

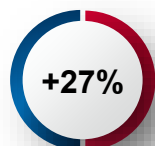
**Financial Results
Q3 and 9M 2022**

CONFERENCE CALL

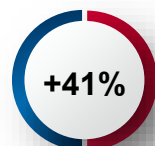
November 24th, 2022

9M 2022 financial performance

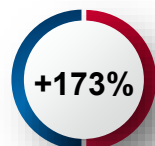
Improving top-line and bottom-line organically and through M&A



Revenue



EBITDA



EPS

€ m	9M 2021	9M 2022
Revenue	148.9	188.7
EBITDA	15.8	22.4
EBITDA Margin	10.6%	11.9%
Depreciation/ Amortisation	14.2	15.2
Consolidated Profit	2.1	6.1
EPS <i>(basic/diluted Euro)</i>	0.13	0.38

Revenue increased by € m 39.9 (27%), driven by all business units:

- **Mailing, Shipping & Office Solutions** revenue from € m 90.1 to 112.0 (24%)
 - € m 12.1 from Azolver (Q2-Q3 2022)
 - € m 2.9 from rate change
 - € m 5.0 positive currency impact
 - € m 1.9 organic growth
- **Digital Business Solutions** revenue from € m 15.8 to 20.9 (32%)
 - growth in all solutions including Azolver (€ m 1) digital business
- **Mail Services** revenue from € m 43.0 to 55.9 (30%)
 - mainly related to increase in franked mail volume
 - partly non-recurring effects of € m 9-10

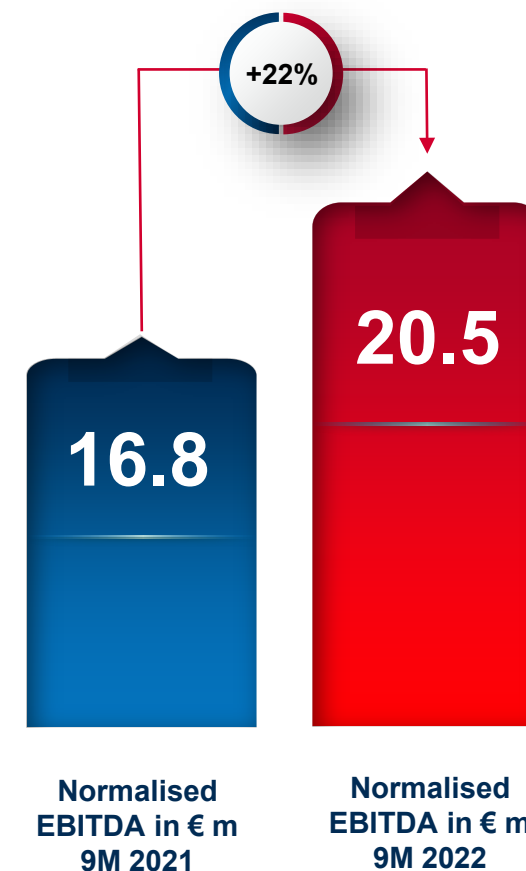
EBITDA increased by € m 6.6 (41%), impacted by the following:

- + Impact from **organic growth** and **rate change in Germany** of € m 2.6
- + Impact from Azolver (Q2-Q3 2022)
- + **FUTURE@FP** has **improved cost base**
 - Investing in **One ERP** (€m 3.0) expensed as incurred
 - Impact from increased material prices (microchips) € m 0.7
 - Non-recurring due diligence expenses on acquisition of € m 0.5

Normalised EBITDA 9M 2022

As-Reported and Normalised EBITDA 9M 2022 better than prior year period

€ m	9M 2021	9M 2022
EBITDA (as reported)	15.8	22.4
Rate Change (Germany)	0.0	-2.6
Currency effects	0.0	-3.5
FUTURE@FP	1.0	0.0
One ERP	0.0	3.0
Cost of material (microchips)	0.0	0.7
M&A expenses	0.0	0.5
Normalised EBITDA	16.8	20.5
Normalised Revenues	148.9	170.8
Normalised EBITDA Margin	11.3%	12.0%



Free Cash Flow and Net Debt

FCF improving – Net Debt decreasing



Free Cash Flow € m	9M 2021	9M 2022
Cash flow from operating activities	10.2	18.0
Free cash flow	4.6	6.9

