

The logo consists of the word "GESCO" in a bold, dark blue, sans-serif font, centered within a bright yellow square.

**GESCO**

# Conference Call

## Q1 2025

**Andrea Holzbaaur (CFO)**

9 May 2025

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# **Q1 2025 Financials**

# Group at a glance

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		01/01/2025 – 03/31/2025	01/01/2024 – 03/31/2024 <sup>1</sup>	Change
Incoming orders	thousand €	132,087	142,293	–7.2%
Sales	thousand €	121,712	124,297	–2.1%
EBITDA	thousand €	8,164	8,555	–4.6%
EBIT	thousand €	4,099	4,037	1.5%
ROS (in %)	%	3.4%	3.2%	12 bp
EBT	thousand €	3,155	2,901	8.8%
Group earnings <sup>2</sup>	thousand €	2,017	1,786	12.9%
Earnings per share (in €)	€	0.19	0.16	21.8%
Closing price (in €) <sup>3</sup>	€	16.00	17.45	–8.3%
Employees <sup>4</sup>	No.	1,471	1,838	–19.9%

<sup>1</sup> Including the foundry and steel divisions and AstroPlast sold at the end of 2024.

<sup>2</sup> After minority interests

<sup>3</sup> XETRA closing price on the balance sheet date

<sup>4</sup> Number on the balance sheet date, without trainees

The start to the year went as expected.

Due to the sale of AstroPlast and the Foundry and Steelworks divisions of Doerrenberg, the previous year's figures are not comparable.

We therefore present the key figures for the previous year on an adjusted basis below.

# Previous year adjusted for sold divisions

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in Mio. €	Q1 / 2024	Foundry & Steelworks	AstroPlast	Q1 /2024 adjusted	Change Abs.		
					Q1 / 2025	abs.	in %
<b>Order Intake</b>	142.3	5.4	4.2	132.8	132.1	-0.7	-0.5
<b>Sales</b>	124.3	6.2	3.4	114.7	121.7	7.0	6.1
<b>EBIT</b>	4.0	-0.8	0.1	4.7	4.1	-0.6	-12.8
<b>ROS</b>	3.2%	-12.9%	3.9%	4.1%	3.4%	-73 bp	-17.9

