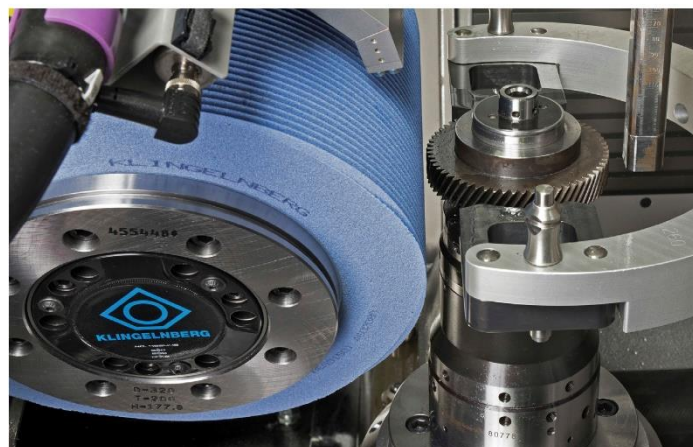
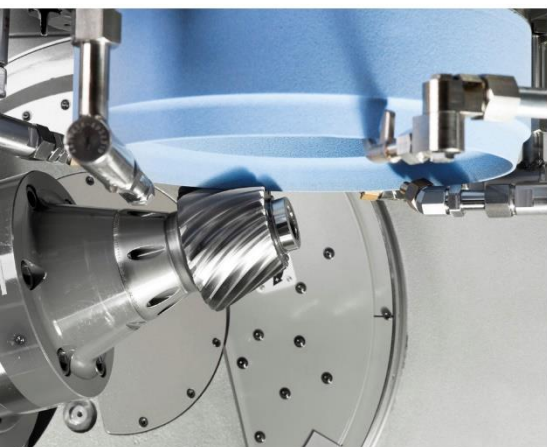
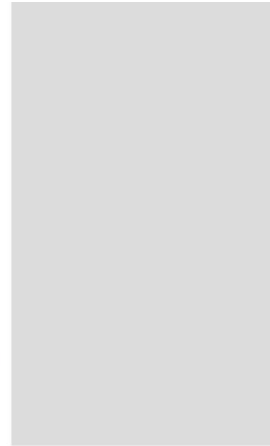
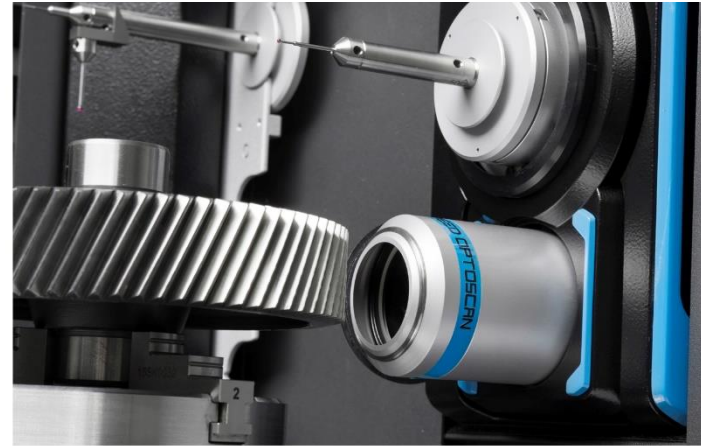




KLINGELBERG AG

Precision gearing champion with Swiss and German heritage



Presentation for
Analysts and Investors
Financial Report H1 2023/24
Zürich, November 2023



