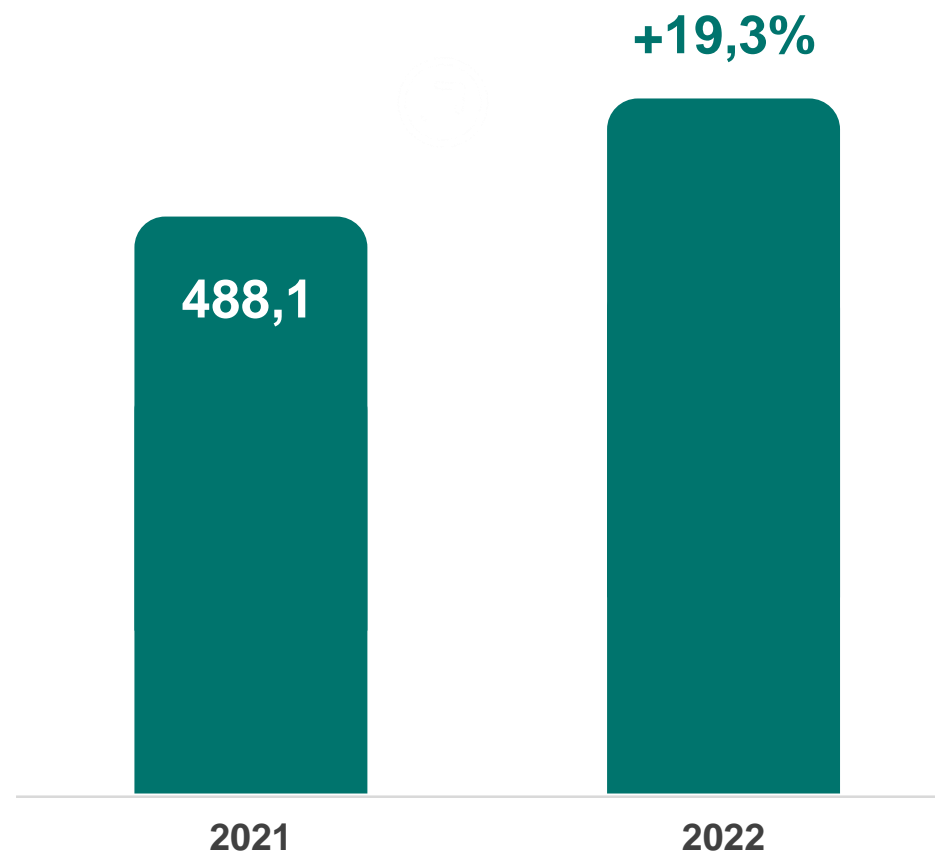


We create  
VALUE !



