

Revision 2024 EBIT margin target

Dr. Jochen Weyrauch, CEO

Dietmar Heinrich, CFO

October 20, 2023

Bietigheim-Bissingen

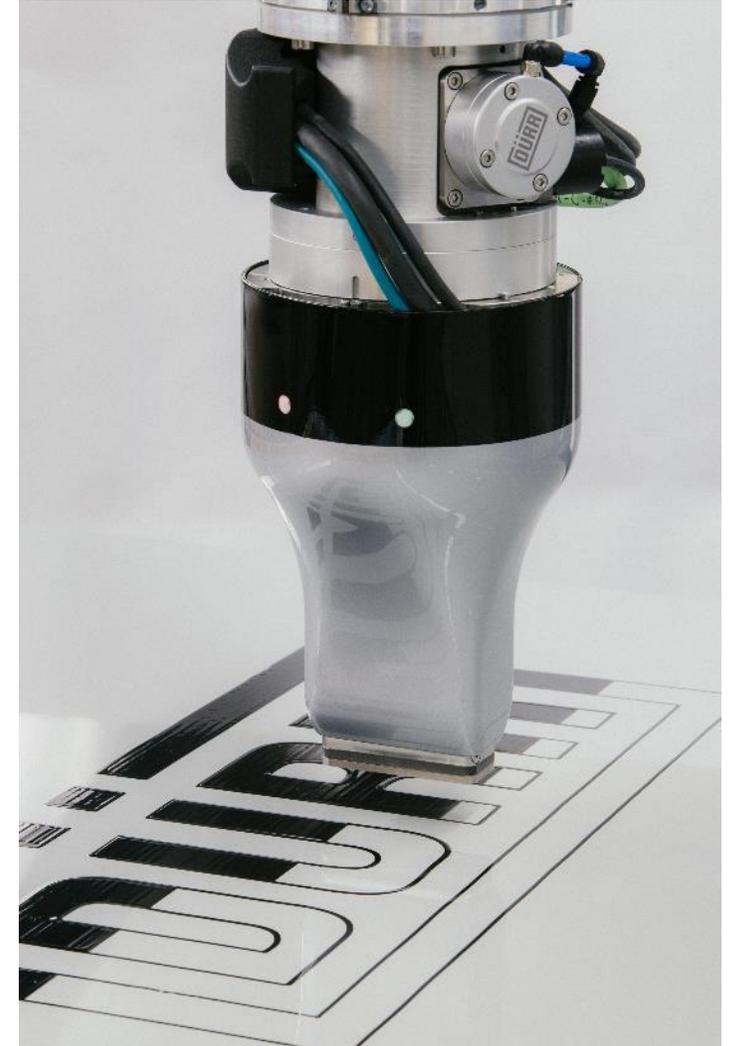
www.durr-group.com

DÜRR GROUP.



This publication has been prepared independently by Dürr AG/Dürr Group (“Dürr”). It may contain statements which address such key issues as strategy, future financial results, events, competitive positions and product developments. Such forward-looking statements are subject to a number of risks, uncertainties and other factors, including, but not limited to those described in Dürr’s disclosures, in particular in the chapter “Risks” in Dürr’s annual report. Should one or more of these risks, uncertainties and other factors materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performances or achievements of Dürr may vary materially from those described in the relevant forward-looking statements. These statements may be identified by words such as “expect,” “want,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. Dürr neither intends, nor assumes any obligation, to update or revise its forward-looking statements regularly in light of developments which differ from those anticipated. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies.

Our financial reports, presentations, press releases and ad-hoc releases may include alternative financial metrics. These metrics are not defined in the IFRS (International Financial Reporting Standards). Dürr’s net assets, financial position and results of operations should not be assessed solely on the basis of these alternative financial metrics. Under no circumstances do they replace the performance indicators presented in the consolidated financial statements and calculated in accordance with the IFRS. The calculation of alternative financial metrics may vary from company to company despite the use of the same terminology. Further information regarding the alternative financial metrics used at Dürr can be found in our financial glossary on the Dürr web page (<https://www.durr-group.com/en/investor-relations/service-awards/glossary/>).