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Agenda

1	Introduction
2	Financial results
3	Outlook
4	Q&A

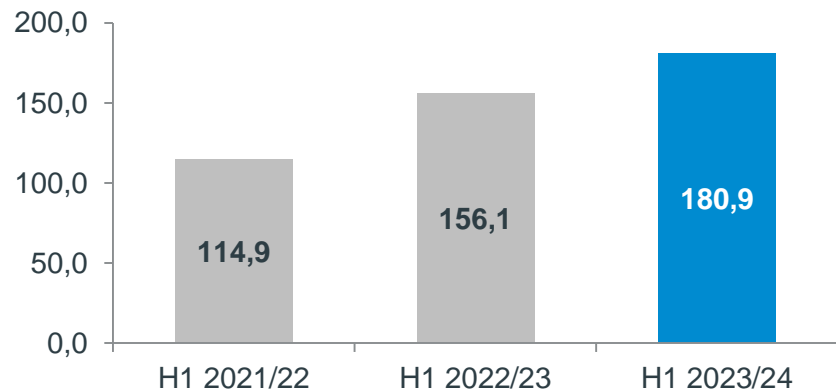
1 Introduction

1	Historic order backlog EUR 335,1 million
2	Net sales at EUR 105,4 million - Return to the usual asymmetrical sales distribution with a significant increase in sales in the second half of the financial year
3	Positive EBIT in a first financial half-year of EUR 4,7 million
4	Highest order intake in a first financial half-year despite difficult economical environment
5	Guidance for 2023/24 confirmed: net sales to remain stable at record-level, EBIT-Margin slightly improved

2 Strong order intake despite high geopolitical uncertainties

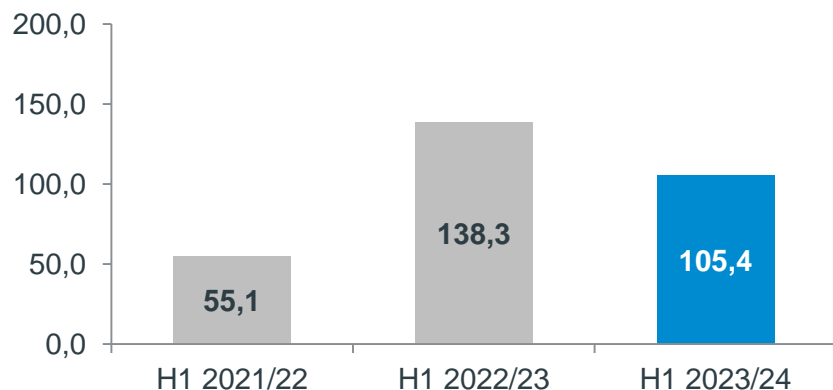
KLINGELNBERG Group – Order intake, net sales and order backlog (in M€)

Order intake

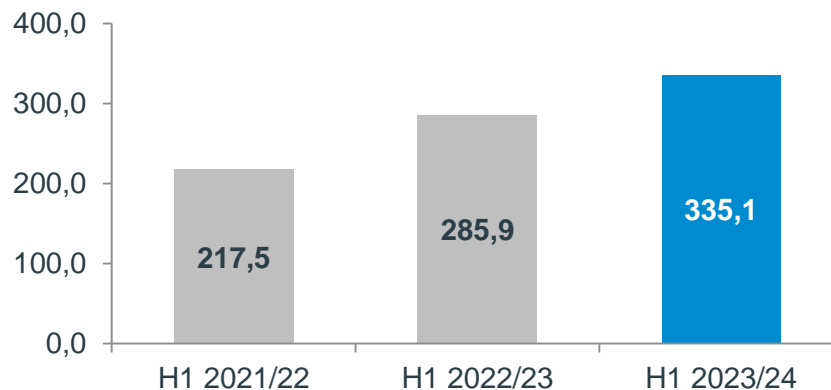


- Net sales decreased by EUR 32,9 million compared with the prior-year period, a reduction of 23,8%. The decrease resulted mainly from the absence of the flood-related shift in sales to the first six months of the 2022/23 financial year.
- Order intake substantially increased by EUR 24,8 million from the same period last financial year, a rise of 15,9%.
- The KLINGELNBERG Group's order backlog amounted to EUR 335,1 million, the highest level in the company's history again.

Net sales



Order backlog



Note: Unless otherwise indicated, all figures are rounded up or down to the nearest hundred thousand Euros.

2 Return to usual asymmetrical distribution of sales

KLINGELNBERG Group – Income statement (in M€)