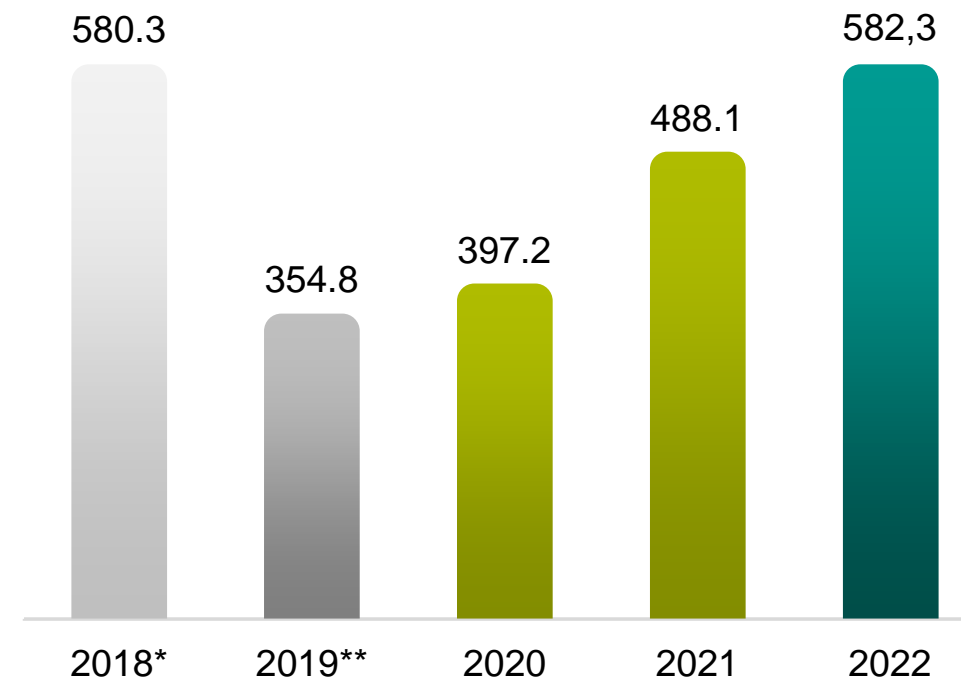


**Sales € 582.3 million**





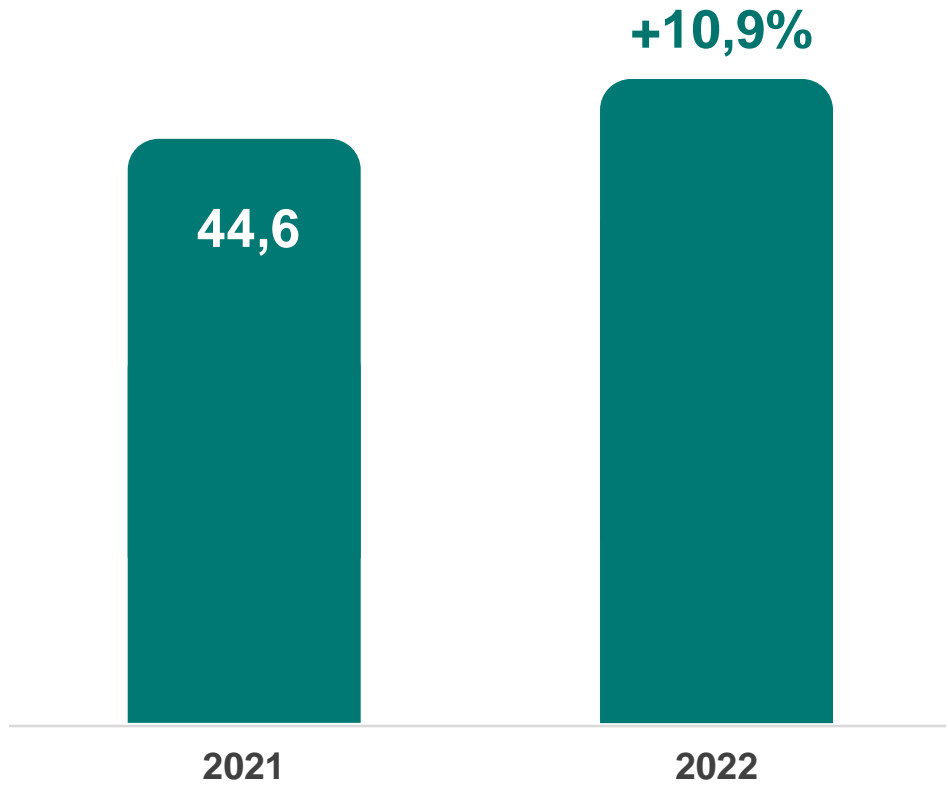
## Sales in € m



2019-2021 Continuing operations  
\* 04.18-03.19 without adjustment  
\*\* Short financial year (9M)