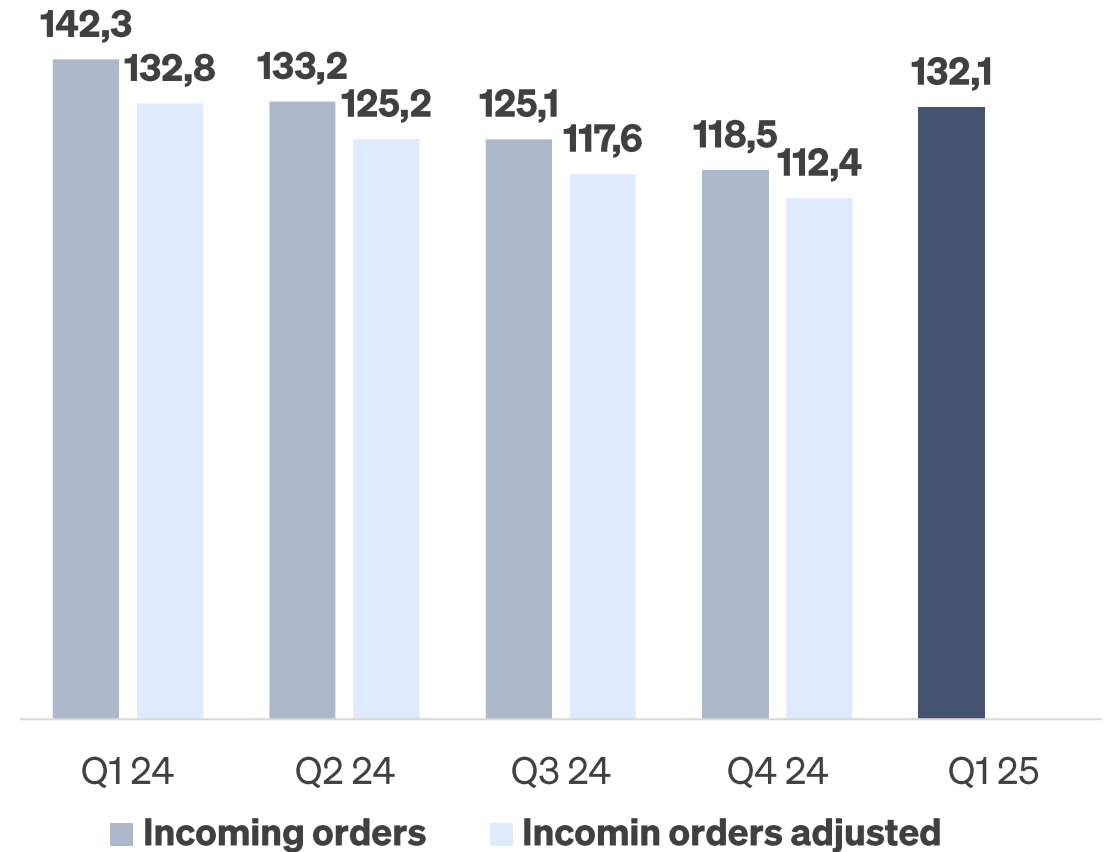
# Incoming orders by quarter

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Incoming orders are at the previous year's level and higher than sales.

Compared to the previous quarter, there was a significant increase due to the pleasingly high order intake at MAE and PGW, among other things.

**Incoming orders**  
in € million



# Sales by quarter

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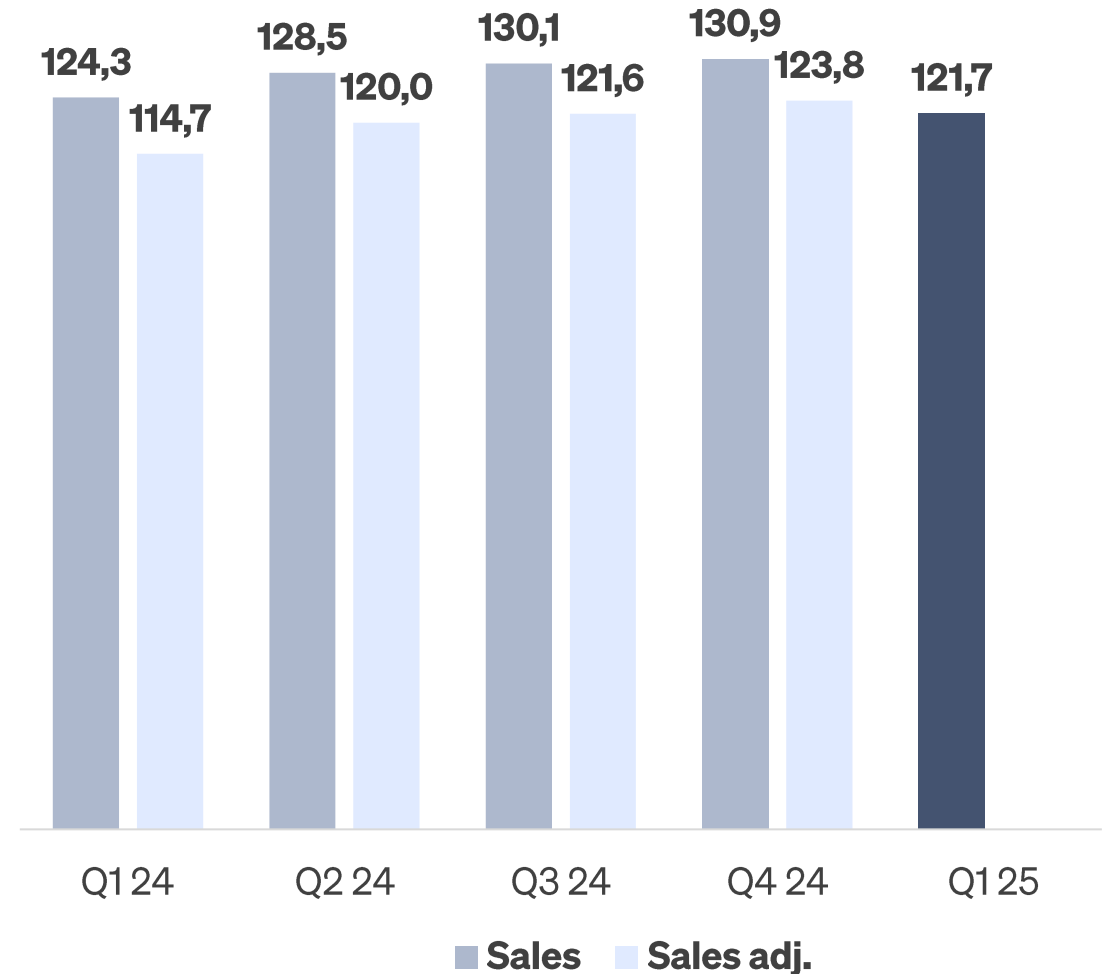
Adjusted sales increased significantly by 6.1% compared to the previous year.