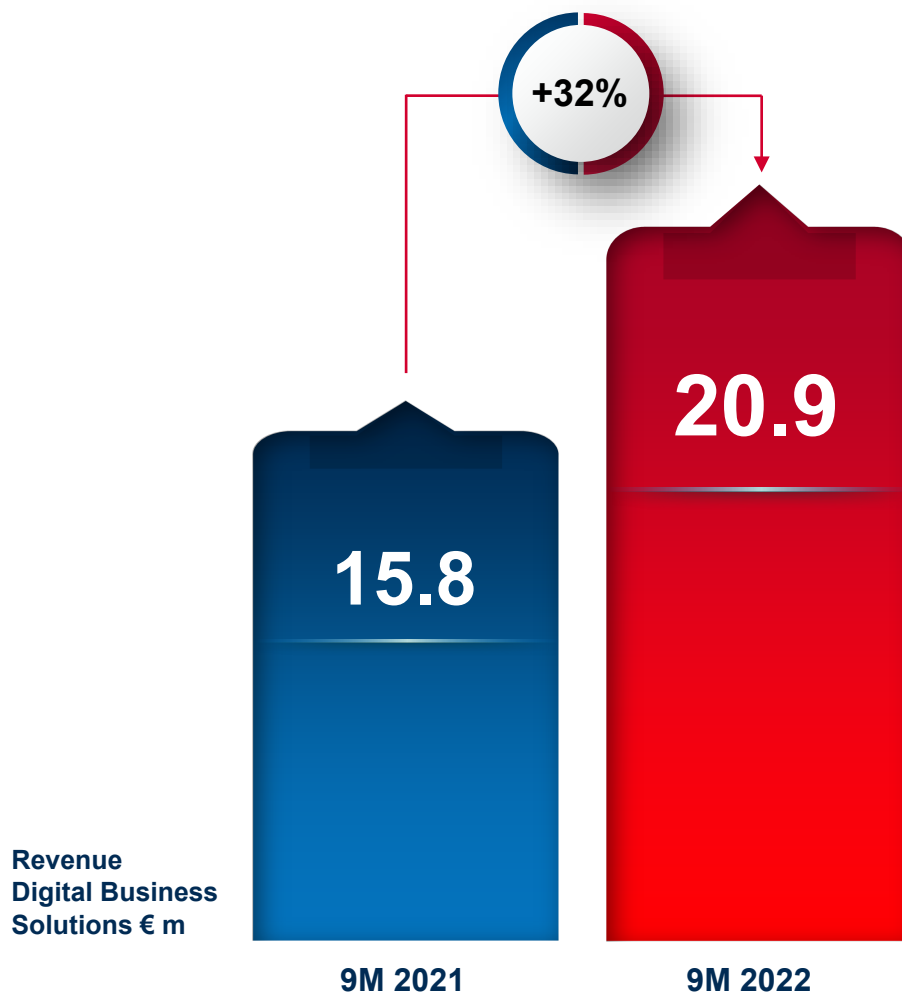


Net Debt € m	31.12.2021	30.09.2022
Financial Debt (incl. Leasing)	40.2	41.1
Cash (without postage held)	19.7	23.7
Net Debt	20.5	17.4

- **Improved cash flow from operating activities** due to increased **EBITDA**
- **Free cash flow** for 9M 2022 impacted by **acquisition** (€ m 4.1)
- **Acquisition of Azolver** financed out of free cash flow
- **Net debt decreasing** despite Azolver acquisition
- **Financial covenants are met** in 9M 2022,
– active communication with lenders continued