# EBIT € 49.4 million





**Employees 1,841**  
**+3,3%**

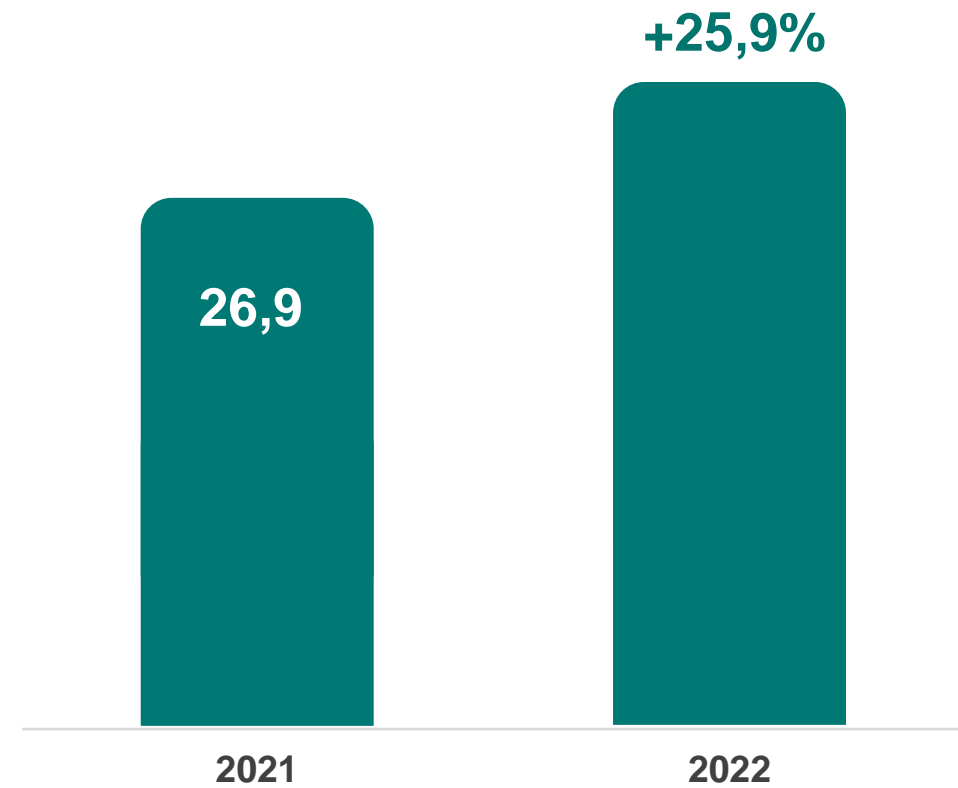




**EBIT margin 8.5%**  
**Previous year 9.1%**

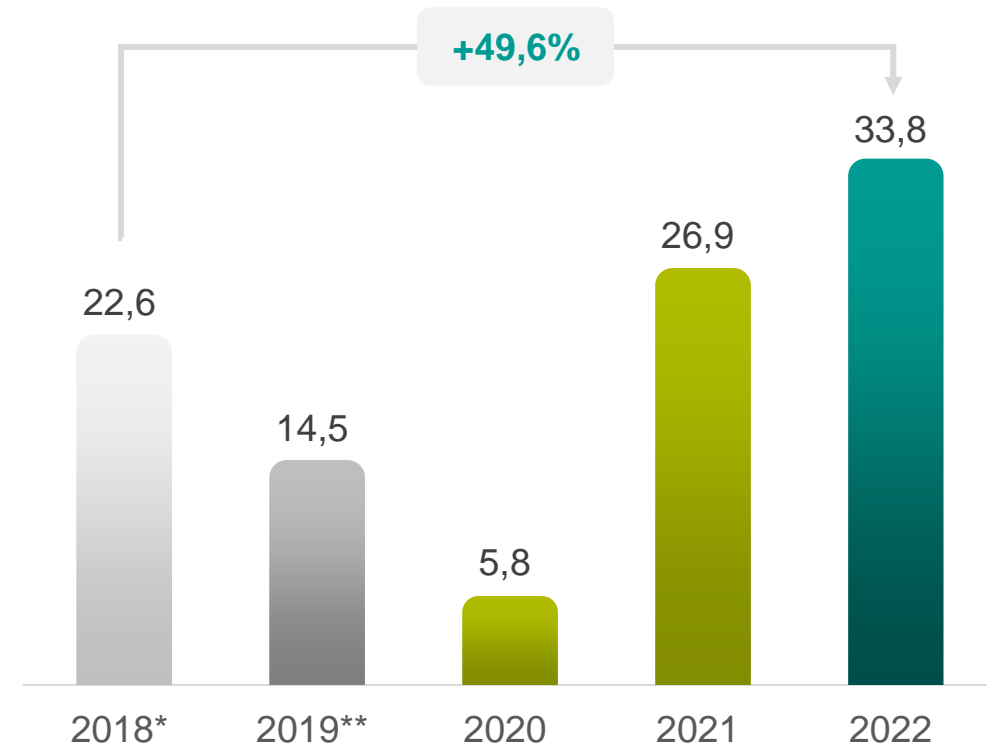


**Group earnings** after minority interests  
**€ 33.8 