There was a slight decline compared to the previous quarter.

In the last quarter of 2024, several large projects were delivered by SVT, which led to a significant increase in sales.

## Sales

in € million



# Segments

The new segment structure increases transparency and focus

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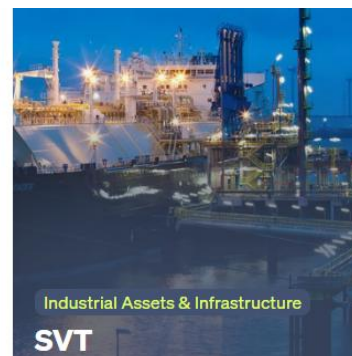
## Materials Refinement & Distribution

Focus: *'Processes'*



## Health Care & Life Science

Focus: *'Products'*



## Industrial Assets & Infrastructure

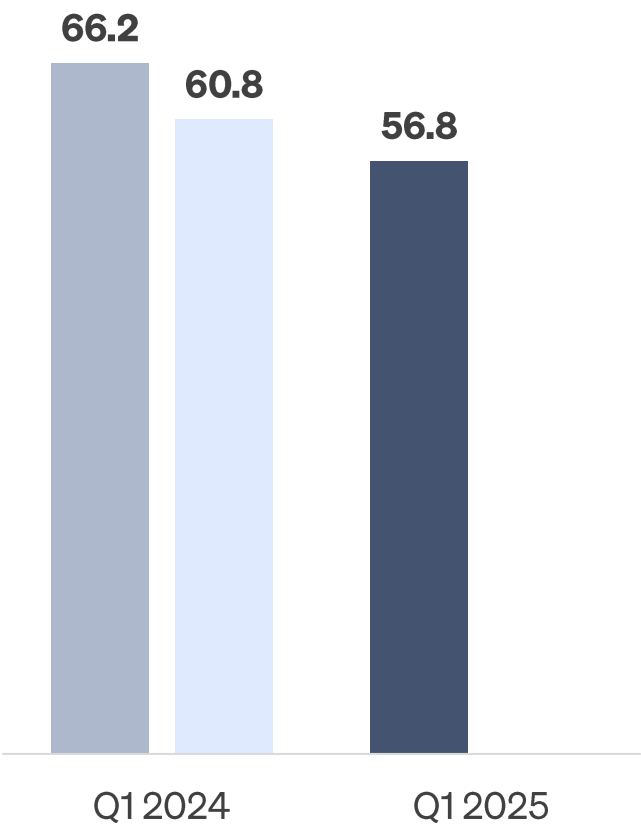
Focus: *'Projects'*

# Materials Refinement & Distribution

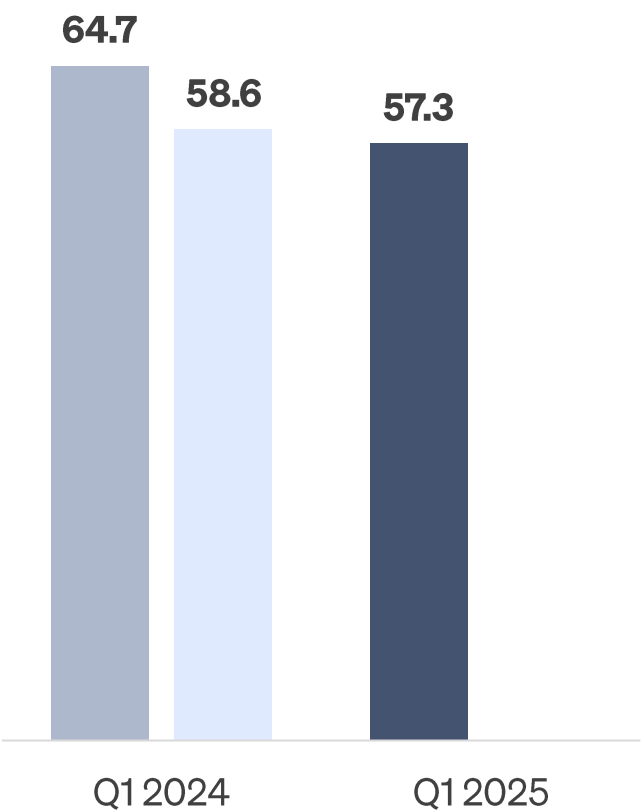
## Focus: 'Processes'