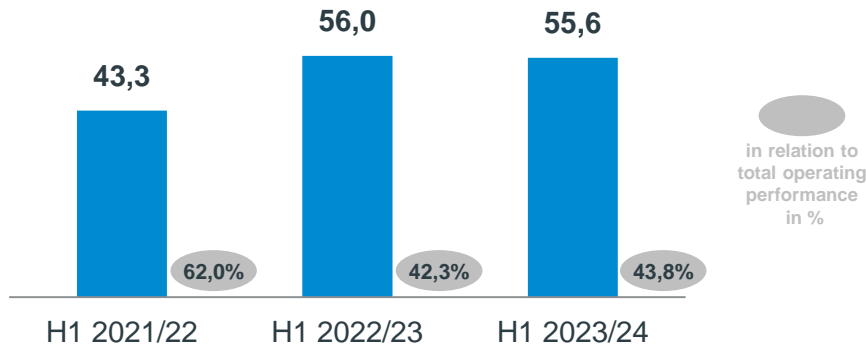
	H1 2022/23		H1 2023/24		Deviations	
Net sales from goods and services	138,3	100%	105,4	100%	-32,9	-24%
Other operating income	1,7	1%	9,6	9%	7,9	
Change in inventory of finished and unfinished goods	-5,9	-4%	21,6	20%	27,5	
Material expense	-56,0	-40%	-55,6	-53%	0,3	1%
Personnel expense	-49,4	-36%	-53,6	-51%	-4,1	-8%
Depreciation on tangible fixed assets	-1,9	-1%	-2,3	-2%	-0,5	-25%
Amortization on intangible assets	-0,2	0%	-0,1	0%	0,1	26%
Other operating expense	-22,6	-16%	-20,7	-20%	2,0	9%
Share of result from joint ventures	0,4	0%	0,5	0%	0,1	21%
Operating result	4,4	3%	4,7	4%	0,3	7%
Financial result	-4,6	-3%	-2,7	-3%	1,9	41%
Profit/Loss before income taxes	-0,2	0%	2,0	2%	2,2	
Income taxes	-1,3	-1%	-1,0	-1%	0,4	28%
Net profit/loss	-1,5	-1%	1,1	1%	2,6	179%

Note: Unless otherwise indicated, all figures are rounded up or down to the nearest hundred thousand Euros.

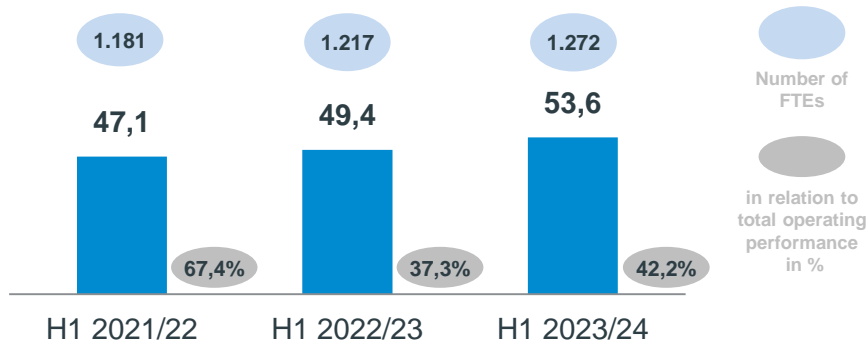
2 Increase in personnel expense

KLINGELNBERG Group – Income and cost development (in M€)

Material expense



Personnel expense



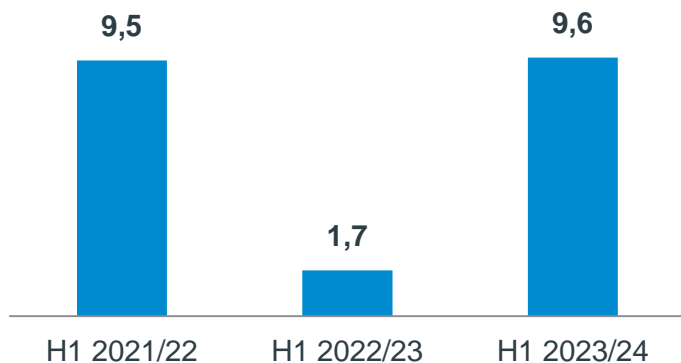
- Material expense fell disproportionately to total operating performance due to the significant increase in inventories and amounted to EUR 55,6 million at the end of the first half of the 2023/24 financial year.
- Personnel expense increased by EUR 4,1 million as a result of
 - a rise in the number of FTEs from 1.217 to 1.272 and
 - increased expenses due to the termination of the “collective restructuring agreement” of KLINGELNBERG GmbH, which was agreed due to the flood, occurred in July 2021.

Note: Unless otherwise indicated, all figures are rounded up or down to the nearest hundred thousand Euros.