million**



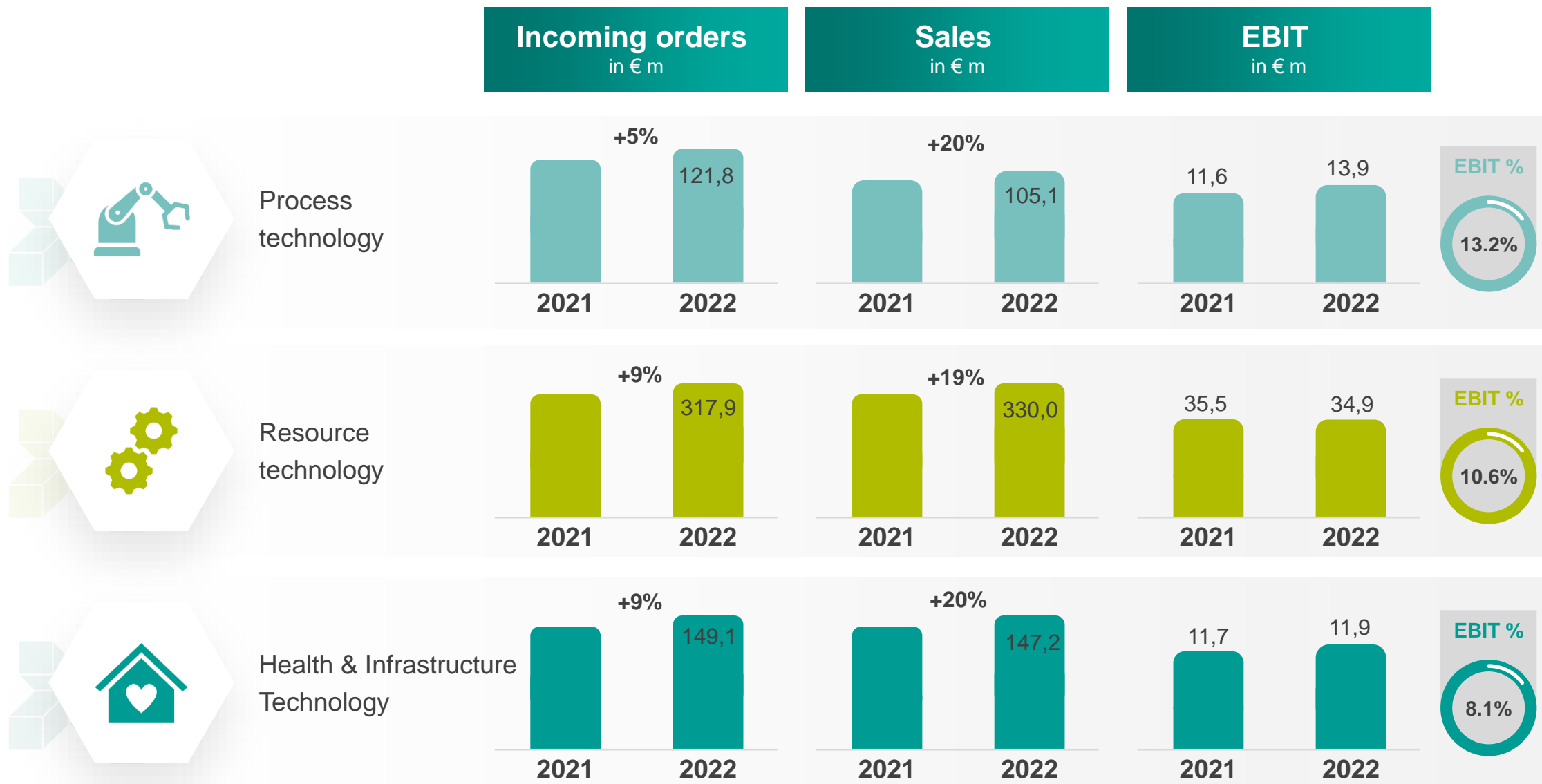


## Consolidated net income after minority interests in € m



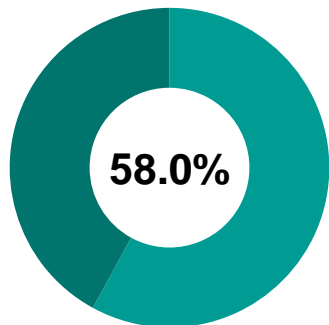
2019-2021 Continuing operations  
\* 04.18-03.19 without adjustment  
\*\* Short financial year (9M)