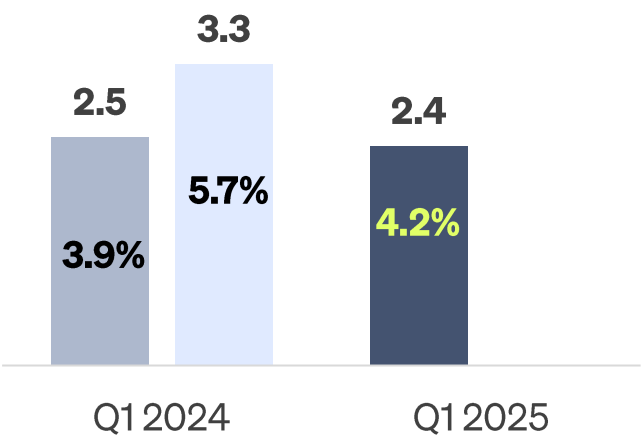
Incoming orders in € million



Sales in € million



EBIT in € million  
ROS in %



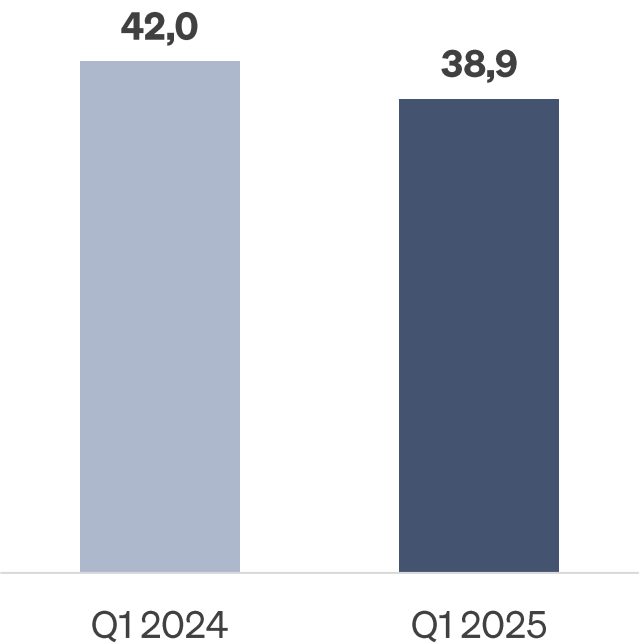


# Health Care & Life Science

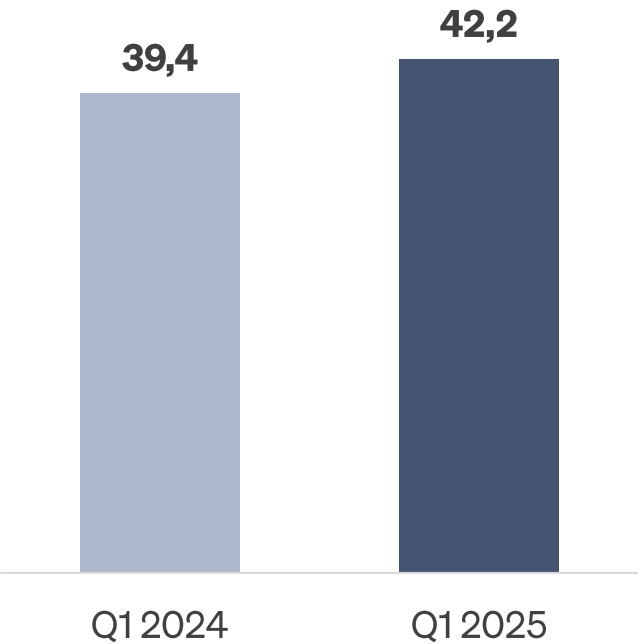
Focus: *'Products'*