2 Other operating expense ratio decreased again

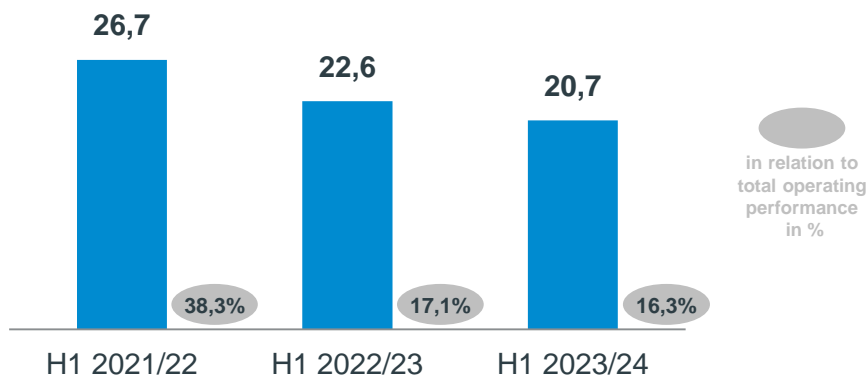
KLINGELNBERG Group – Income and cost development (in M€)

Other operating income



- OOI was EUR 7,9 million higher than in the comparable period of the previous financial year. This was due to the reimbursement for retroactive damage (flood related) of KLINGELNBERG AG of EUR 4,1 million and the reconstruction aid from the Federal State of “Nordrhein-Westfalen”/Germany of EUR 5,0 million for flood damage incurred by KLINGELNBERG GmbH in July 2021.
- The decrease in OOE was mainly due to reduced freight costs and the absence of rent for the assembly hall in Ettlingen.

Other operating expense

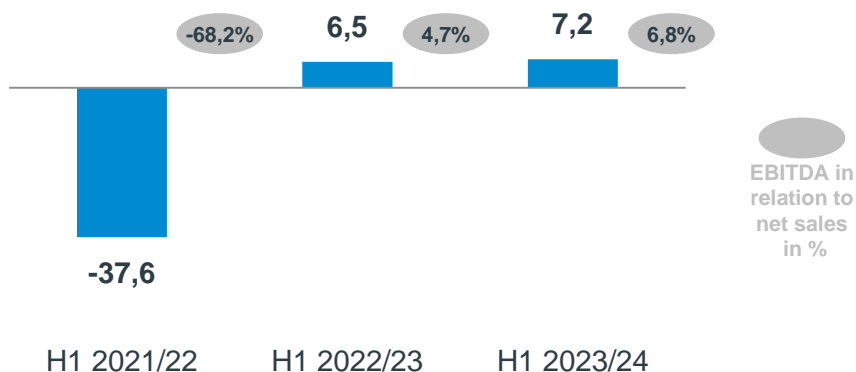


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2 Positive development despite global challenges

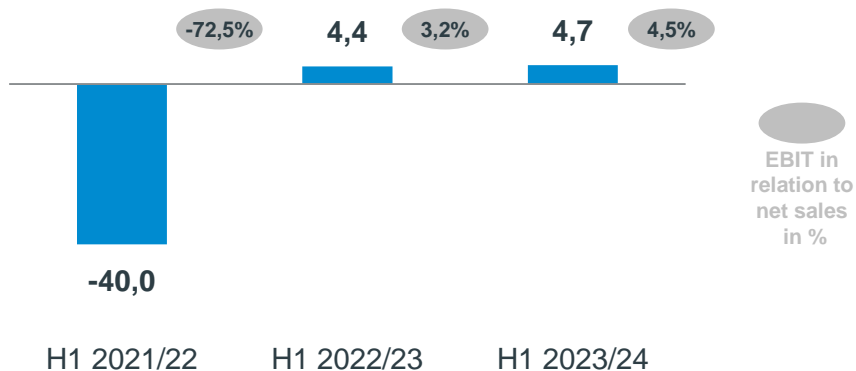
KLINGELNBERG Group – EBITDA & EBIT development (in M€)

EBITDA



- After KLINGELNBERG achieved positive EBIT in the first half of the last financial year, for the first time in many years, EBIT in the first six months of the current financial year were also at a solid level.
- The operating result (EBIT) increased year-on-year by EUR 0,3 million to EUR +4,7 million.