# ALL SEGMENTS IN TARGET CORRIDOR



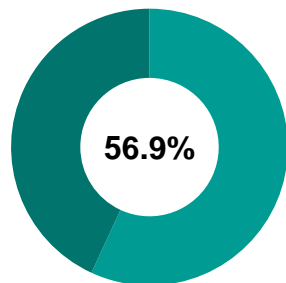
# Solid finances - good credit rating

## Equity ratio

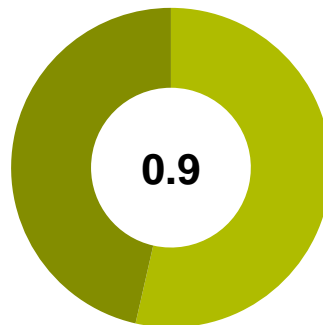


■ Equity ■ Assets

## Previous year

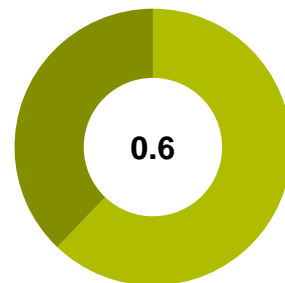


## Net debt ratio

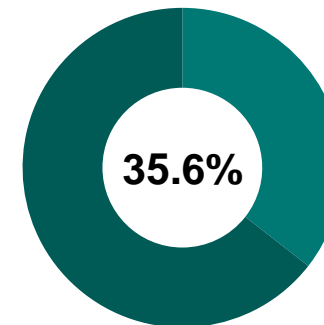


■ EBITDA ■ Net debt