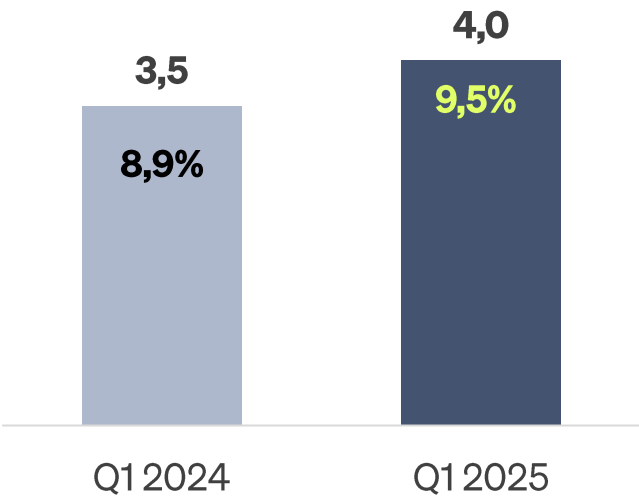
Incoming orders in € million



Sales in € million



EBIT in € million  
ROS in %

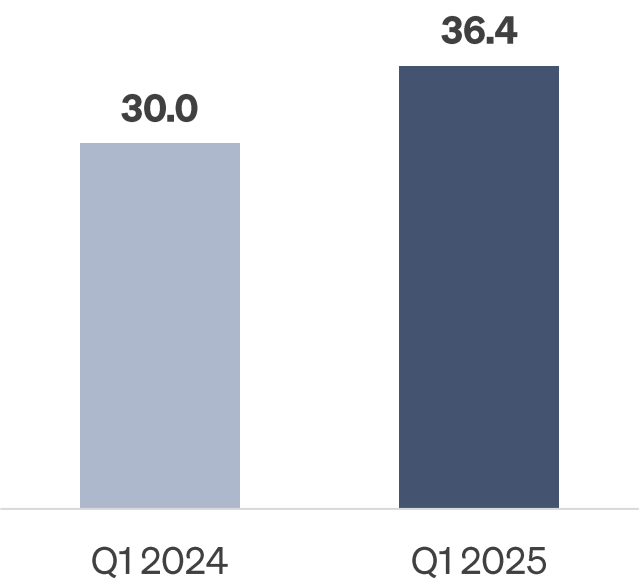


# Industrial Assets & Infrastructure

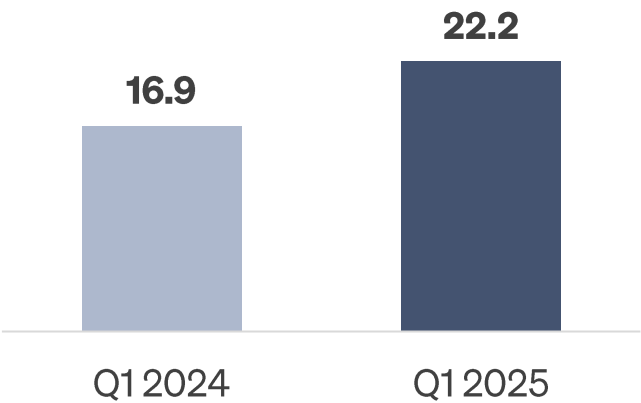
## Focus: 'Projects'