EBIT

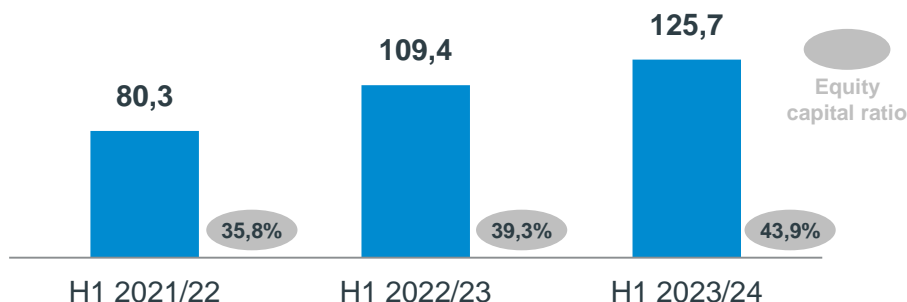


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2 Strengthening of capital structure after major challenges

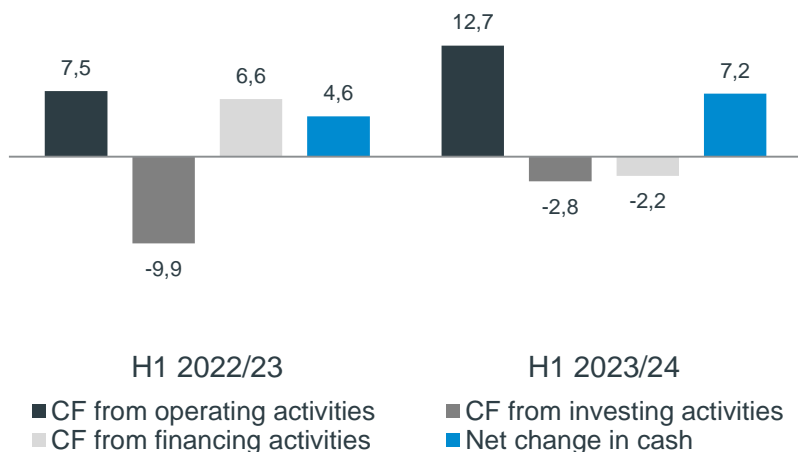
KLINGELNBERG Group – Balance sheet ratios (in M€)

Equity capital



- Cash flow from operating activities increased by EUR 5,2 million compared to H1 2022/23 and amounted to EUR 12,7 million. Among other things, net profit increased by EUR 2,6 million compared to the first half of the 2022/23 financial year.
- Both long-term and short-term financial liabilities decreased by EUR 5,0 million in total. By contrast, cash and cash equivalents increased by EUR 3,6 million.