## Previous year

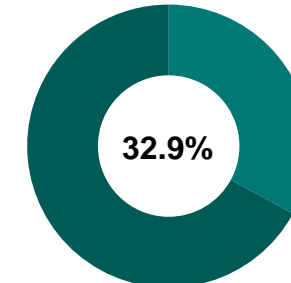


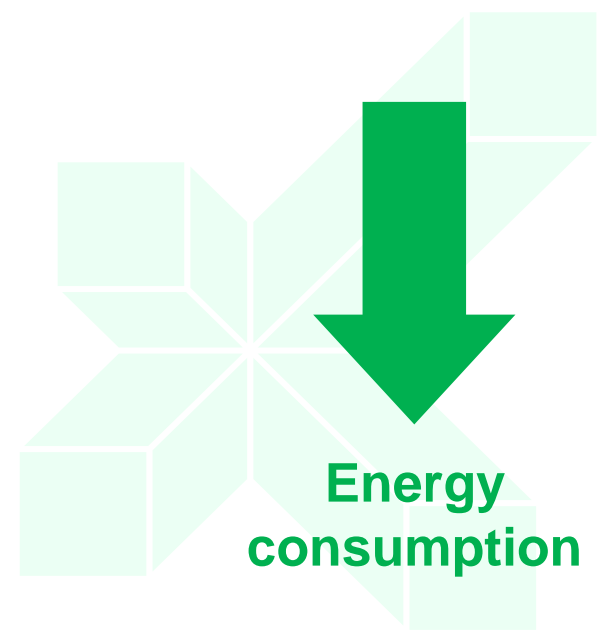
## WOC ratio



■ WOC ■ sales

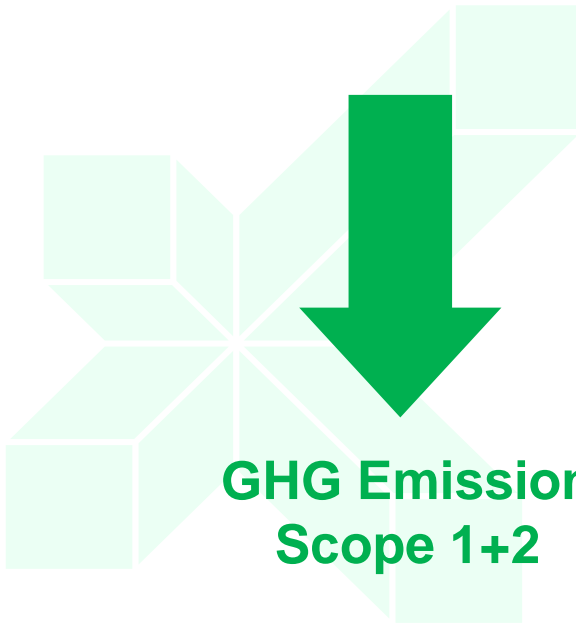
## Previous year





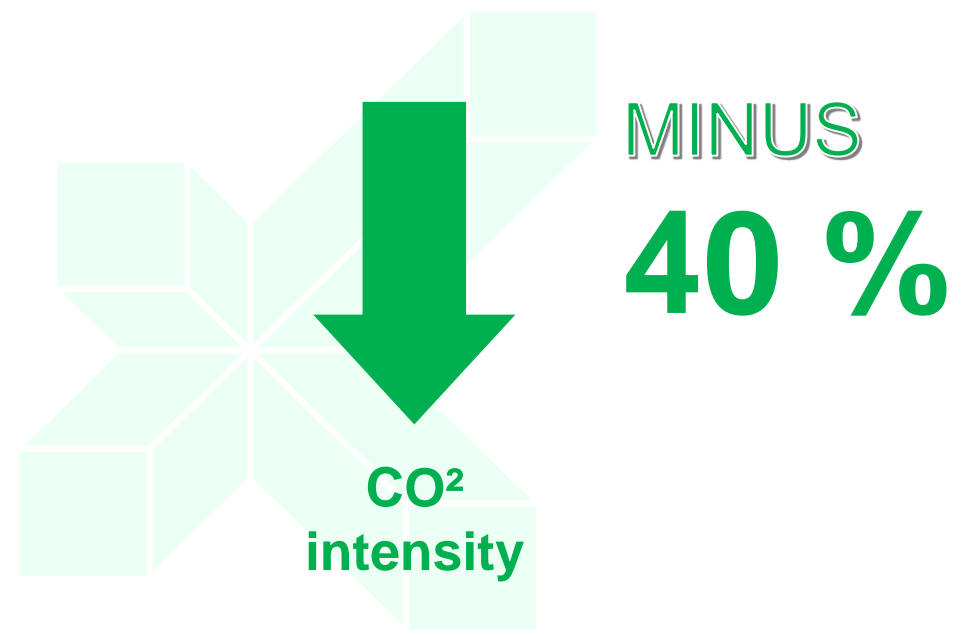
MINUS  
**17 %**

75%  
green electricity



MINUS  
**21 %**

**GHG Emission  
Scope 1+2**







