



# Annual General Meeting GESCO SE

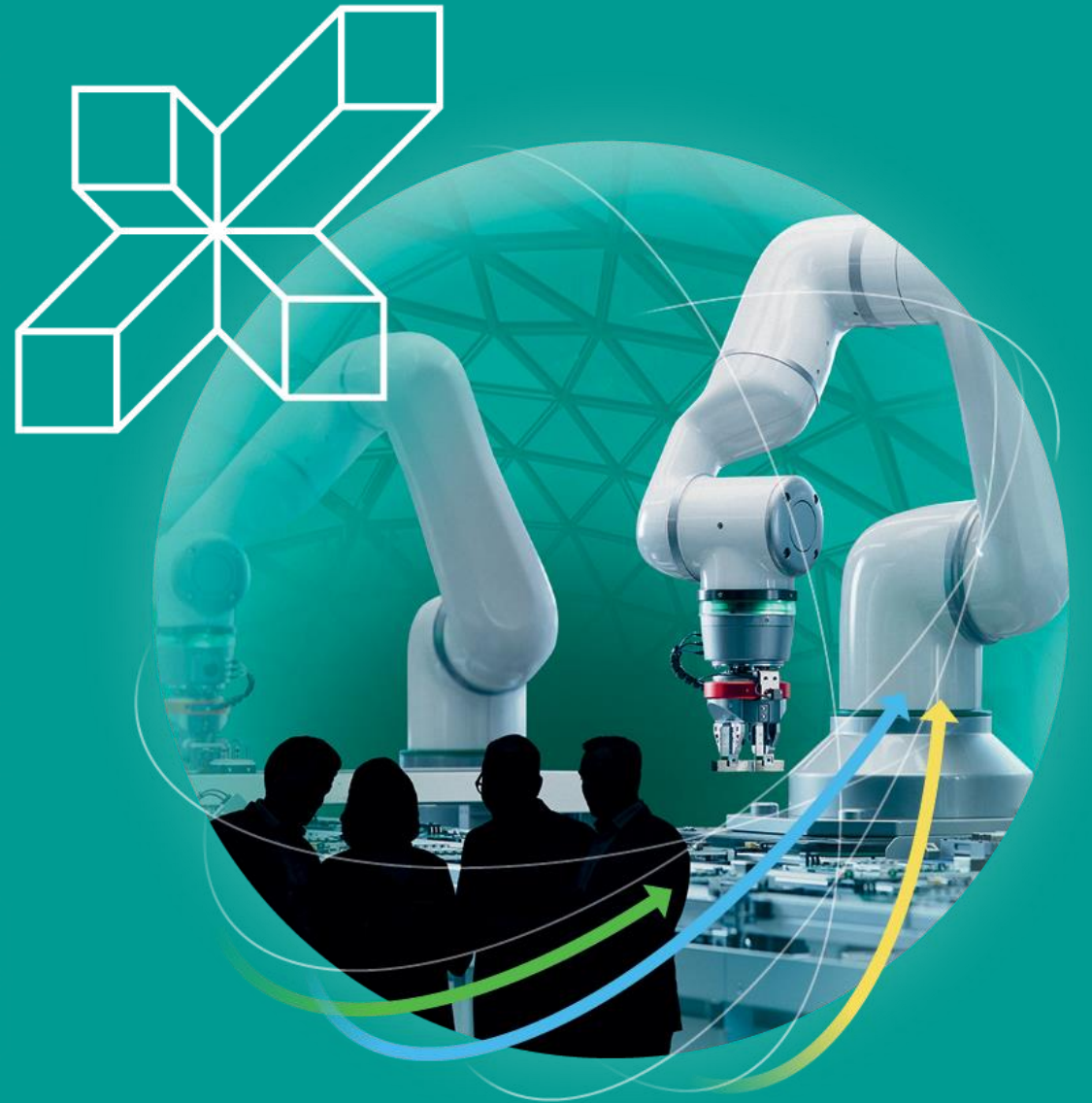
Financial year 2023 | Essen, 29 May 2024



**Our**  
**Company contribution**

**Successful**  
**Entrepreneurship**

**Alignment**  
**Sustainability**



**Slogan**



# **Hidden champions**

Technology-driven SMEs

... in one share, that is **GESCO**

# The strategy

NEXT LEVEL

## GESCO SE

- | 3 anchor & 12 underlying investments
- | Business model expertise
- | Methodological expertise
- | ESG – Sustainability



## Portfolio – Architecture

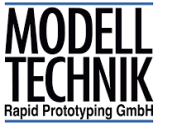
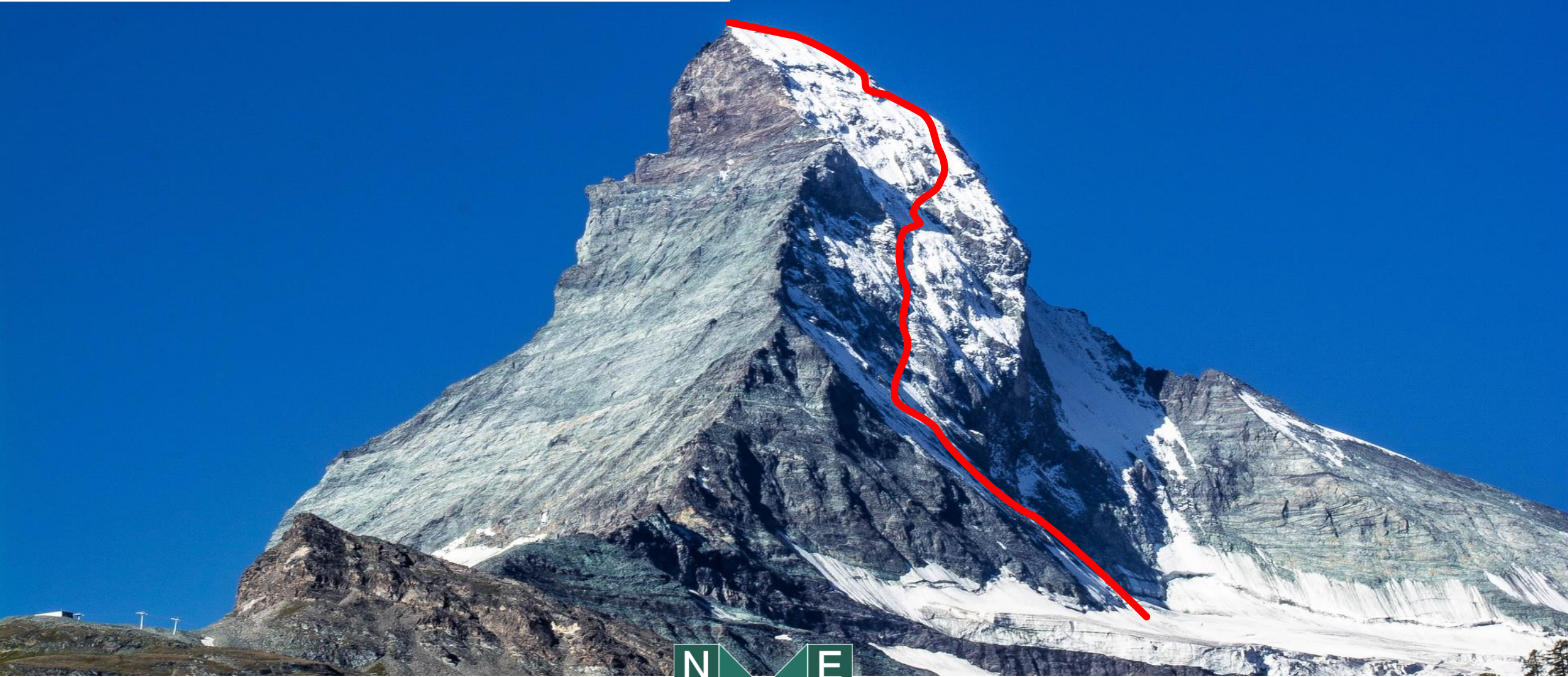
### M & A

