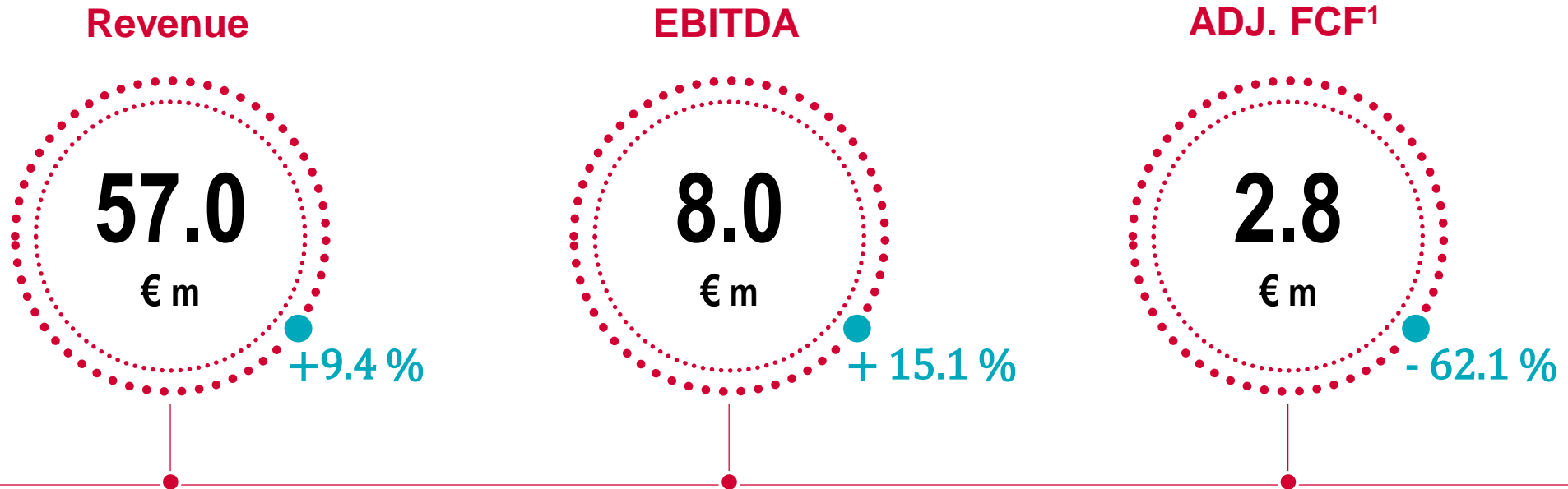




FINANCIAL RESULTS FIRST QUARTER 2020

ACT CONTINUES TO DELIVER SUSTAINABLE RESULTS

FP INCREASES REVENUE AND EBITDA SIGNIFICANTLY IN Q1 2020



- Adjusted for FX: Revenue of € 56.7 m, EBITDA € 7.9 m
- Non-adjusted Free cash flow of € 0.0 m
- SARS-CoV-2 pandemic noticeable as of mid March 2020

¹ Excluding additions to finance lease assets, M&A and JUMP payments
EUR/USD exchange rate in 3M 2019: 1 € = 1,1361 USD, in 3M 2020 = 1.1027 USD

PROFITABILITY INCREASED SIGNIFICANTLY IN Q1 2020

ACT STRATEGY IS PAYING OFF

€ m	Q1/2019	Q1/2020
Revenue	51.2	57.0
EBITDA	6.9	8.0
EBITDA Margin	13.3%	14.0%
Amortisation/ depreciation	5.6	5.4
EBIT	1.3	2.6
Net Income	1.2	1.9
EPS (basic, Euro)	0.08	0.12

Key factors influencing P&L

- Currency: Positive effects of € 0.3 m (revenue) and € 0.1 m (EBITDA)
- Acquisition of HEFTER, consolidated since mid Feb 2020: € 0.7 m (revenue)
- Reassessment of economic life of leased products as of Dec. 2019: follow-up effect of € 0.9 m (revenue)

JUMP: increased recurring savings in Q1 2020, more than € 4.0 m expected for full-year 2020

EBITDA 15.1 % above previous year level

Amortization/depreciation

- Slight decrease due to lower depreciation on tangible assets, reported growth leads to improved amortization/depreciation to revenue ratio of 9.5 % (in previous year 10.8 %)

Net Income/EPS

- Increase in profitability of more than 50 %

FREE CASH FLOW

TEMPORARY INCREASE IN WORKING CAPITAL

€ m	Q1/2019	Q1/2020
Cash flow from operating activities	9.3	4.7
Cash flow from investing activities	-6.3	-4.8
Free cash flow	2.9	0.0
Adjusted free cash flow¹	7.4	2.8
Cash flow from financing activities	-7.9	3.9
Cash and cash equivalents	16.4	22.3

Cash flow from operating activities

- Net working capital increased temporarily at cut-off date (+€ 5.1 m): increase in trade receivables and in inventories to secure delivery capacity under SARS-CoV-2
- JUMP payments of €-1.1 m (in Q1 2019 €-2.2 m)