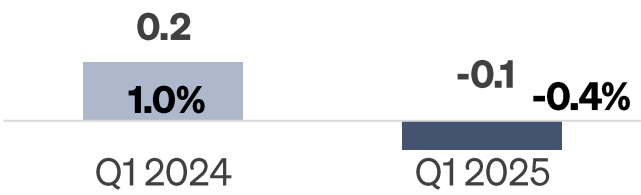
Incoming orders in € million



Sales in € million



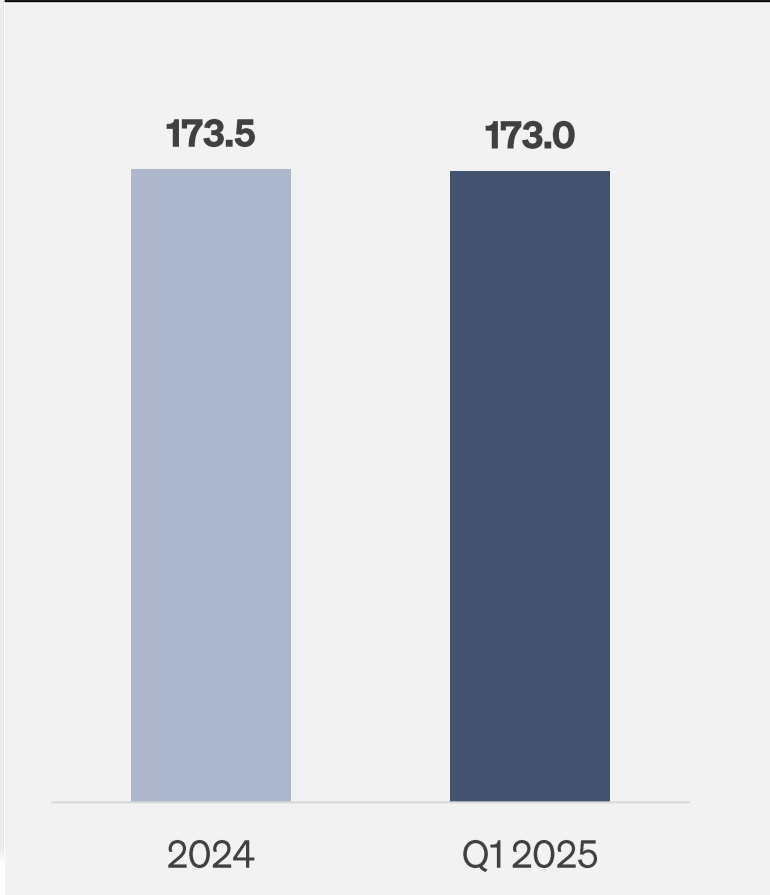
EBIT in € million  
ROS in %



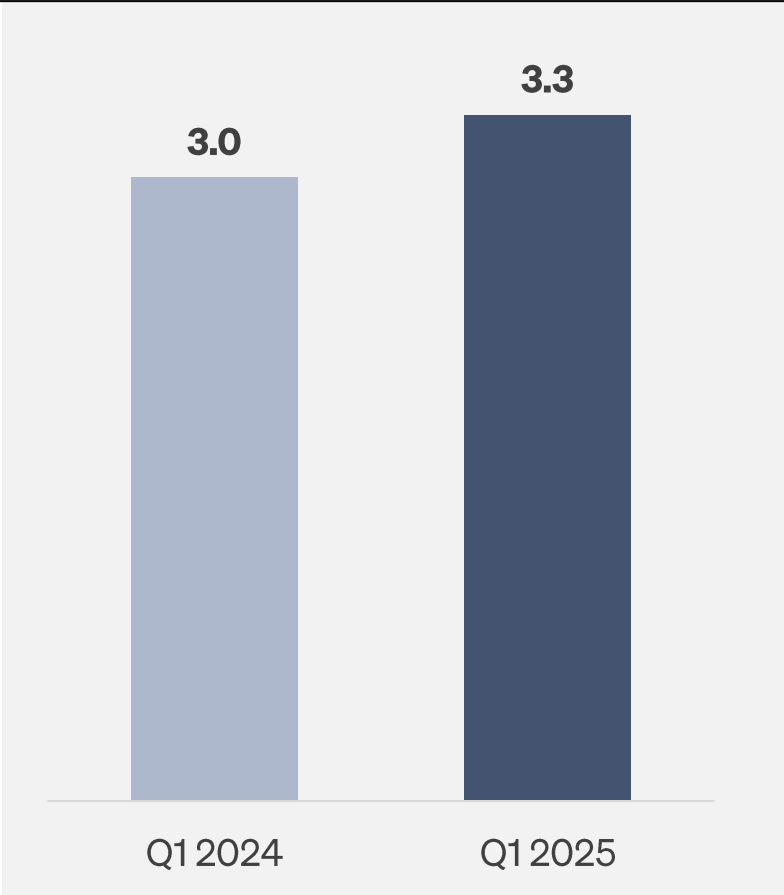
# Cash flow increased and debt reduced



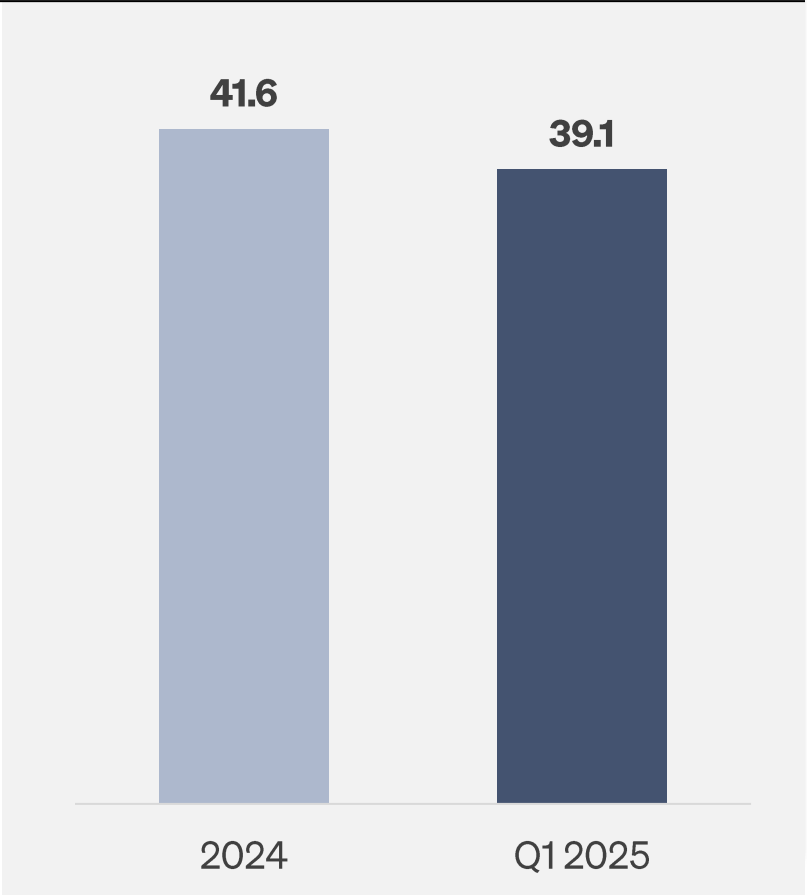
Working capital



Free cash flow



Net debt incl. leasing



## Group adjusted for sold divisions

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in Mio. €	2024	Foundry & Steelworks	AstroPlast	Deconsolidation	2024 adjusted
Sales	513.8	18.7	15.0		480.1
EBITDA	36.7	-5.7	0.8	1.0	40.6
EBIT	15.2	-8.5	-0.2	1.0	22.9
ROS (in %)	3.0%	-45.5%	-1.1%		4.8
Group earnings	4.4	-9.0	-0.7	1.0	13.1

# Forecast 2025

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in Mio. €	2024	Foundry & Steelworks	AstroPlast	Deconsolidation	2024 adjusted	Forecast 2025
Sales	513.8	18.7	15.0		480.1	485-515
Group earnings	4.4	-9.0	-0.7	1.0	13.1	13-17

# Q & A