- | Inorganic growth
- | Buy & Build Programme
- | Portfolio roadmap
- | Direct approaches & Expand network

## Hidden – Champions

### Excellence Programmes

- | CANVAS
- | MAPEX
- | OPEX
- | LEADEX
- | DIGITEX



# Excellence Programmes

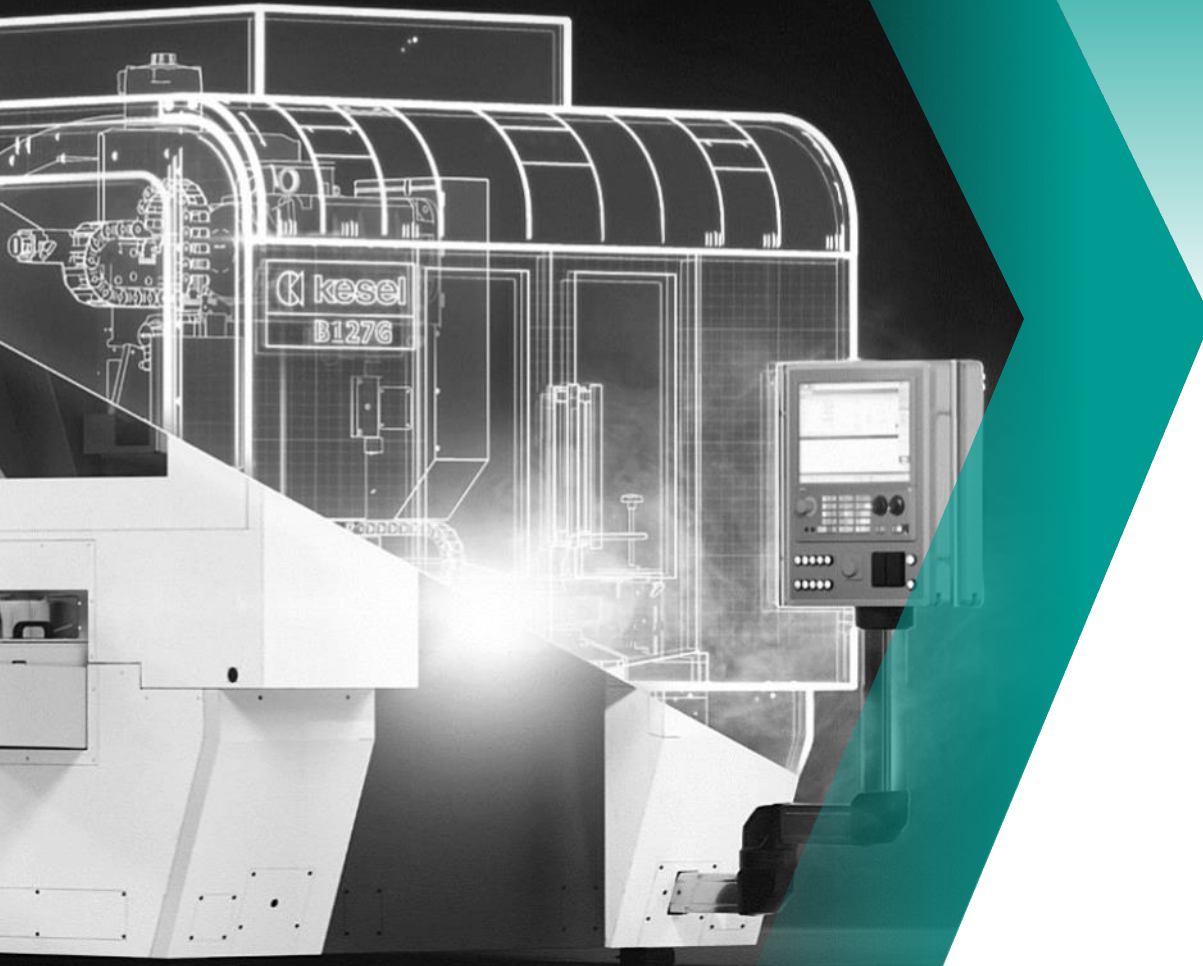


- CANVAS** Business model Development
- MAPEX** Market & Product Excellence
- OPEX** Operational Excellence
- LEADER** Leadership Excellence
- EX** Digital Excellence

# The alignment

# KESEL

Future Food



## Alignment:

**In future also #1 for grinding machines!**

**+24,2%**

Sales since 2018

**+20,5%**

Earnings since 2018

**+18,3%**

Efficiency since 2018

**New product sanding machine** Band saw blade opens up new market Food

**World market leader position** in milling machines strengthened by new modular system

Newly developed modular system reduces **Time-to-market by 60%**

**Performance grinding** of band saw blades **50% above market standard** – newly patented process



# MAE

Train traffic rolls with us



## Alignment:

**Focus on railway technology offers great international potential!**

**-7,3%**

Sales since 2018

**+42,9%**

Earnings since 2018

**+27,1%**

Efficiency since 2018

**Rail projects** in North America: **New York, Boston, Sacramento** and **South Carolina**

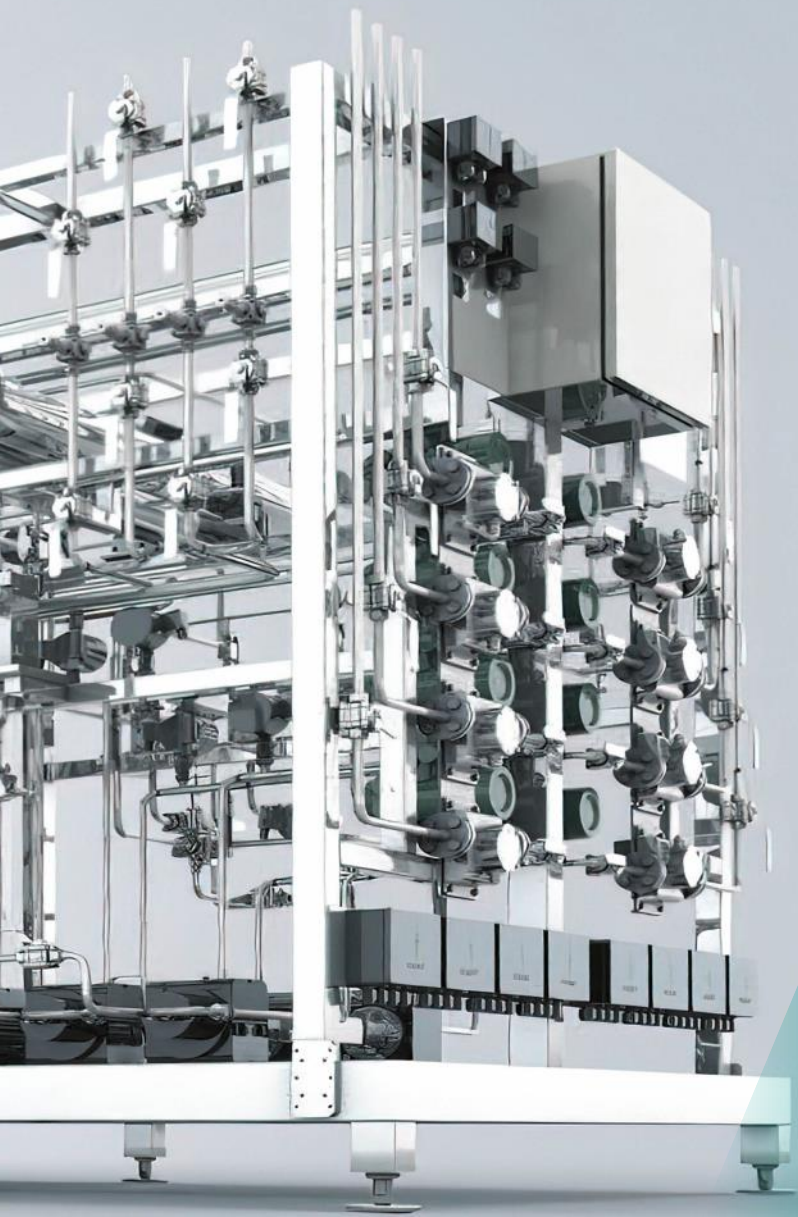
**METRO** – Conquering the South American and Asian markets with a **new generation of wheel presses**