FP Digital Business Solutions

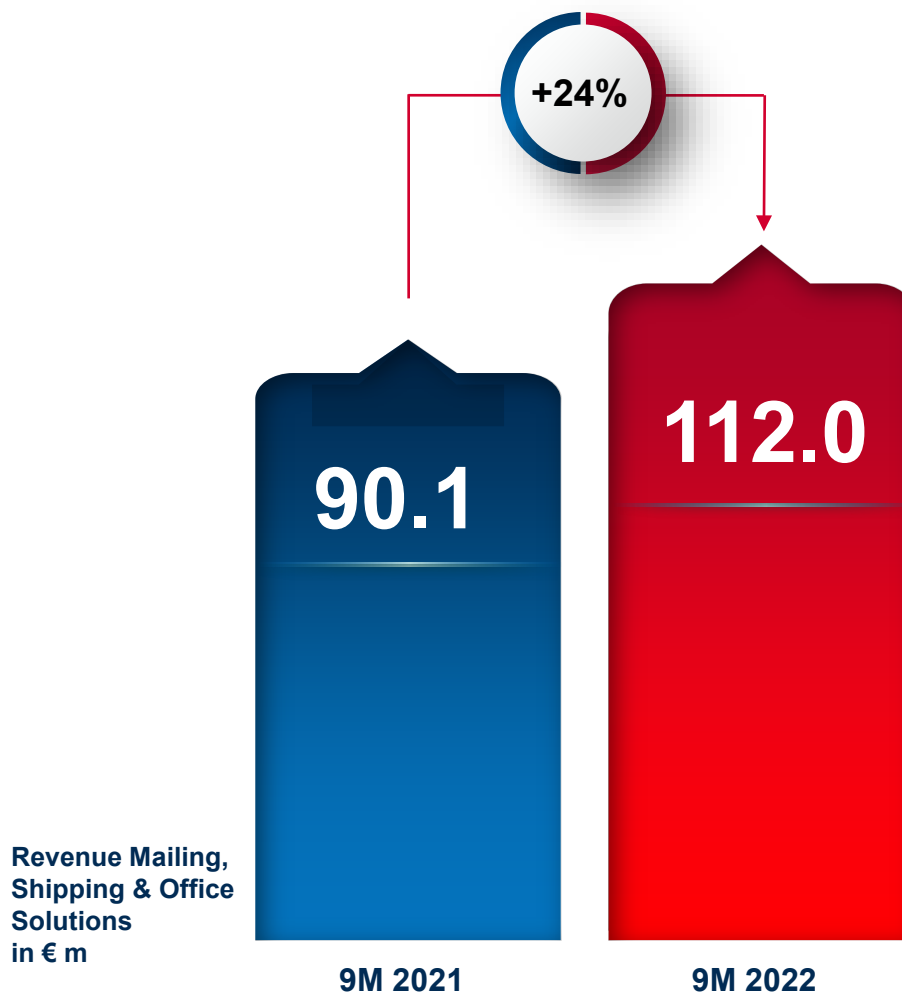
Continuous customer onboarding and further enhancement of solutions



- **Document Workflow Management**
 - Increasing activity in 9M 2022, mostly in handling outgoing communications for customers
- **Business Process Management & Automation**
 - Ongoing **customer onboarding** in all areas
 - **Further integrations of FP Sign into DMS-systems** like EASY-Software
 - **De-Mail / e-justice** customers growing with market adjustments (withdrawal of major De-Mail competitor)
- **Shipping & Logistics**
 - Contribution from **Azolver** (i.e. **TRAX**) of € m 1
 - Further validation and development of solutions including internationalization

FP Mailing, Shipping & Office Solutions

Continuous positive revenue development - partly impacted by non-recurrings - and Azolver