## **We support the Junior Uni Wuppertal**

**The Wuppertal Junior Uni for the Bergisches Land is an extracurricular educational venue for children, teenagers and young adults aged 4 to 20.**

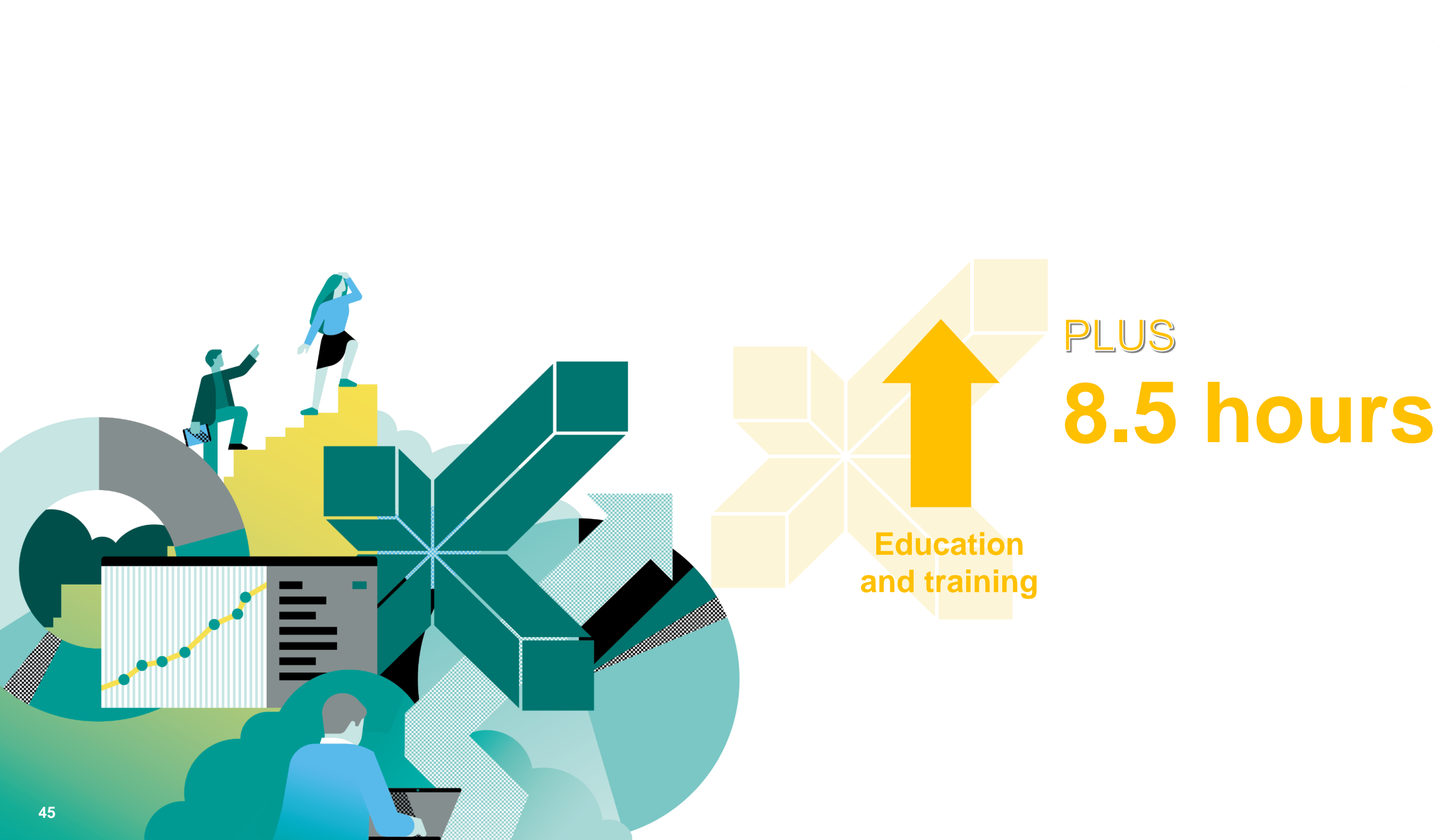
**The on-site offer is aimed at young students from the region. The online courses now even reach students from all over Germany and worldwide.**