New modular product system **reduces time-to-market** for large-scale straightening systems **by 20 weeks**

**Minimally invasive procedures** with **directional medical drills** enable robotic applications

# INEX – solutions

your Future – our Passion



## Alignment:

**INEX–solutions offers excellence in stainless steel plant engineering!**

**+49,7%**

Sales since 2018

**+60,5%**

Earnings since 2018

**+22,6%**

Efficiency since 2018

**Plant engineering for Healthcare, Semiconductor, Energy & Environmental, Food & Beverage**

Positioning as a **strategic partner** for **semiconductors** through **clean room assembly**

**Foundation of INEX–solutions Inc. and ASME certification** offer growth in the USA

**Series orders received for power–to–liquid** systems for the production of **e–fuels** and **e–kerosene**

## Alignment:

**The strength of Dörrenberg also playing internationally!**

**207 m €**

Sales in 2023

**-47%**

Earnings since 2018

**+2%**

Efficiency since 2018

Focus on **internationalisation** –  
new **sales partners** and further **expansion USA | Turkey**

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**Portfolio expansion of tool steel for plastic  
mould making** with a high degree of processing

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**Portfolio expansion of precision flat steel** is being  
expanded as planned

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**Transformation of steel foundry** from automotive to  
**mechanical engineering** almost complete

## Alignment:

### Transferring our market strength in Europe to the USA!

**+72%**

Sales since 2018

**+31%**

Earnings since 2018

**+39%**

Efficiency since 2018

Expansion of copper coatings –  
aim to **become world market leader** in copper

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**USA sales share** from 0 to 10% since 2018 –  
**focus on further expansion of market share**

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Investment in **new copper line** realised in 2023 –  
capacity doubled with **state-of-the-art technology**

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Copper **brake line tape** for **e-mobility** –  
**We increase your safety!**



**SVT**

Focus: Hydrogen

**GESCO**

## **Alignment:**

**Become the world market leader in ship shippers for all liquids !**

**+60%**

Sales since 2018

**+99%**

Earnings since 2018

**+39%**

Efficiency since 2018

**Supporting the energy transition, solutions for hydrogen and carbon capture & storage**

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**TOP technology with innovative, patented new modular product system – launch in 2024**

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**Expansion of international activities for extended sales & services – China in 2024**

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**Expansion of production capacities in best-cost country in 2024 / 25**

# ASTROPLAST

Products for life from sustainable plastic production



## Alignment:

### Solution for technically demanding large plastic parts!

**13 m €**

Sales in 2023

**-25%**

Earnings since 2018

**-26%**

Efficiency since 2018

Focus on **circular economy** –  
from 46% to **51%** use of **recyclate** → Target > 90%

Orientation of production towards **clamping forces > 600 tonnes** and components > 5 kg

**High-tech bicycle frames** in series production in 300 s  
under **2300 tonnes** of clamping force

**Paperless processes** and **digital production control**

# FUNKE

Liveable connections

## Alignment:

**Take over added value from the customer!**

**18 m €**

Sales 2023

**+1,1%**

Earnings since 2018

**+16,2%**

Efficiency since 2018

Connecting elements for the **energy transition**,  
e.g. **high-voltage plug e-mobility**

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Focus on large series sanitary **applications**  
for **safe drinking water supply**

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Taking over **assembly** and **packaging processes**  
from series customers

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**Reduced throughput times** enable **savings of > 12 %**  
in raw materials and consumables

# SETTER

Sustainability for the global market!



## Alignment:

### Consistent portfolio and production expansion!

**+120%**

Sales since 2018

**+74%**

Earnings since 2018

**+35%**

Efficiency since 2018

**Responsibility for the future: more than 28,000 tonnes of plastic replaced by paper in 2023**

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**Internationalisation** with proximity to customers – new plants in Germany and the USA, expansion in Mexico in 2023

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**Innovations** create **new products** and diversification – strong growth for lollipops, flavoured sticks and stirrers

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**Technological benchmark: own paper and machine expertise**





# UMT Group

Lifesavers rely on us



## Alignment:

### Become world market leader for load-bearing systems!

**+54%**

Sales since 2018 through acquisition

**+31%**

New business since 2018 through acquisition

**+27%**

Efficiency since 2018

**Amtrion established** on the market as a subsidiary of UMT; **Amtrion US, Inc. founded**

**Portfolio completion** strengthens market position new **lightweight spring arms** and **gas struts**

Focus on **key production steps** and **optimisation of production processes**

Two worlds united in one system, efficiency and transparency in data management

# Economic growth

## IMF, World Economic Outlook

Status: April 2024

## VDMA

### Output in 2023

Germany	<b>-0.3%</b>
Euro area	0.4%
Advanced economies	1.6%
United States	2.5%
World	3.2%

### Production output in mechanical and plant engineering

1st half-year	2.5%
3rd quarter	<b>-1.7%</b>
4th quarter	<b>-5.4%</b>
2023	<b>-1,0%</b>