Cash flow from investing activities

- Decrease in investments in internally generated intangible assets of €-2.2 m (in Q1 2019 €-2.5 m); mainly due to lower capitalization of ERP/CRM
- Acquisition of HEFTER of € 1.2 m

Adj. free cash flow reflects temporary increase in working capital; due to SARS-CoV-2 significant decline for full year 2020 expected

Cash flow from financing activities

- Increase in financial liabilities (€ 4.7 m)
- Lease payments (€-1.0 m)

¹ Excluding investments in finance lease assets, M&A and payments for JUMP

FP Q1 2020 CORE BUSINESS

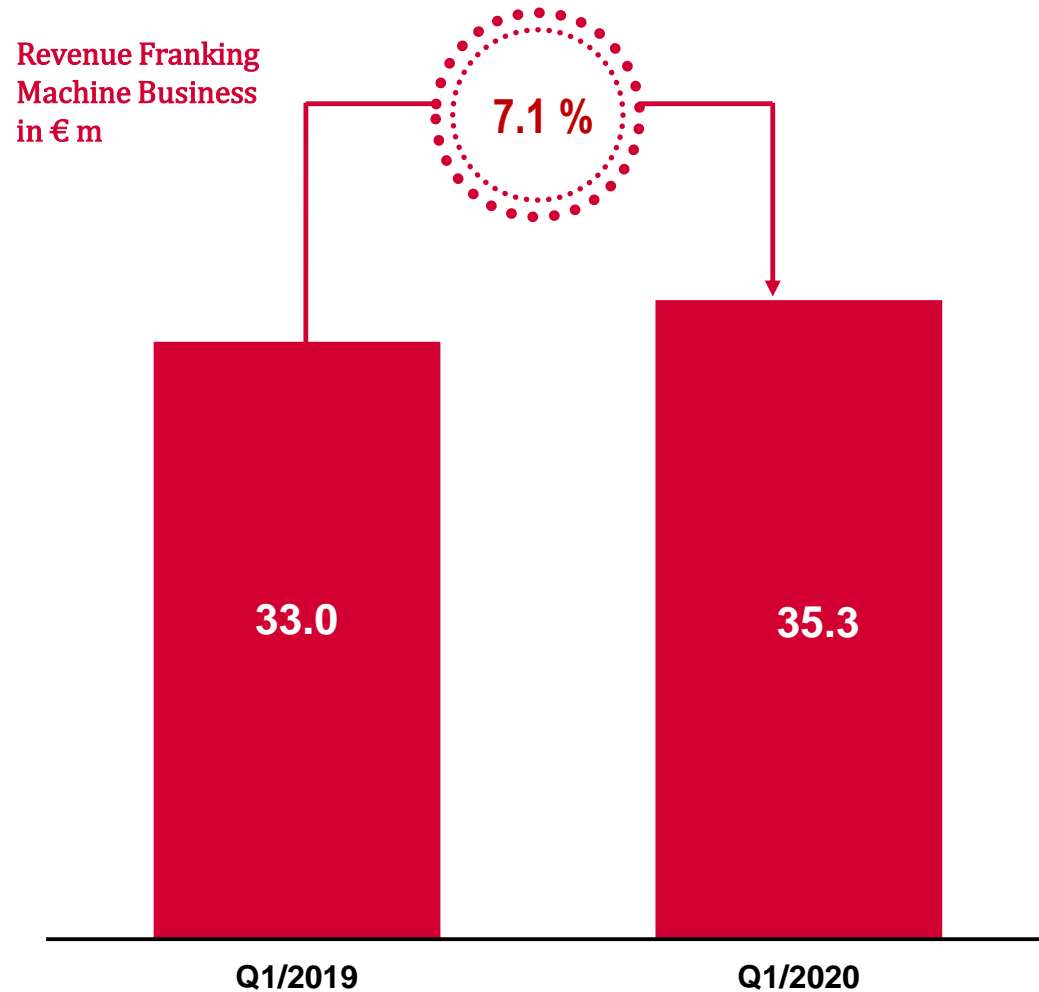
SUCCESSFUL ATTACK IN CORE BUSINESS 2016 - 2020

Peer group comparison

	FP		Peer 1		Peer 2	
Revenue growth franking machine business						
FY 2016	2%		-6%		-7%	
excluding currency effects	4%		-5%		NA	
FY 2017	1%		-6%		-5%	
excluding currency effects	3%		-4%		NA	
FY 2018	0%		-6%		-6%	
excluding currency effects	2%		-4%		NA	
FY 2019	6%		NA		-9%	
excluding currency effects	4%		-3%		NA	
Q1 2020	7%		-12%		-8%	
excluding currency effects	6%		-14%		-7%	