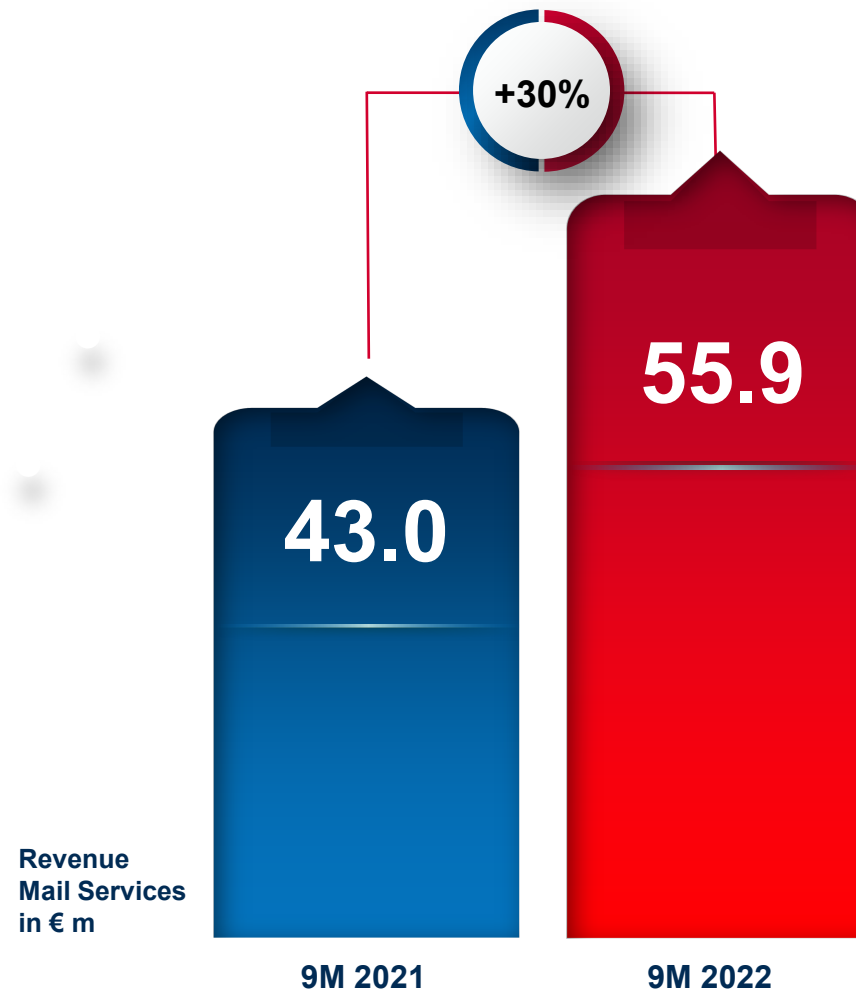


- **Revenue** increase of **24%**
 - Positive impact from **Azolver acquisition** with € m 12.1
 - Positive effect from **rate change** in Germany of € m 2.9
 - Positive **currency impact** of € m 5.0
 - **Organic growth** w/o non-recurring effects and FX by **2,1%**
- Overall market trend for FY 2022 with continuous global economic, supply-chain issues and pandemic situation still challenging

FP Mail Services



Revenue growth – partly due to non-recurring effects in 9M 2022



- Revenue increase above expectations – (partly non-recurring effects in 1st quarter)
 - Continuous **new customer onboarding**
 - **Higher franking volume** due to pandemic-related staff shortage on customer side
 - Other pandemic related **special one-time orders**
- Q2 and Q3 in line with expectations
- Continuous improvement in performance and pricing, reflecting cost increases
- Further focus on **expanding market opportunities**

FUTURE@FP – next level

5 key programs to continue on the profitable growth path



1.

**Right Sizing –
Right Shoring**

**Post Merger Integration
Azolver (ongoing)**

**Post Merger Integration
paKadoo (ongoing)**

“Wave 2”

**Restructuring &
Nearshoring**

→ 2022/2023

2.

Operating Model

Integrating Azolver and
paKadoo into **DBS**

Integrating Azolver into
MSO
• supply chain integration
to enable replacement of
installed base

Integration of **FP Tallinn**
into Azolver Tallinn

→ during 2022

3.

ERP/CRM

Foundation for **operating
model**

**Automate and Digitalise
Back-Office and Front-
Office**

Run FP by KPIs

Effective **retention sales**

Merge Azolver ERP into
FP (2023)

→ during 2022/23

4.

**Digital Business
Foundation**

Subscription & Billing
as prerequisites for **SaaS
based** low-touch–no-
touch **business**
→ Implemented for **FP
Sign**

**Roll-out to other
solutions**

→ 2022/2023

5.

**Increase Value for
Customers***

MSO:

- **Franking** – stay relevant with
further office solutions

DBS:

- **Document Workflow Mgmt.**
– grow higher value services

- **Business Process
Management & Automation**
– Internationalize
– grow enterprise solutions

- **Shipping&Logistics**
– Internationalize

**Tailored verticals & Focused
niches**

→ Continuous process

* Selected samples, further initiatives in all areas

Guidance for 2022

Improving revenue and EBITDA – organic and M&A growth

	2021	2022
REVENUE	€ m 203.7	€ m 229 - 237
EBITDA	€ m 18.5	€ m 24 – 28
EBITDA-MARGIN	9.1 %	10.5 – 11.8 %

Disclaimer

Statements in this release relating to future development and the Group's forecasts are based on our careful assessment of future events - based on economic forecasts. Any additional negative economic developments beyond this, such as a further lockdown of entire or specific economic sectors, may lead to actual results for fiscal year 2022 deviating from the forecast figures.



Financial Results
9M 2022

Q&A Session

Appendix

Revenue by Product and Service 9M 2022

Recurring revenue base

€ m	9M 2021	9M 2022
Equipment sales & others	22.0	27.1
Consumables	17.8	21.2
Service	14.7	23.6
Teleporto	5.7	7.2
Mail Services	43.0	55.9
Software / Digital	16.3	21.9
Revenue acc. to IFRS 15	119.6	156.7
Operate Lease	21.9	24.1
Finance Lease	7.5	8.3
Revenue acc. to IFRS 16	29.5	32.4
Currency effects	-0.2	-0.4
Revenue total	148.9	188.7

Major items 9M 2022

- **Growth in Mailing, Shipping & Office Solutions** – including **rate change** in Germany, **Azolver** and positive **currency effects**
- **Growth in Mail Services** mainly through increase in franked mail (postage)
- **Growth in Digital Business Solutions** mainly driven by **Document Management Workflow solutions**, **FP Sign**, **De-Mail** and **FP Parcel Shipping**, **Azolver** & others
- Approximately **67%** (65% in prior year period) of **recurring revenue**, underlining FP's resilient business model