**Sales € 560.7 m**



**Going Global**

- Foreign share increased to 53.5%



## EBIT before impairment losses

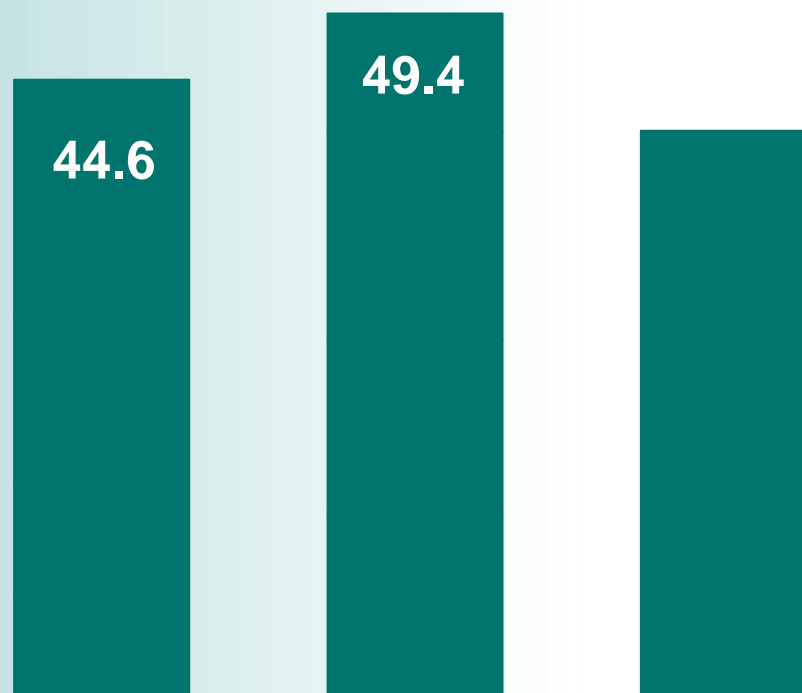
**€ 41.0 m**



**EBIT margin**  
**7.3%**




Employees 1,899




2021

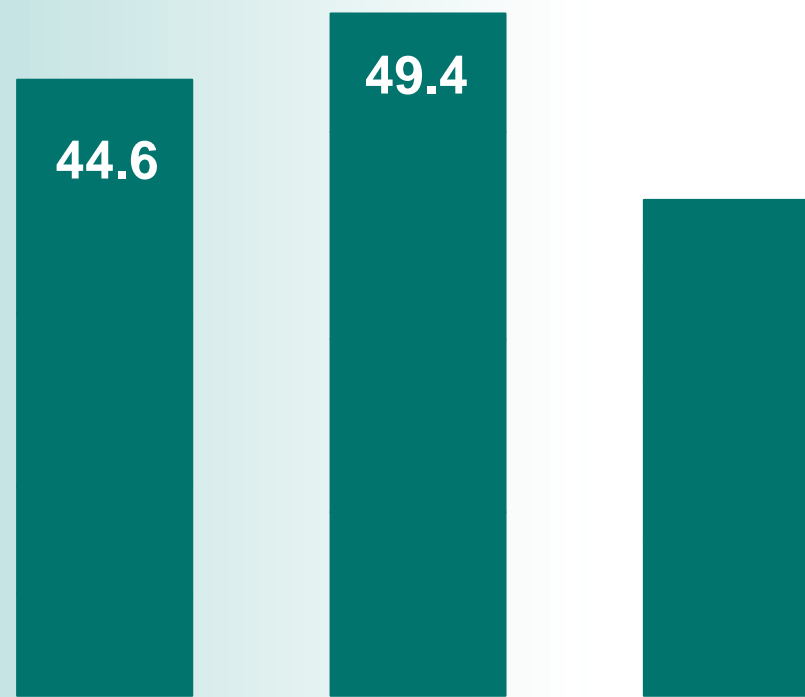
2022

2023


**€ 5.1 m impairment losses**


**EBIT margin 6.4%**

**EBIT € 35.9 m**



2021

2022

2023

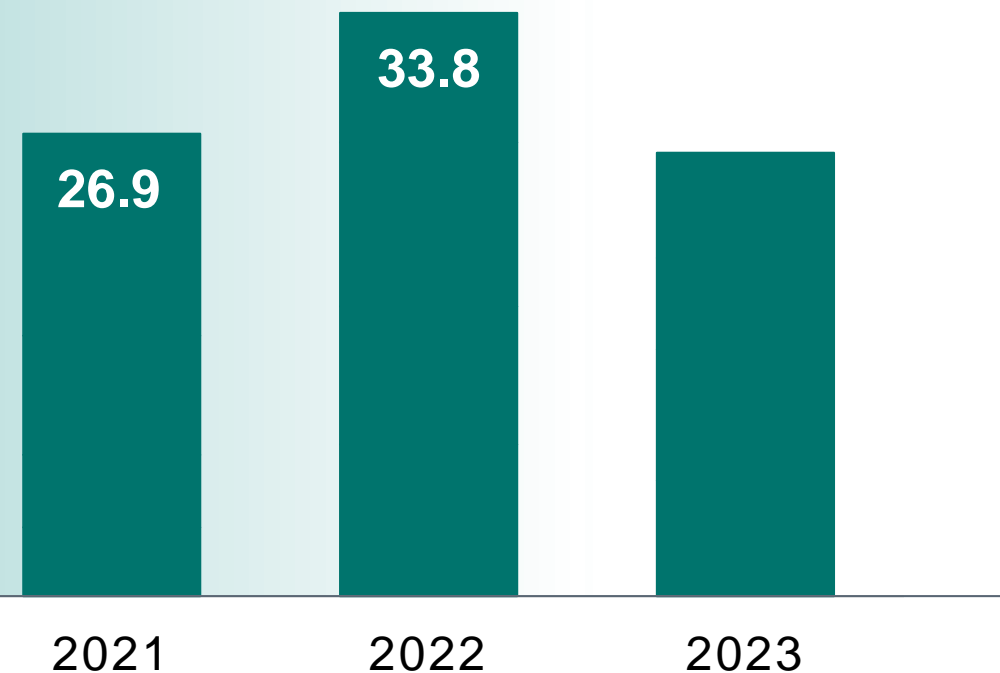
## Group earnings\* before impairment losses

**25.6 m €**



### Significant effects

- Interest expense increased by € 2.2 m
- Minority interests reduced by 1.2 m
- Adjusted tax rate at 28.3%



\* after minority interests

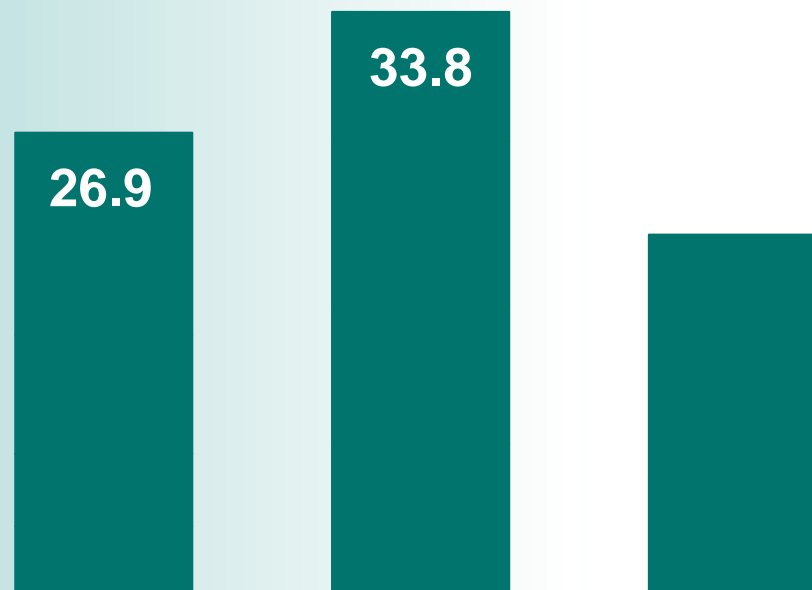


## Effects from impairments

- Impairment losses  
€ -5.1 m
- Deferred taxes  
€ 0.4 m
- Tax rate at 31.6%

## Group earnings\*

**20.9 m €**




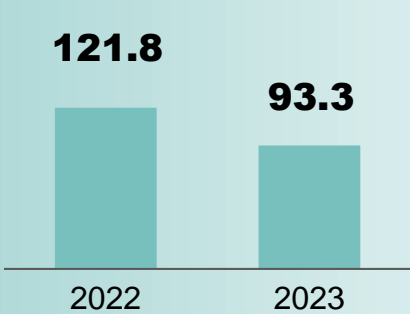
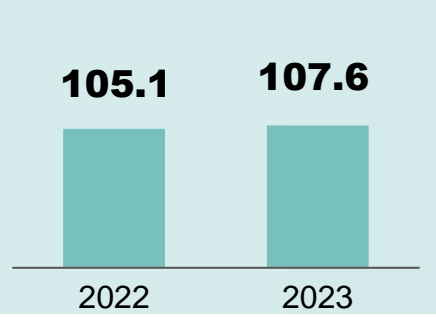
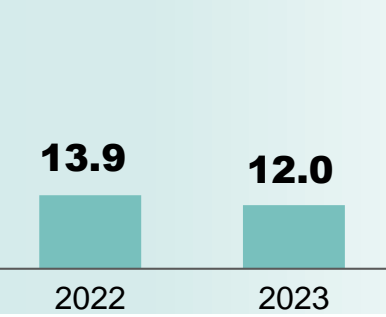
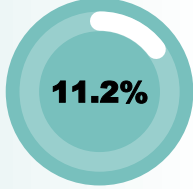