FP CORE BUSINESS

BASED ON ACT STRATEGY: GROWTH ACHIEVED

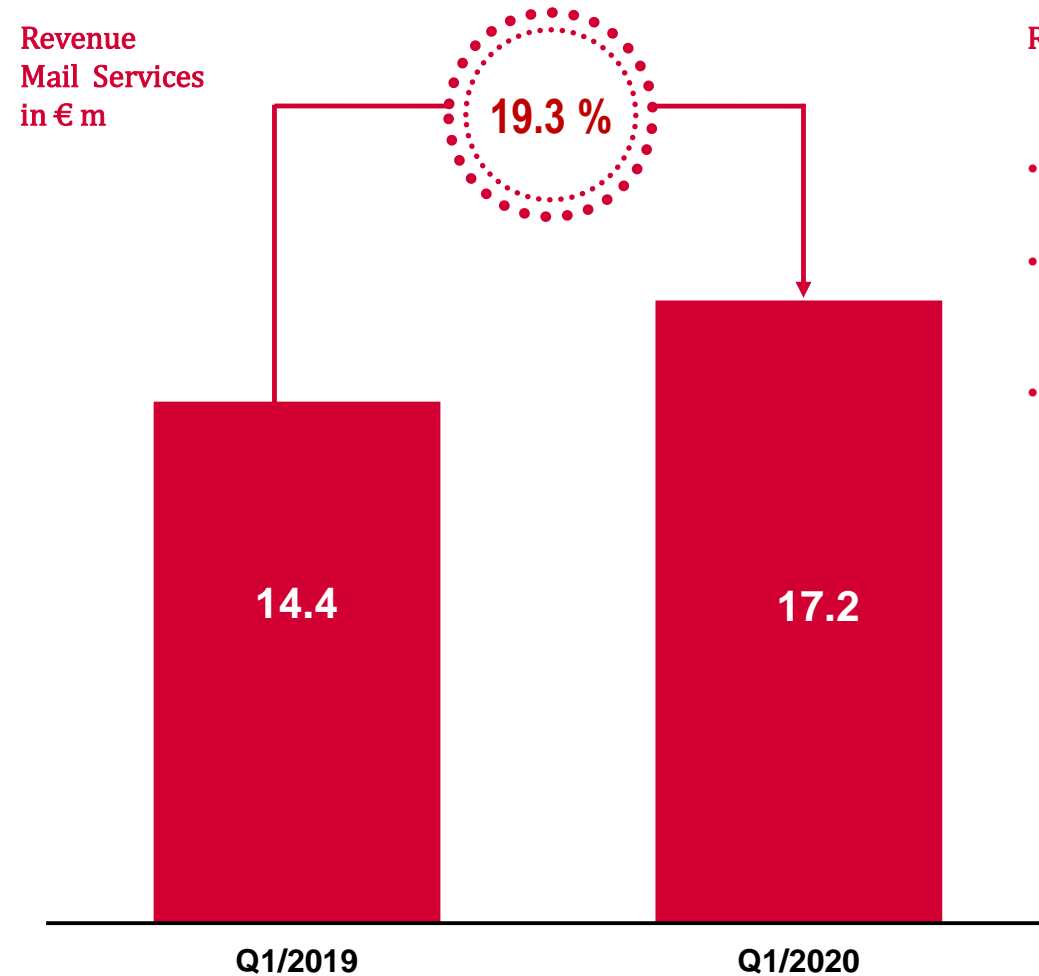


Revenue in Q1 2020 up by 7.1 %
(FX adjusted 6.1 %)

- Continuous strong business development in strategic markets US and FR based on leading product portfolio
- Revenue growth in Germany, additionally supported by first revenue contribution from HEFTER, consolidated as of mid Feb 2020
- For full year 2020 increasing positive impact from further international roll-out of PostBase Vision expected