Consolidated Statement

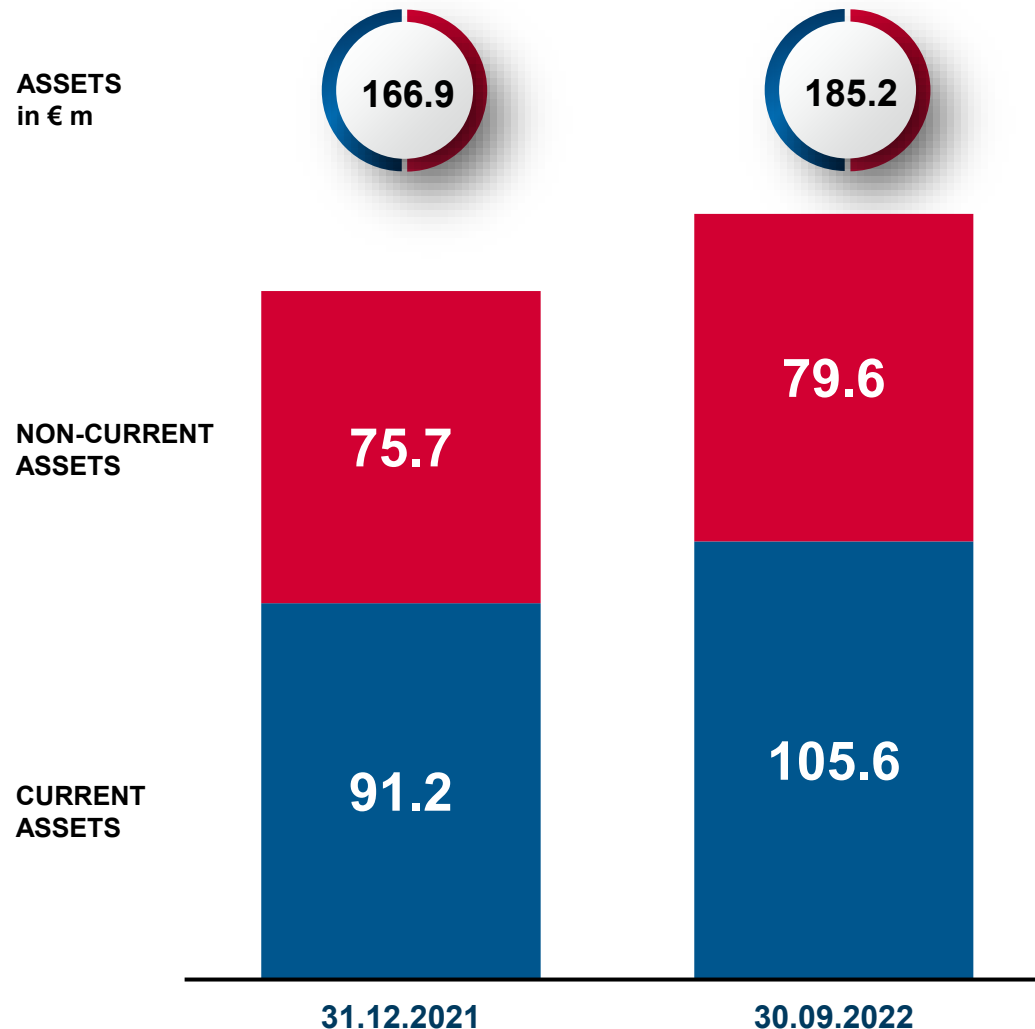
of profit and loss 9M 2022

€ m	9M 2021*	9M 2022
Revenue	148.9	188.7
Change in inventories	2.9	0.5
Other own work capitalised	4.0	5.1
Total output	155.8	194.3
Cost of materials	-74.6	-94.3
Personnel expenses	-42.6	-47.6
Impairment losses and gains on trade receivables	-0.8	-1.9
Other expenses (less other income)	-22.0	-28.2
EBITDA	15.8	22.4
<i>as % of revenue</i>	<i>10.6%</i>	<i>11.9%</i>
Depreciation/Amortisation	-14.2	-15.2
Interest result	0.9	1.3
Other financial result including at-equity income	0.8	1.6
Income taxes	-1.2	-3.9
Consolidated net income	2.1	6.1
EPS (€ basic)	0.13	0.38
EPS (€ diluted)	0.13	0.38

* Adjustment for 9M 2021 due to IAS 8 accounting of commissions restatement

Financial Situation

Balance Sheet - Assets (30.09.2022)