2021

2022

2023




\* after minority interests

# Pleasing result despite low order intake

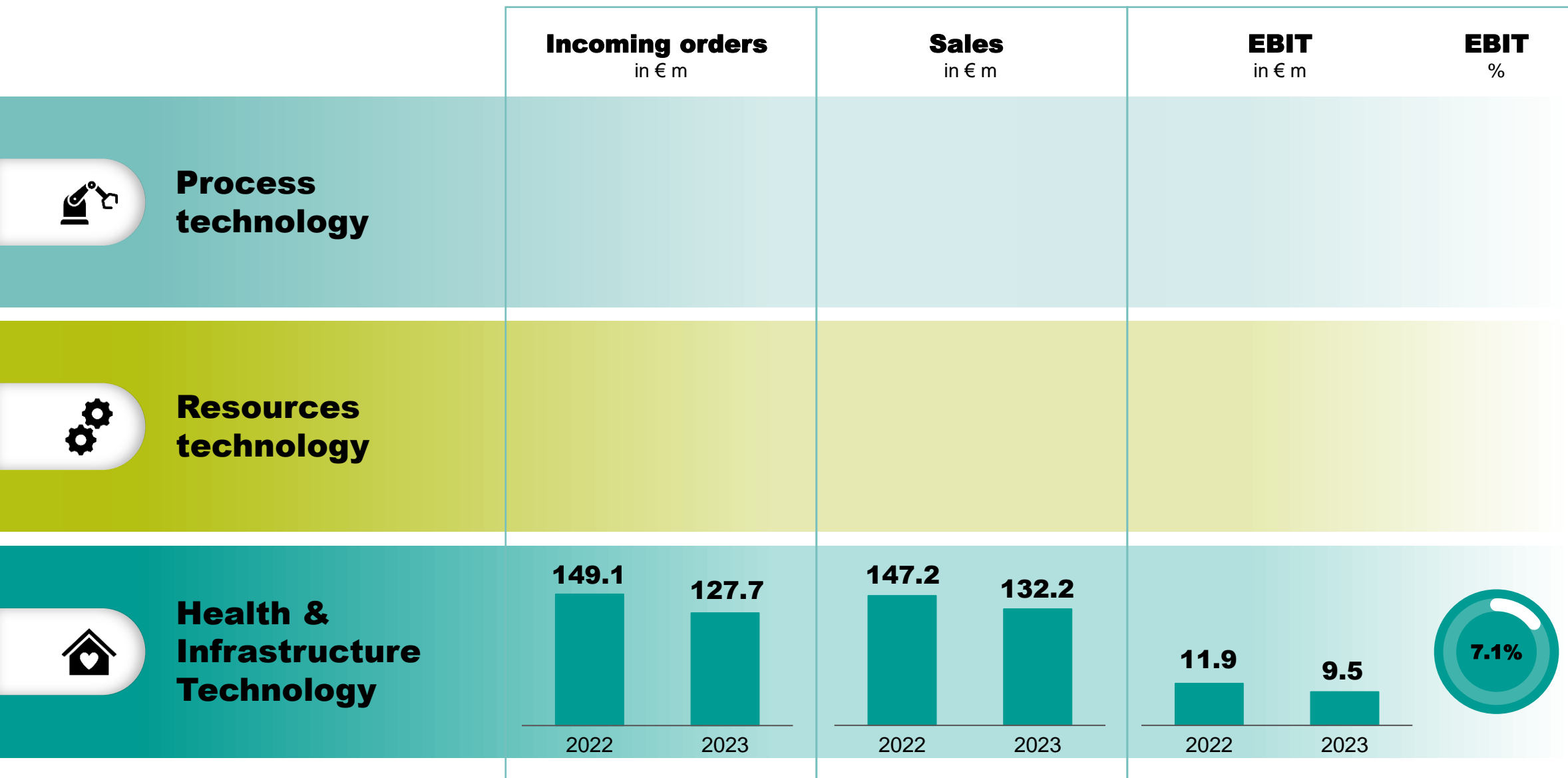
	Incoming orders in € m	Sales in € m	EBIT in € m	EBIT %
 <b>Process technology</b>	121.8  2022    2023	105.1    107.6  2022    2023	13.9    12.0  2022    2023	 <b>11.2%</b>
 <b>Resources technology</b>				
 <b>Health &amp; Infrastructure Technology</b>				



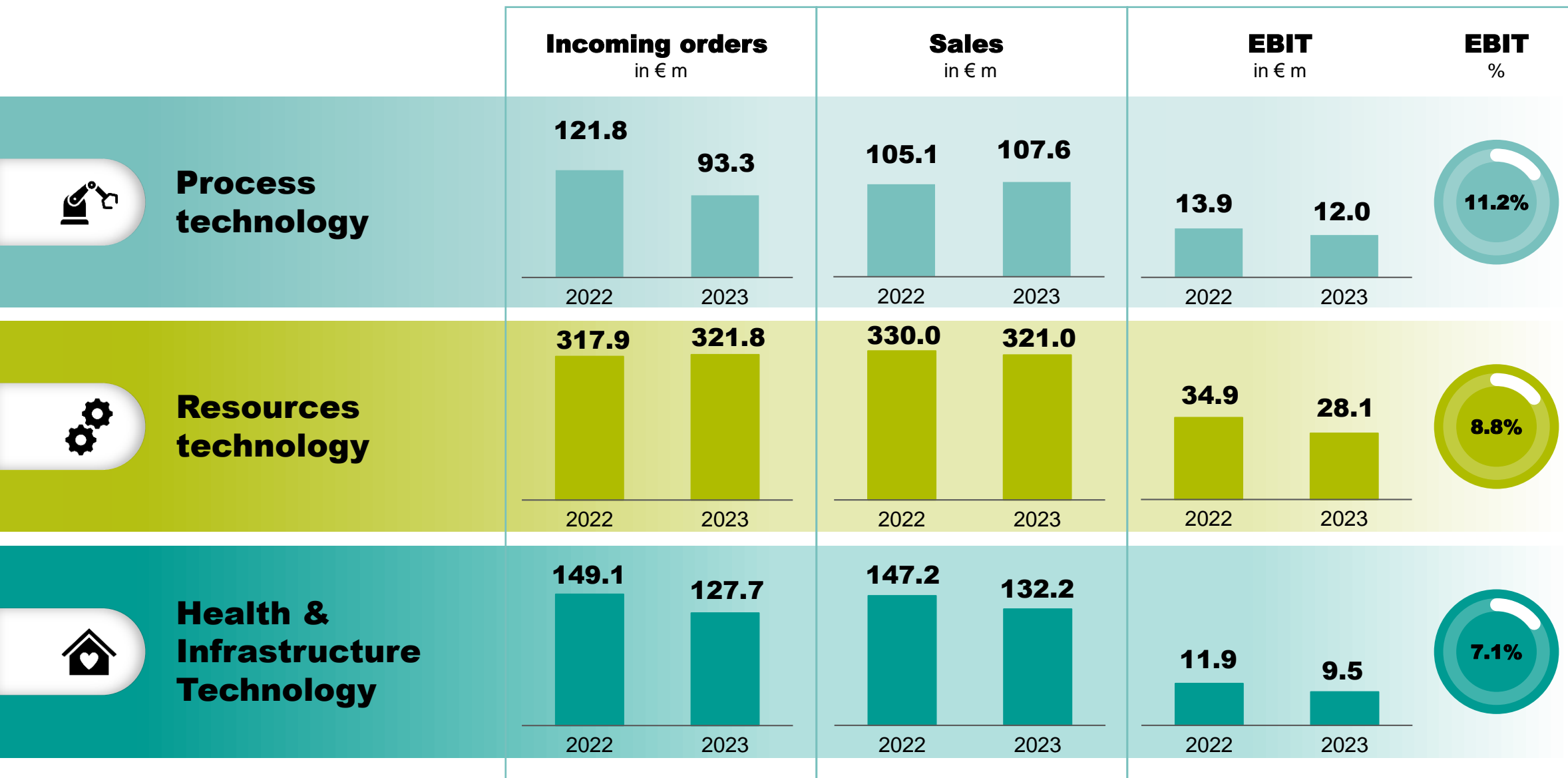
# svt with record result, price effects at Dörrenberg