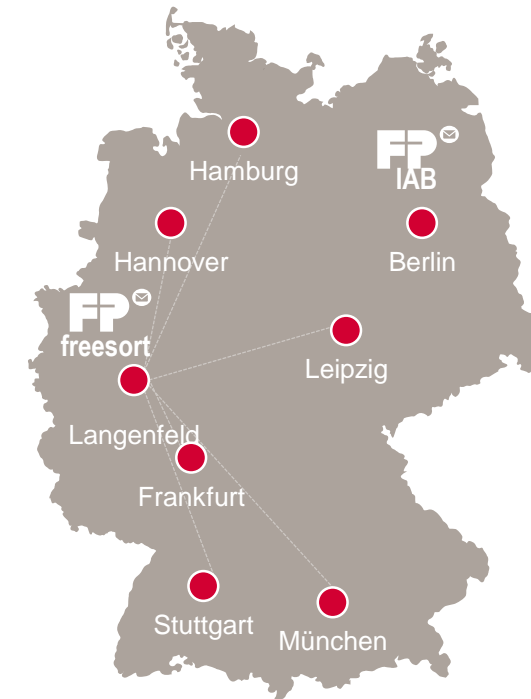
FP MAIL SERVICES

REORGANIZATION ON TRACK



Revenue in Q1 2020 significantly up by 19.3 %

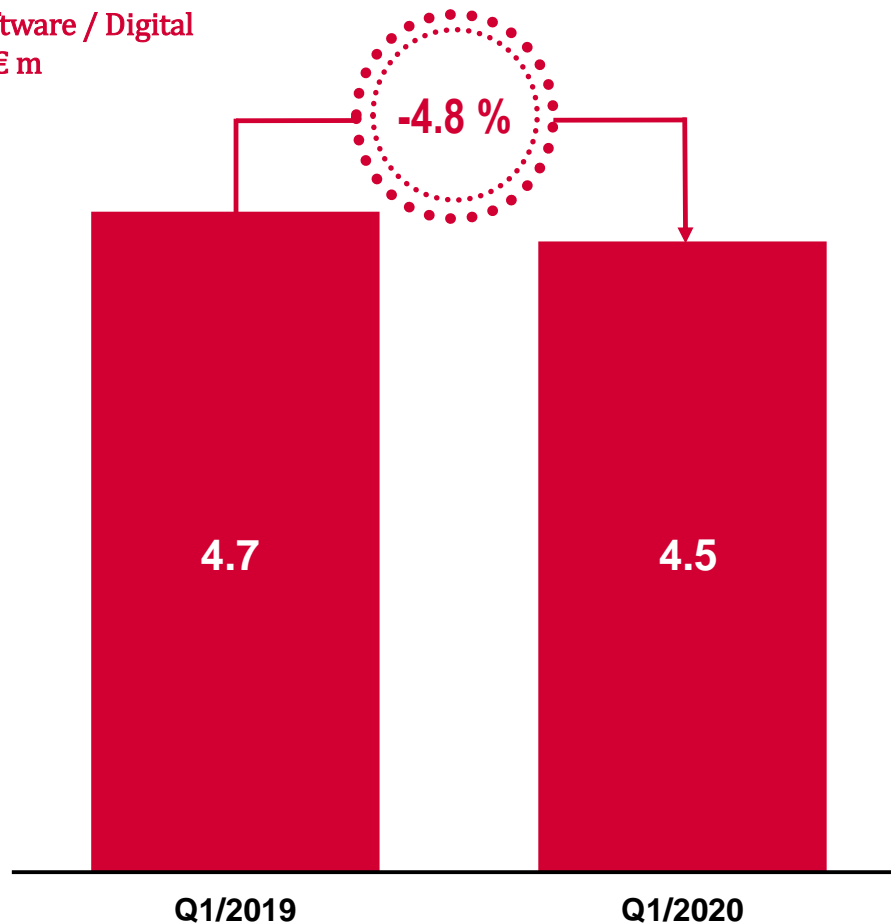
- Previous year's declining trend brought to an end, efforts for profitable realignment showing results
- Slight increase in letter volume in Q1 2020, in addition postage tariff increase by DPAG contributed to revenue growth
- Further positive impact from
 - improved customer acquisition,
 - strict focus on profitable business,
 - competitive advantages through superior IT platform in terms of customer-oriented implementation of DPAG discount model



FP SOFTWARE/DIGITAL

REVENUE IN Q1 2020 BELOW EXPECTATIONS

Revenue
Software / Digital
in € m



Revenue in Q1 2020 down by 4.8 %

- Slight decline in Hybrid Mail Services business following comparatively strong prior-year quarter
- Significant revenue contribution from FP Sign still missing
- First impact from SARS-CoV-2 pandemic: IoT projects were postponed, initial signs of customer reluctance to invest
- Pandemic will sustainably speed up the digital transformation, creating a positive environment for FP's secure digital solutions

THE CURRENT CORONA-SITUATION

FP FOCUSSES ON EMPLOYEE AND CUSTOMER SAFETY, BUSINESS CONTINUITY, RESILIENCE - AND SAFEGUARDING CASH AND EARNINGS

Business Continuity

- Majority of employees globally are working on a remote basis (home office)
- Focus on working capital while maintaining secure supply chain (raw material buffer)
- Remote service (wherever feasible)
- Global IT organizational fully operational

Measures taken/planned:



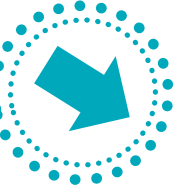
- Hiring freeze, Short-time work, use of holidays/overtime
- Capex/ Opex reduction: expense reduction, project reviews
- Screening of public support programs
- Continuous detailed scenario analyses
- Liquidity management: As of 31 Dec 2019 funds of almost € 180 m of liquidity reserves (thereof almost € 20 m in cash and cash equivalents, and remainder in unutilized € 200 m syndicated loan facility)
- Active lender dialogue, financial covenants were comfortably met

Business Resilience

- High level of recurring revenues in core business
- Franking Business: Double-digit negative impact on order intake and consumables, varying throughout the 3 regions
- Mail Services: noticeable decline in processed mail volume
- Hybrid Mail: relatively stable and low negative impact as of mid April
- FP Sign: Increased customer leads and registrations (as a result of remote activities)
- IOT: delay in customer projects