Non-Current Assets

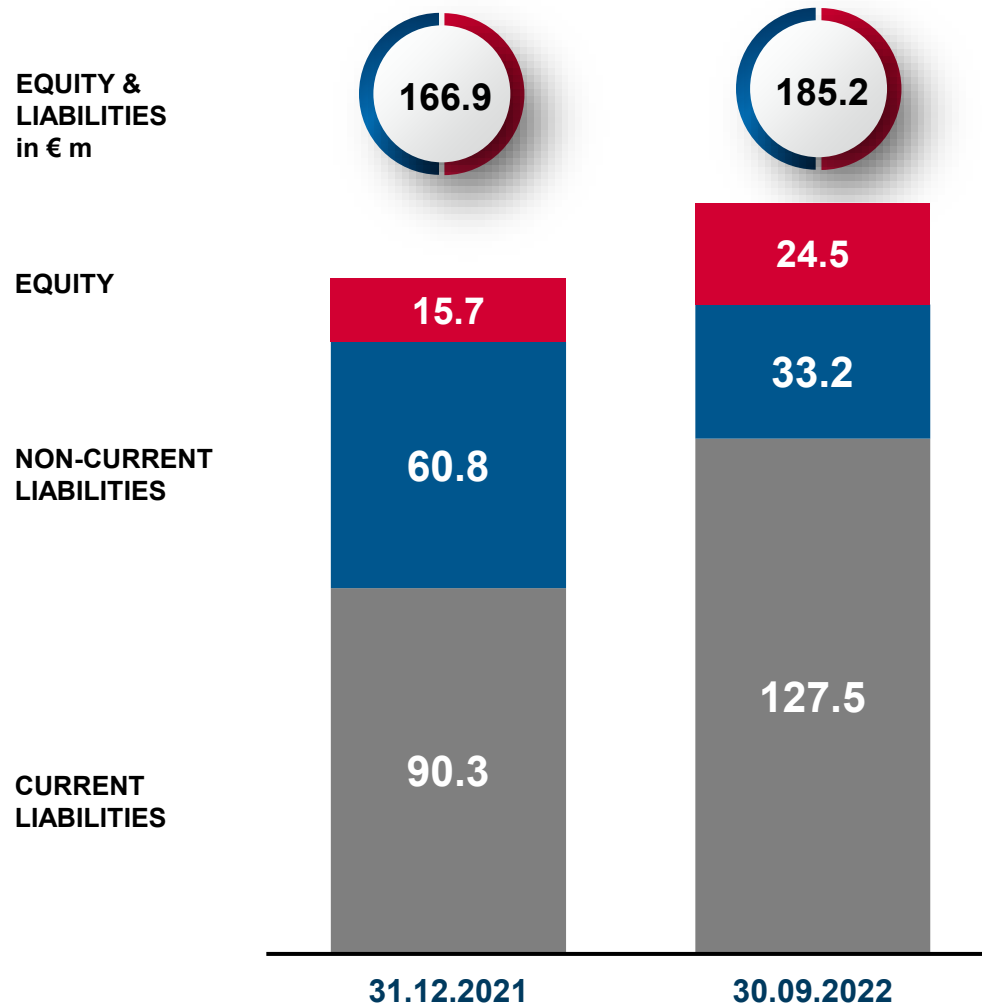
- Increase in goodwill (€ m 2.7) and additions to other intangible assets (€ m 2.7) due to preliminary purchase price allocation of Azolver
- Increase in leased equipment (€ m 3.2)

Current Assets

- Increase in inventories (€ m 3.9) from Azolver acquisition and in order to avoid supply chain risks for planned growth in NAM
- Increase in trade receivables (€ m 3.6) due to Azolver acquisition and increased revenues – partly mitigated by improved working capital management
- Increase in cash and cash equivalents (€ m 3.3), mainly due to strong operations including Azolver
- Increase in other assets (€ m 3.6) mainly due to Azolver acquisition

Financial Situation

Balance Sheet - Equity & Liabilities (30.09.2022)



Equity ratio of 13.5 %
(31.12.2021: 9.4 %)

Non-current liabilities

- Decrease of bank liabilities mainly due to maturity change (€ m 29.7). Extension of loans has been agreed in October 2022

Current liabilities

- Increase of bank liabilities (€ m 29.8)
- Increase in other non-financial liabilities of (€ m 5.9) mainly due to the acquisition of the Azolver Group (€ m 4.1) and prepayments from customers due to the stronger business in 2022 (€ m 1.4)
- Increase of other financial liabilities (€ m 1.7) due to increases from derivatives (€ m 0.9) and Azolver acquisition (€ m 0.7)
- decrease in other provisions (€ m 1.9) mainly due to reduced personnel related costs (€ m 1.3).