**The Junior Uni creates opportunities for the future regardless of personal educational requirements.**









PLUS

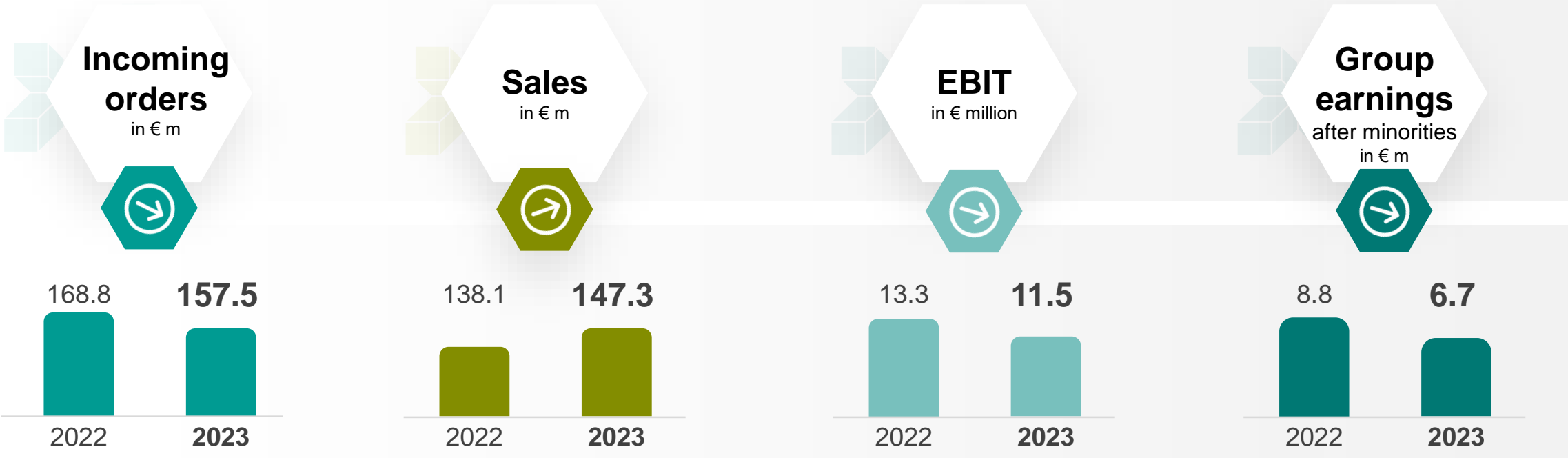
**8.5 hours**

**Education  
and training**

# Outlook 2023



# RESULT Q1.2023



\* Scope of consolidation expanded to include BAV and Connex (US) of the SVT Group

... good start in 2023

## Group Outlook 2023



**Sales**

**600 - 620 m €**



**Group earnings**  
after minority interests

**32 - 34 m €**

- Scope of consolidation expanded to include BAV and Connex (US) of the SVT Group
- Information before acquisitions



# AGM GESCO SE

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