FY 2020: SIGNIFICANT DECLINE EXPECTED DUE TO SARS-COV-2

MANAGEMENT CONFIRMS GUIDANCE FY 2020

	2019		2020
REVENUE*	€ 209.1 m		Significant decline
EBITDA*	€ 33.3 m		Significant decline
ADJ. FCF**	€ 12.4 m		Significant decline

Pre-corona guidance intended

- Increase of revenue by 5 – 8 %

- EBITDA in the range of € 30 m to € 34 m

* Based on constant currency level;

** Excluding payments for JUMP, additions to finance lease assets and M&A.



FINANCIAL RESULTS FIRST QUARTER 2020

Q&A session

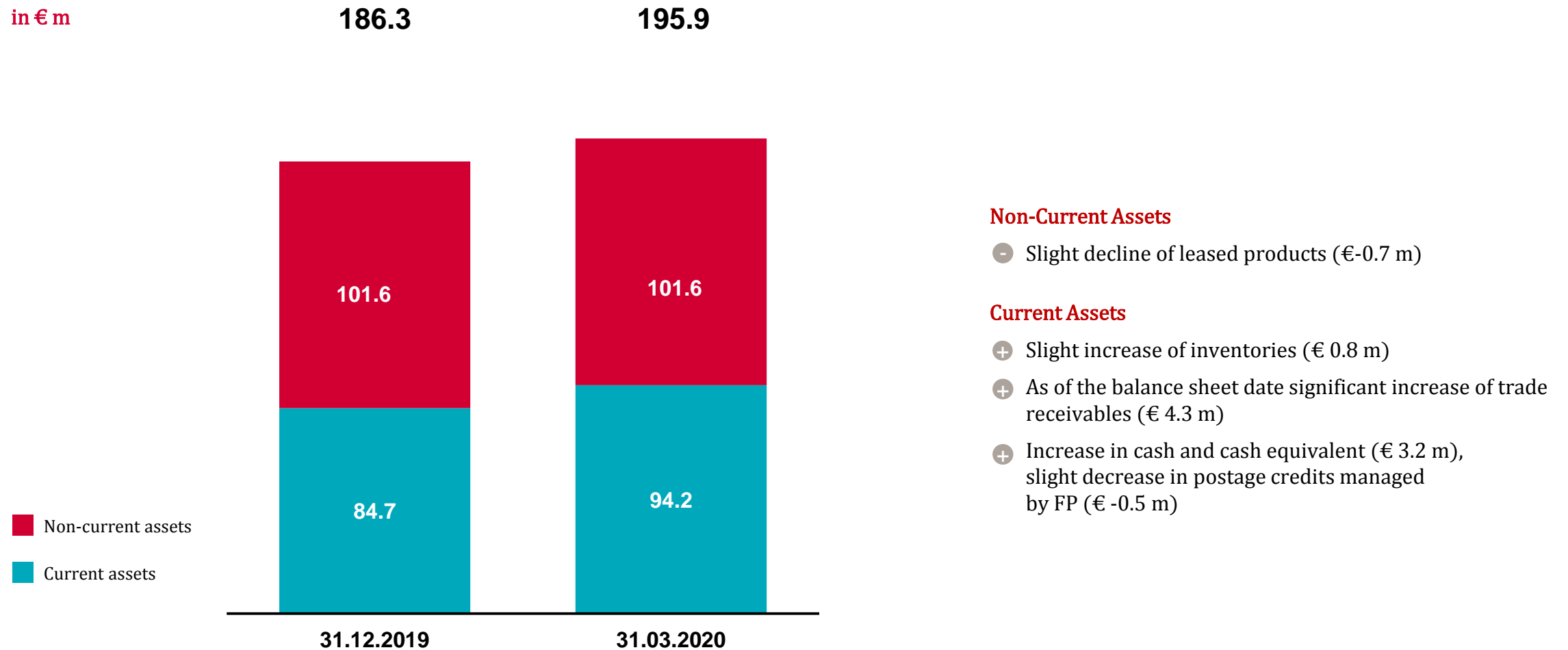
APPENDIX

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME Q1/2020

€ m	Q1/2019	Q1/2020	%
Revenue	52.1	57.0	9.4 %
Change in inventories	0.4	0.6	80.3 %
Other own work capitalised	3.8	3.1	-18.4 %
Total output	56.3	60.7	8.0 %
Cost of materials	25.3	28.0	10.8 %
Staff costs	15.7	16.0	1.8 %
Impairment losses and gains on trade receivables	-0.1	0.4	n.a.
Other income/expenses	-8.3	-8.3	-1.1 %
EBITDA	6.9	8.0	15.1 %
as % of revenue	13.2	14.0	
Amortisation/depreciations	5.6	5.4	-2.8 %
EBIT	1.3	2.6	94.0 %
Interest result	0.2	0.3	87.1 %
Other financial result	0.3	-0.2	n.a.
Income taxes	-0.6	-0.9	49.5 %
Consolidated net income	1.2	1.9	52.9 %
EPS (€ basic)	0.08	0.12	52.6 %
EPS (€ diluted)	0.08	0.12	52.5 %