General Information

FP Management Board

Carsten Lind



CEO

since November 2020

Degree in M.Sc, Ba and EMBA

- Long-standing experience in technology companies: Regional CEO for 13 years in international IT & consulting companies such as CSC and Fujitsu as well as Asterion

Ralf Spielberger



CFO

since October 2022

Degree in Business Administration

- Proven financial expert with extensive experience in digital transformation processes: CFO for more than 15 years in international companies such as Pitney Bowes, ADAC SE and CSC.

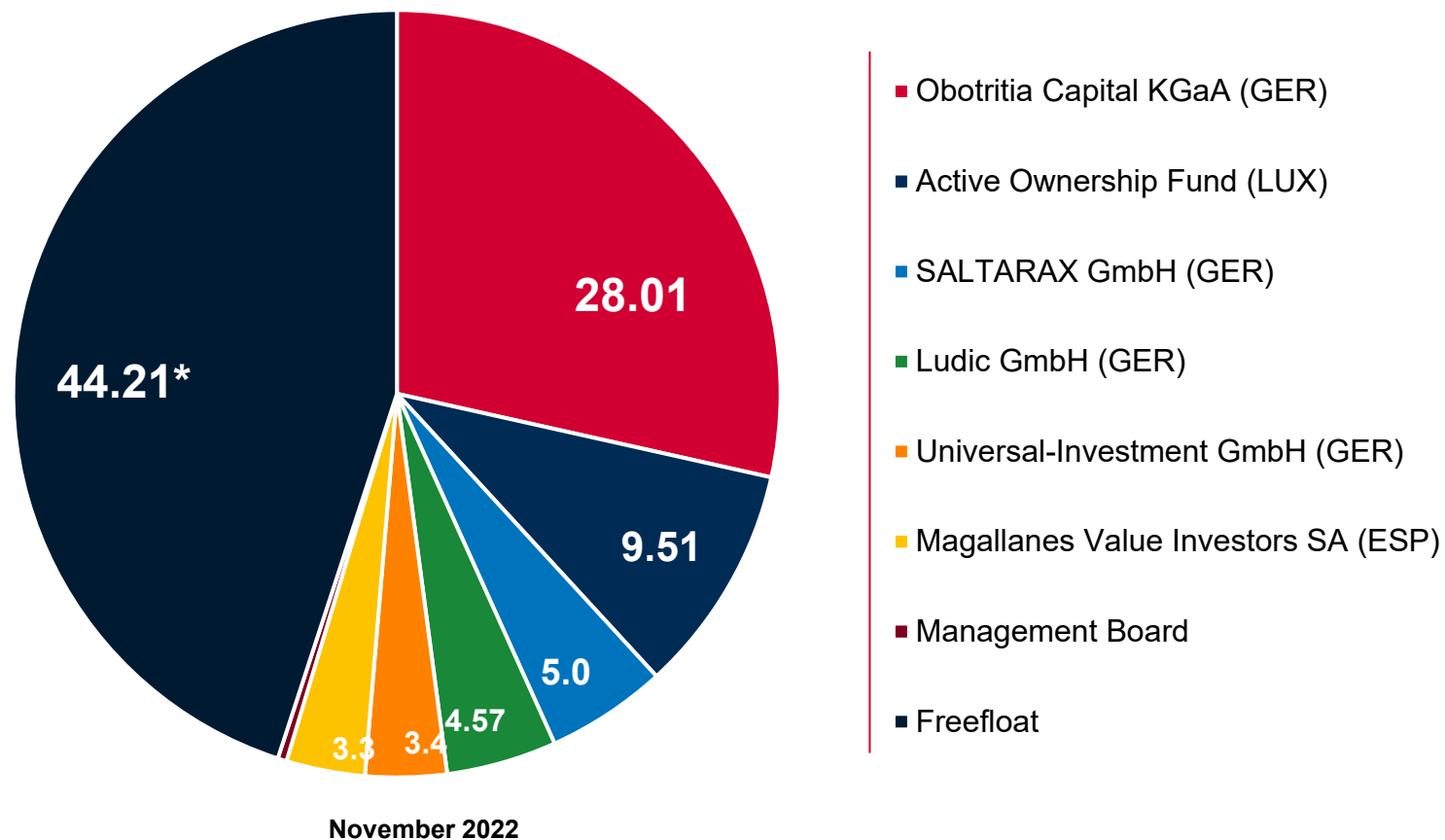
The FP share

Strong & international shareholder base (in %)