Cash flow statement



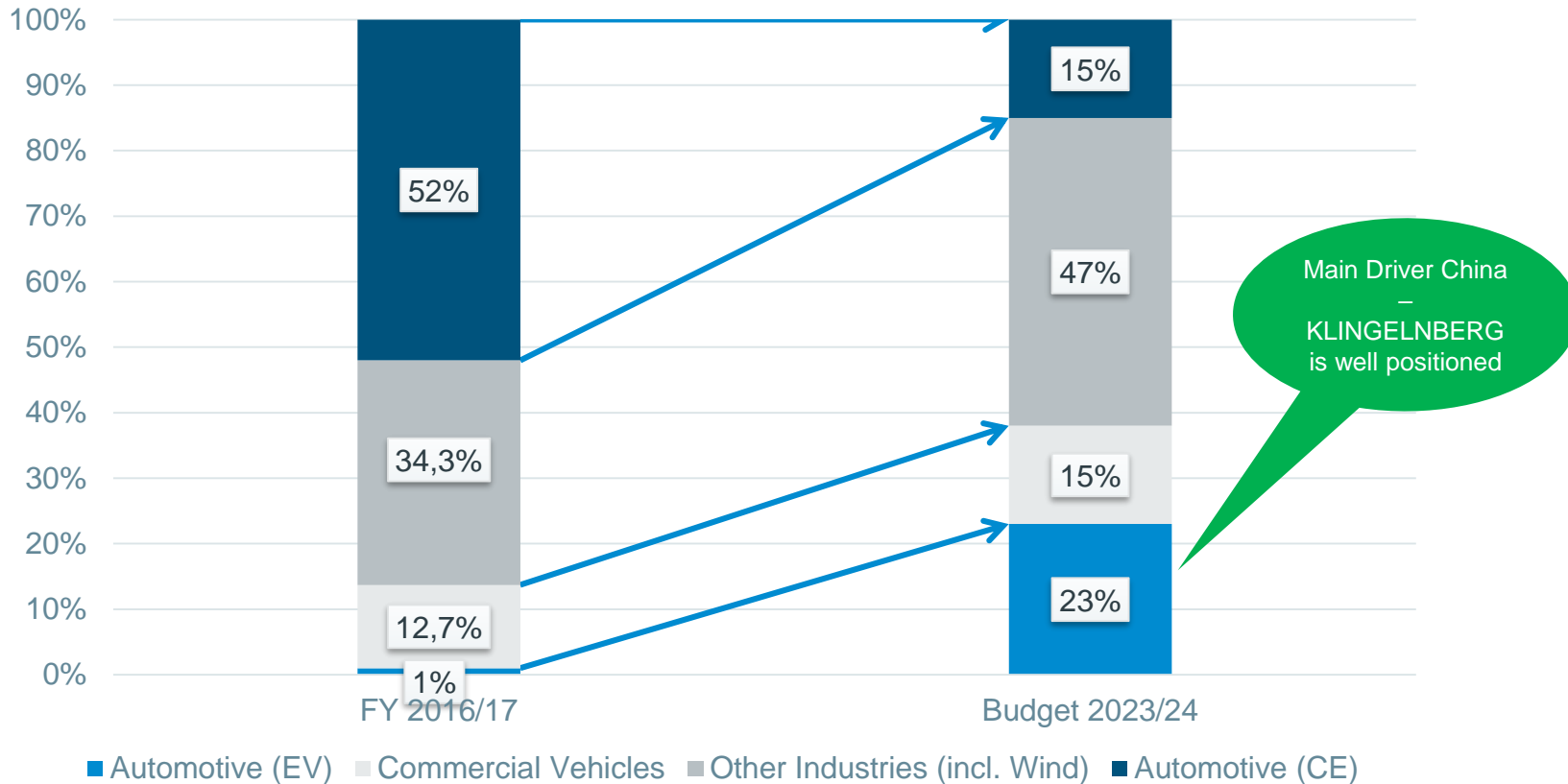
Financing structure



Note: Unless otherwise indicated, all figures are rounded up or down to the nearest hundred thousand Euros.

3 Outlook

Distribution of sales along industries (2017/18 to 2023/24)^[1]



Note [1]: Machine Tools without service

3 Outlook

KLINGELNBERG Group

- Still strong demand due to well diversified product portfolio across all industries and excellent access to global markets, especially Asia
- We have been able to deliver on our promise to successful develop technology for e-mobility markets
- The guidance for the 2023/24 financial year is hereby confirmed
 - net sales to remain stable at record-level,
 - EBIT-Margin slightly improved



Strong Order intake with stable sales lead to extreme high Order Backlog, which makes us look positive into the future beyond this current business year

4 Thank you! – Q+A



Appendix

Significant increase in equity as well as decrease in liabilities

KLINGELNBERG Group – Balance sheet (in M€)

	2022-09-30 ACTUAL H1		2023-09-30 ACTUAL H1		Deviations	
Cash and cash equivalents	12,3	4%	15,9	6%	3,6	29%
Receivables from goods and services	48,2	17%	42,1	15%	-6,1	-13%
Inventories	137,1	49%	144,0	50%	6,9	5%
Other current assets	12,8	5%	10,0	3%	-2,8	-22%
Non-current assets	68,3	25%	74,4	26%	6,1	9%
Total assets	278,7	100%	286,3	100%	7,7	3%
Short-term financial liabilities	38,5	14%	34,8	12%	-3,6	-9%
Long-term financial liabilities	16,1	6%	14,7	5%	-1,4	-9%
Payables from goods and services	25,5	9%	18,7	7%	-6,8	-27%
Other liabilities	89,2	32%	92,5	32%	3,2	4%
Total equity	109,4	39%	125,7	44%	16,3	15%
Total liabilities and equity	278,7	100%	286,3	100%	7,7	3%

Note: Unless otherwise indicated, all figures are rounded up or down to the nearest hundred thousand Euros.