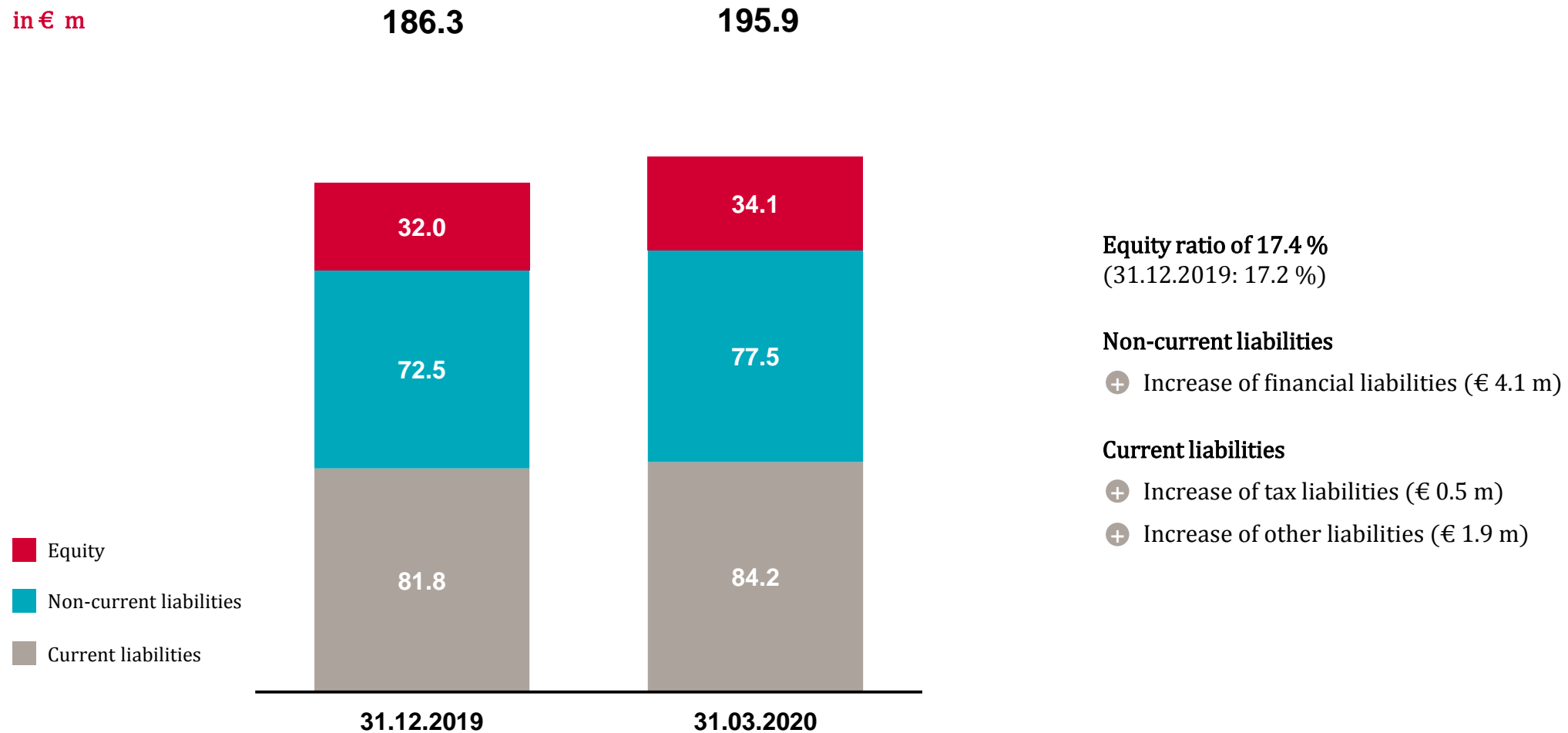
FINANCIAL SITUATION – BALANCE SHEET ASSETS (31.03.2020)

ASSETS
in € m



FINANCIAL SITUATION – BALANCE SHEET LIABILITIES (31.03.2020)

LIABILITIES
in € m



BASIC INFORMATION

Rüdiger Andreas Günther

CEO, CFO
since January 2016



Bank Apprenticeship and Business Administration studies in Göttingen, North Carolina, USA

- 1985 Beginning of career at today's Bank of America in Chicago, USA
- Afterwards responsible for finance department at Metro AG
- 1993 Change to Claas KGaA: 13 years CFO and CEO
- Afterwards Board positions within Infineon and Arcandor
- 2012 Change to Jenoptik AG as CFO

Patricius de Gruyter

CSO
since June 2018



Degree in Business Administration, WHU – Otto Beisheim School of Management, Vallendar, Germany

- Many years of experience in the IT, cable network operator and dialogue marketing sectors
- Director of B2B Sales at Kabel Deutschland AG
- Managing Director of the Tectum Group, a specialist in customer service and telesales
- Managing Director of Computacenter AG, a leading IT service provider