	Incoming orders in € m	Sales in € m	EBIT in € m	EBIT %
 <b>Process technology</b>				
 <b>Resources technology</b>	317.9 (2022)   321.8 (2023)	330.0 (2022)   321.0 (2023)	34.9 (2022)   28.1 (2023)	8.8%
 <b>Health &amp; Infrastructure Technology</b>				

# AstroPlast and Funke put pressure on results



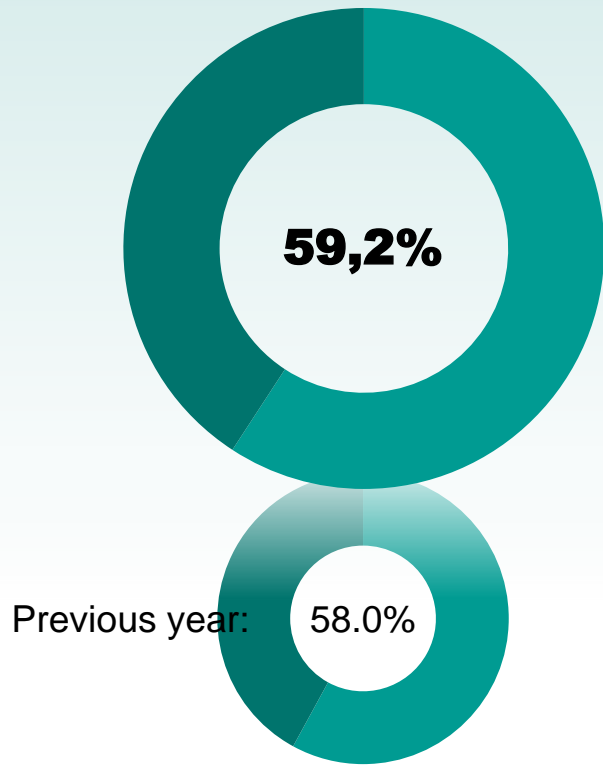
# Solid result despite various influences



# Financial Performance 2023

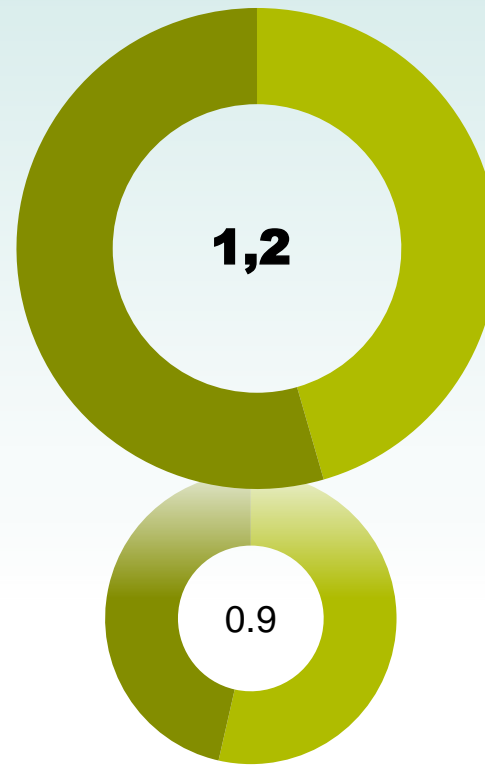
Equity ratio increased again, cash flow improved

## Equity ratio



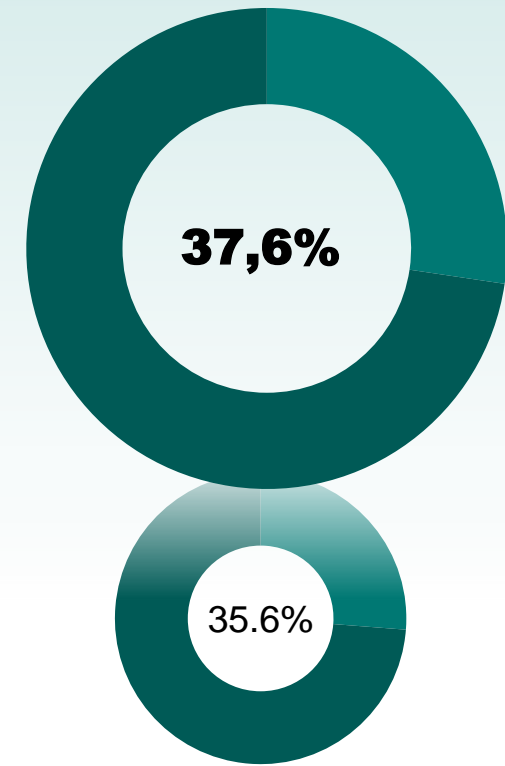
Equity capital Balance sheet total

## Net debt ratio



EBITDA Net debt

## WOC ratio



WOC Sales

# Increase of 5% p.a.

Average dividend 3.3% p.a.