shares 16,301,456

Market cap approx.
€ m 51¹

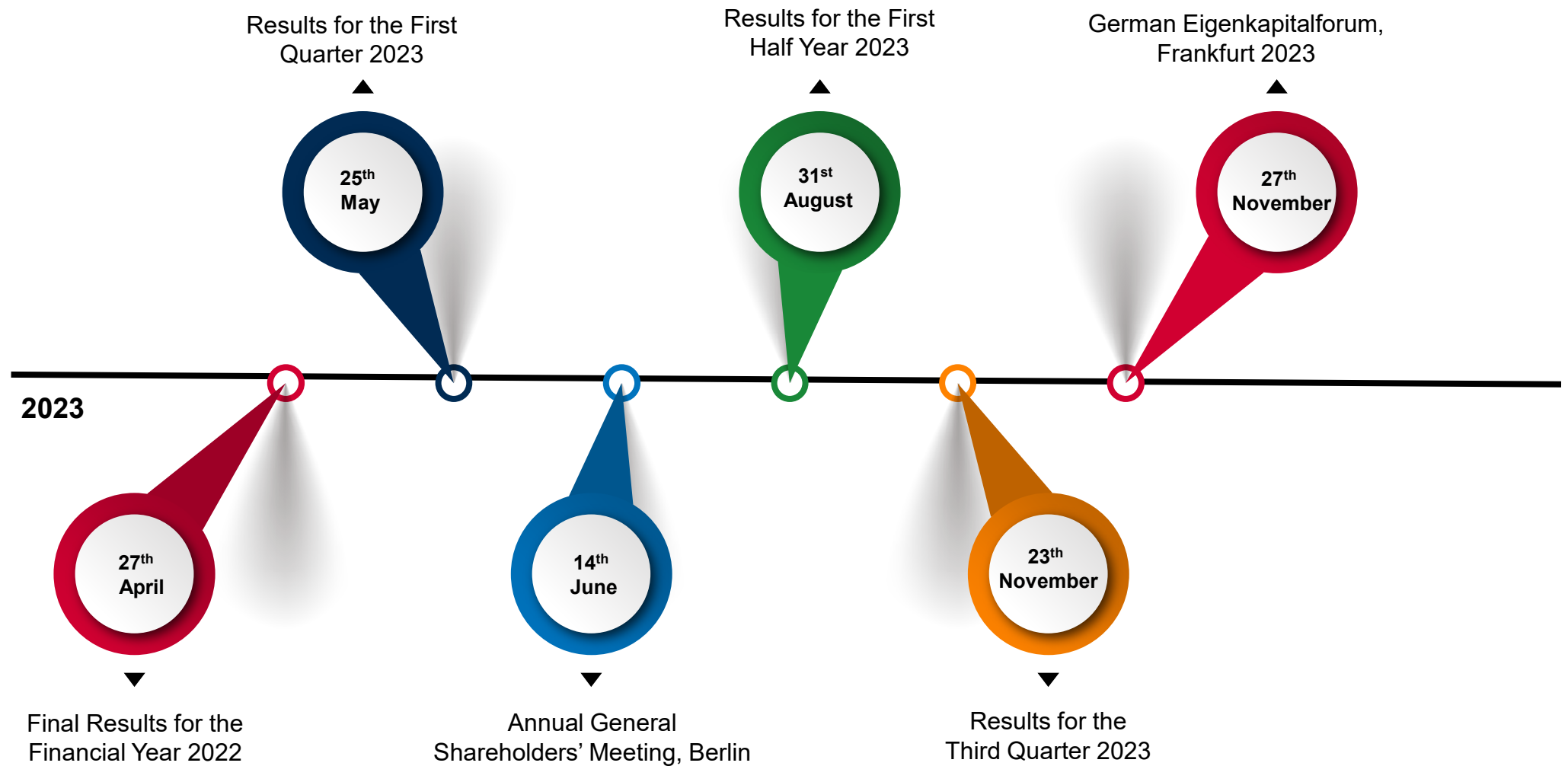
Prime Standard



¹ As of Nov. 21, 2022, excluding 270,013 own shares.

Financial Calendar

2023



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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 will have a corresponding impact on the development of our business.

The same applies in the event of a shift in current exchange rates relative to the US dollar, sterling and Canadian dollars. In addition, expected business development may vary if the assessments of value-enhancing factors and risks presented in the 2021 Annual Report develop in a way other than we are currently expecting.

Please note that there may be **rounding differences** compared to exact mathematical figures (monetary units, percentages, etc.).