Sven Meise

CDO, COO
since February 2015

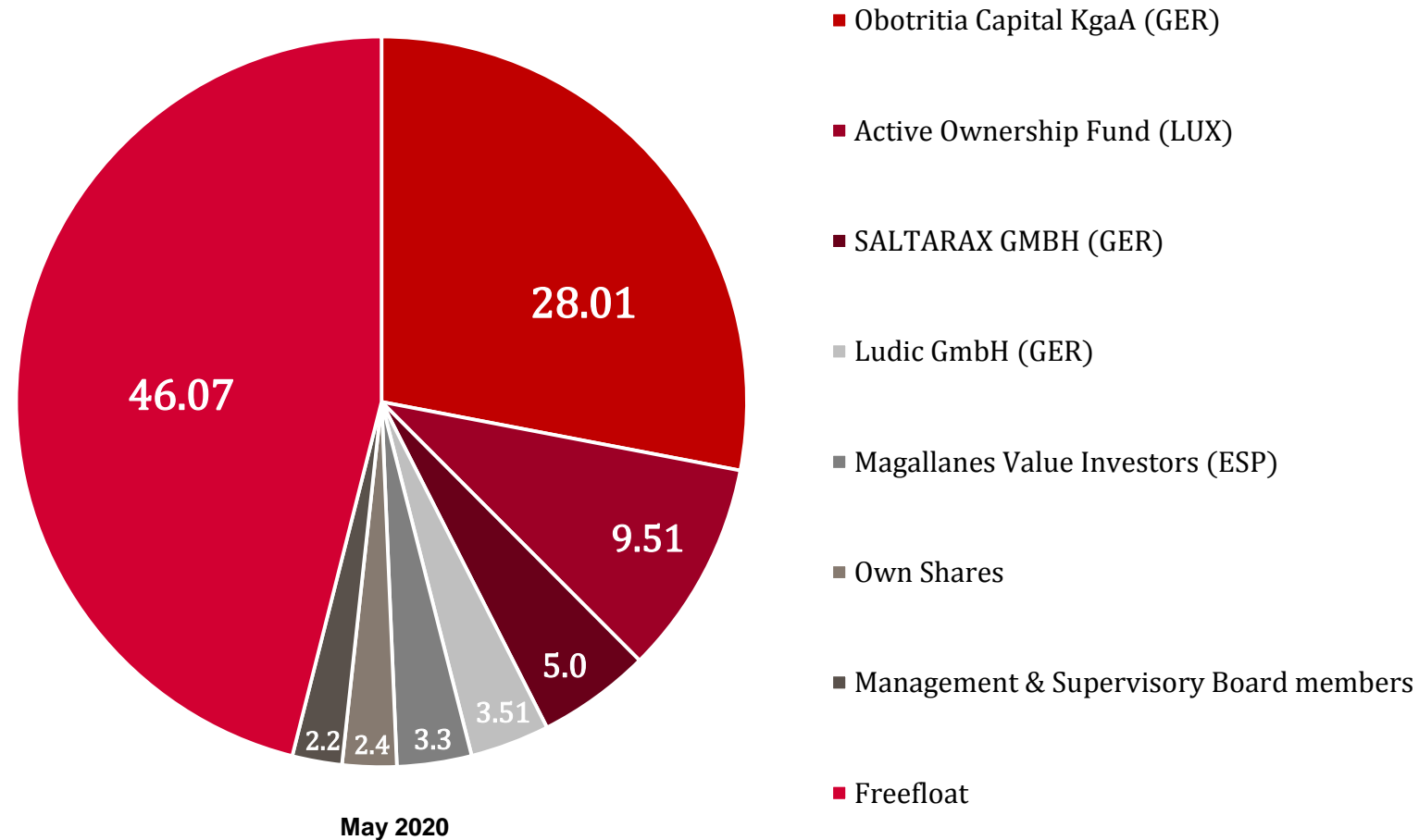


Degree in Business Administration specializing in Business Computer Science

- Many years of experience in Output Management, IT and Software Solutions
- National and international positions at IBM Germany GmbH
- Responsible for Professional Services, Information Technology and Group Program Management at TA Triumph-Adler GmbH

THE FP SHARE

STRONG & INTERNATIONAL SHAREHOLDER BASE (IN %)