## Equity per share in €



# 13 million to shareholders

62% of consolidated net income after minority interests

## Dividend and share buyback

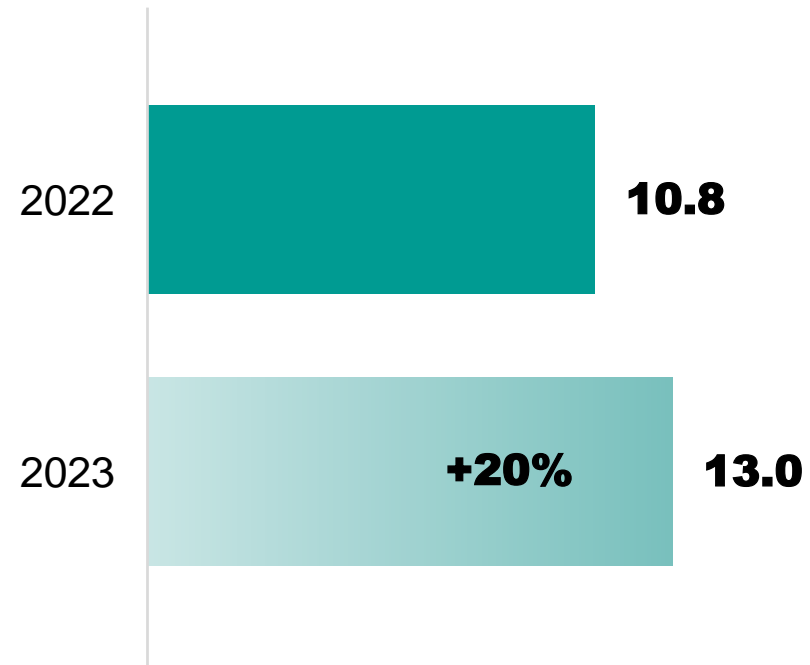
### Dividend:

- 0.40 € per piece
- 2.4% yield

### Share buyback:

- Public offer
- from 04/11/24 to 04/25/24
- at 17.80 €
- up to 499,974 shares (4.61% of share capital)
- Volume: € 8,899,537

## Distribution to shareholders in € m



# Outlook for 2024 remains bleak

IMF forecasts global economic growth of 3.2% for 2024, 2.7% for the USA, 0.4% for euro countries and 0.2% for Germany

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IfO economic forecast for GDP in Germany +0.2%

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The German government's Council of Economic Experts  
GDP growth of 0.2% for 2024

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The VDMA expects a decline of 4% in the mechanical  
and plant engineering by 4%

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10% drop in mechanical engineering orders in February  
according to VDMA

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Interest rates remain at a high level

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**Outlook fraught with  
uncertainty**

**IMF sees risk from  
geopolitical  
tensions,  
particularly in the  
Middle East**

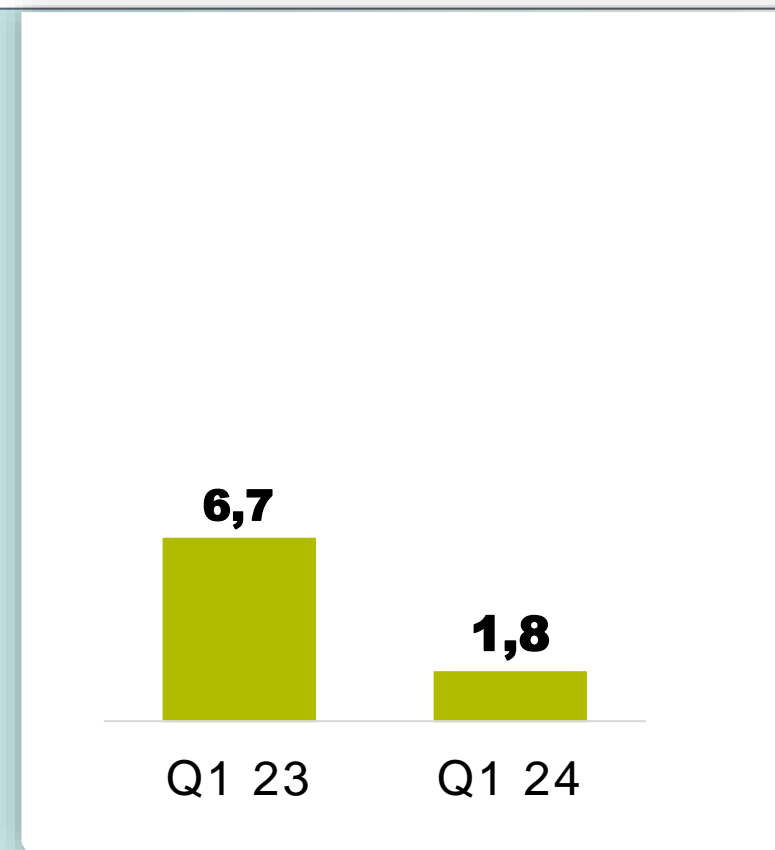
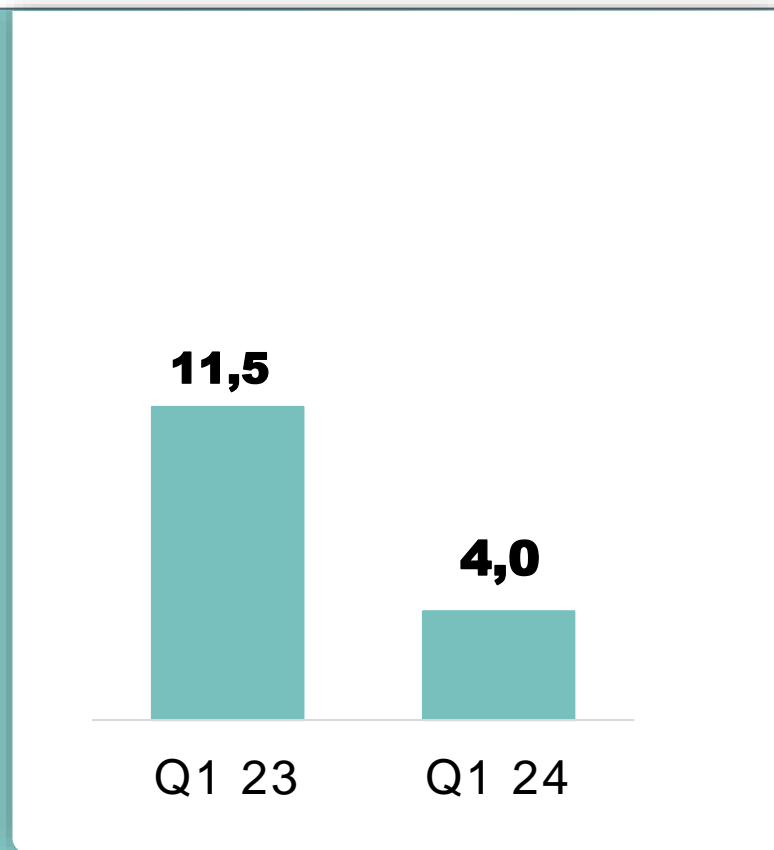
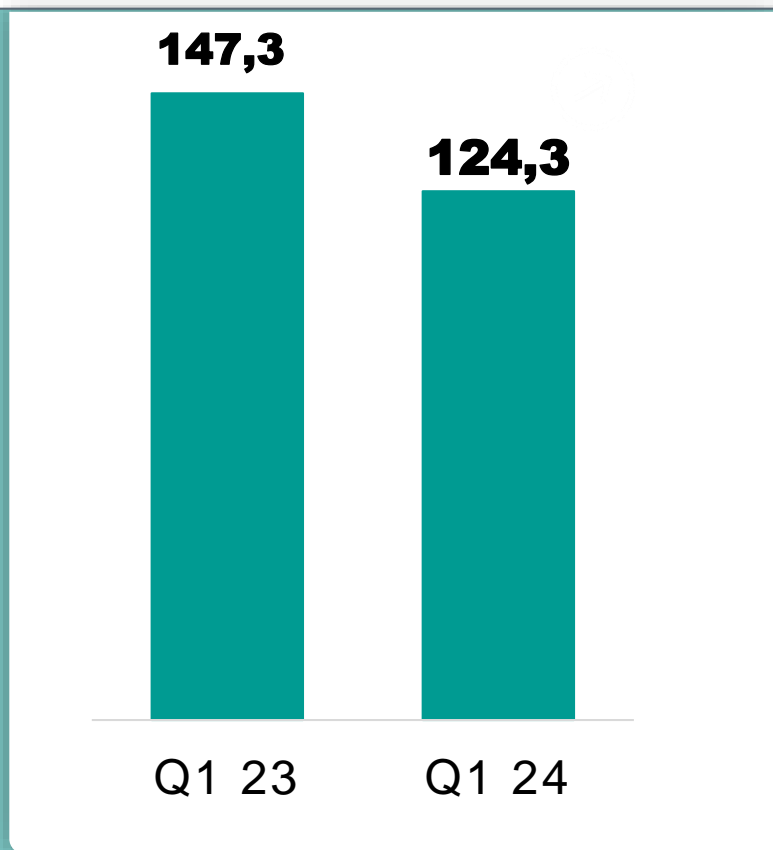
# Cautious start in 2024 as expected