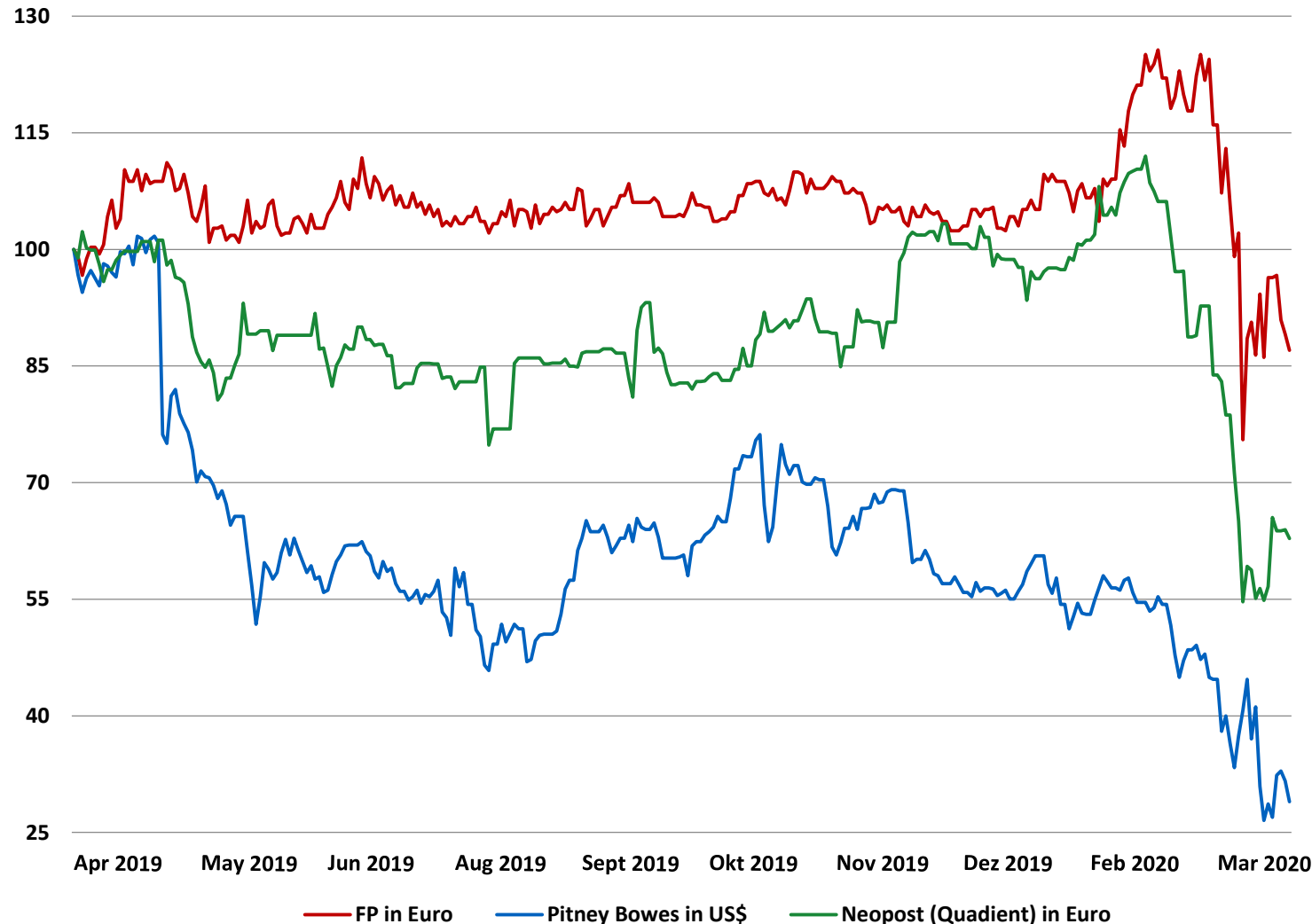
shares
16,301,456

Market cap
ca. € 50 m

Prime Standard

FP SHARE IN 2020

FP OUTPERFORMED COMPETITORS



FP
Q1/2020
-13 %

NP Q1/2020
-37 %

PB
Q1/2020
-71 %

FP share:

- ISIN DE000FHP9000
- Prime Standard
- Reuters: FPHG.DE
- Designated Sponsor:
Mainfirst / Baader Bank

CONTACT



Maik Laske
Head of Treasury | M&A Investor
Relations

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FINANCIAL CALENDAR

18 May 2020	Final Results for the Financial Year 2019
28 May 2020	Results for the First Quarter 2020
August 2020	Annual General Shareholders' Meeting, Berlin
27 August 2020	Results for the First Half Year 2020
16 November 2020	Results for the Third Quarter 2020
17 November 2020	German Eigenkapitalforum, Frankfurt

DISCLAIMER

This report contains forward-looking statements on the business development of the Francotyp-Postalia Group. These statements are based on assumptions relating to the development of the economic and legal environment in individual countries and economic regions, which we have made on the basis of the information available to us and which we consider to be realistic at the time of going to press.

The estimates given entail a degree of risk, and the actual developments may differ from those forecast. Consequently, any unexpected fall in demand or economic stagnation in our key sales markets, such as Western Europe (and especially Germany) or in the USA, UK, or Canada, and Singapore will have a corresponding impact on the development of our business.

The same applies in the event of a significant shift in current exchange rates relative to the US dollar, sterling, Canadian dollars, Singapore dollars. In addition, expected business development may vary if the assessments of value-enhancing factors and risks presented in the 2016 Annual Report develop in a way other than we are currently expecting.