Increase in incoming orders compared to Q4.2023

**Sales** in € million

**EBIT** in € million

**Consolidated net profit**  
in € million after minority interests

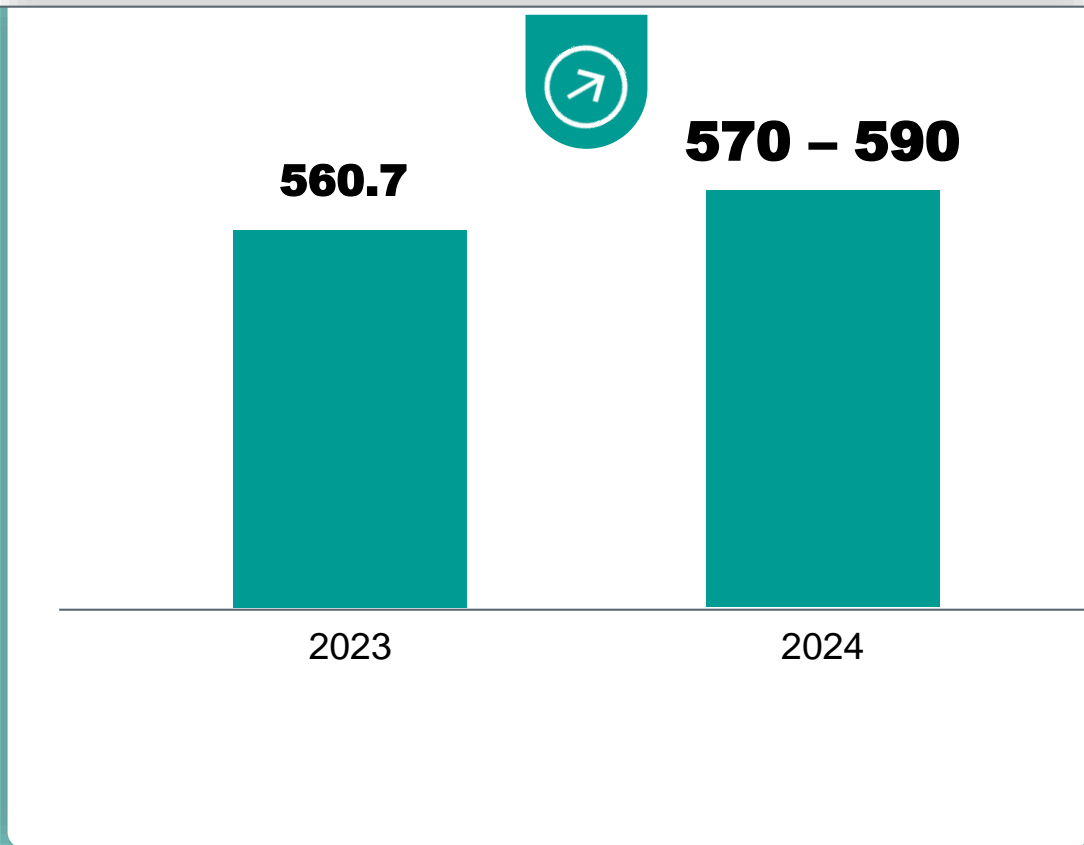




# Moderate increase expected for 2024

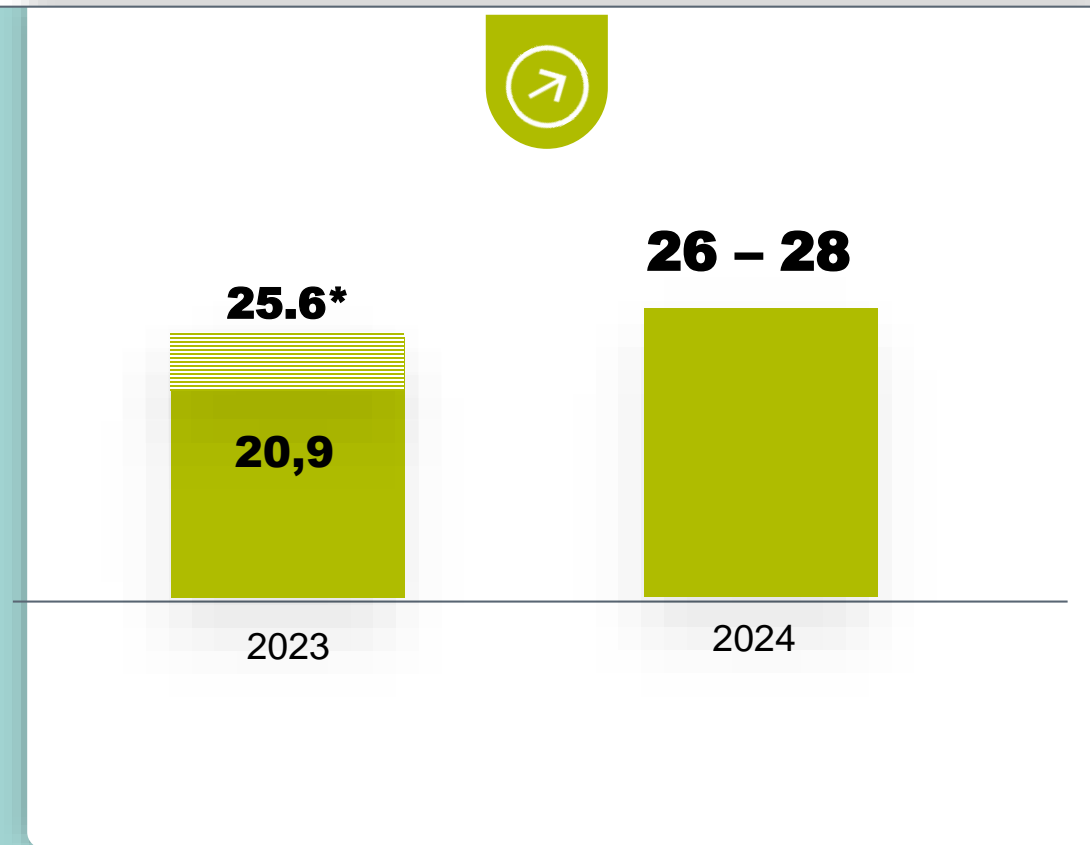
Outlook 2024 – before acquisitions

## Sales in € m



## Group earnings

in € m after minority interests



\*before impairments



**Thank you  
very much!**