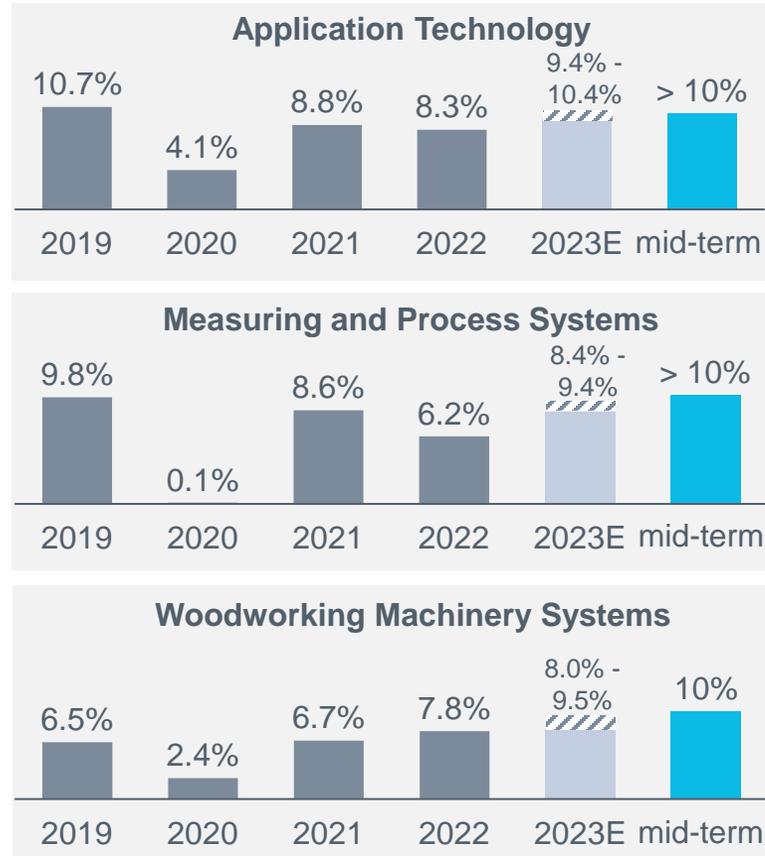
EBIT margin target for 2024 revised – guidance for 2023 confirmed

- Mid-term target of 8% EBIT margin before extraordinary effects will not be achieved in 2024 due to stronger than expected market downturn at HOMAG; sales at HOMAG expected to decline by around 15% in 2024
- Dürr Group management now expects EBIT margin range of 4.5% to 6.0% for the Group in 2024 and sales growth of 5% to 10%; achievement of 8% margin on group level depends on timing of HOMAG recovery – earliest in 2026
- HOMAG management plans to take measures to stabilize the EBIT margin before extraordinary effects, including flexible working time instruments and capacity adjustments. Target is to reduce costs, improve the resilience of the business and achieve an EBIT margin of at least 2% in 2024
- Details will be discussed with employee representatives in coming weeks - results to be communicated in due course
- Positive long-term demand trends at HOMAG remain intact: automation and sustainable construction; 10% EBIT margin remains realistic for HOMAG in a normal market environment
- Strong margin improvement for the Dürr Group expected in Q3 to about 7% at revenues of app. €bn 1.15
- Dürr Group outlook for 2023 confirmed

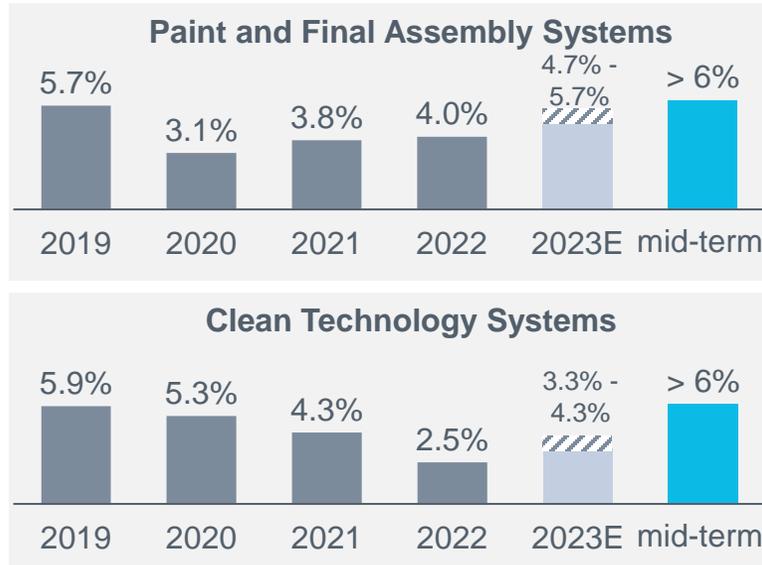
Margin targets for machinery and system business

Mid-term target of 8% EBIT margin before extraordinary effects presented in early 2020

Machinery business: Target $\geq 10\%$



System business: Target $> 6\%$



EBIT margins before extraordinary effects

Reaching $\geq 8\%$ on Dürr Group level

- Execute started improvement programs
- Invest in higher margin businesses
- Grow service share
- Increase operational efficiency
- Further localize business activities

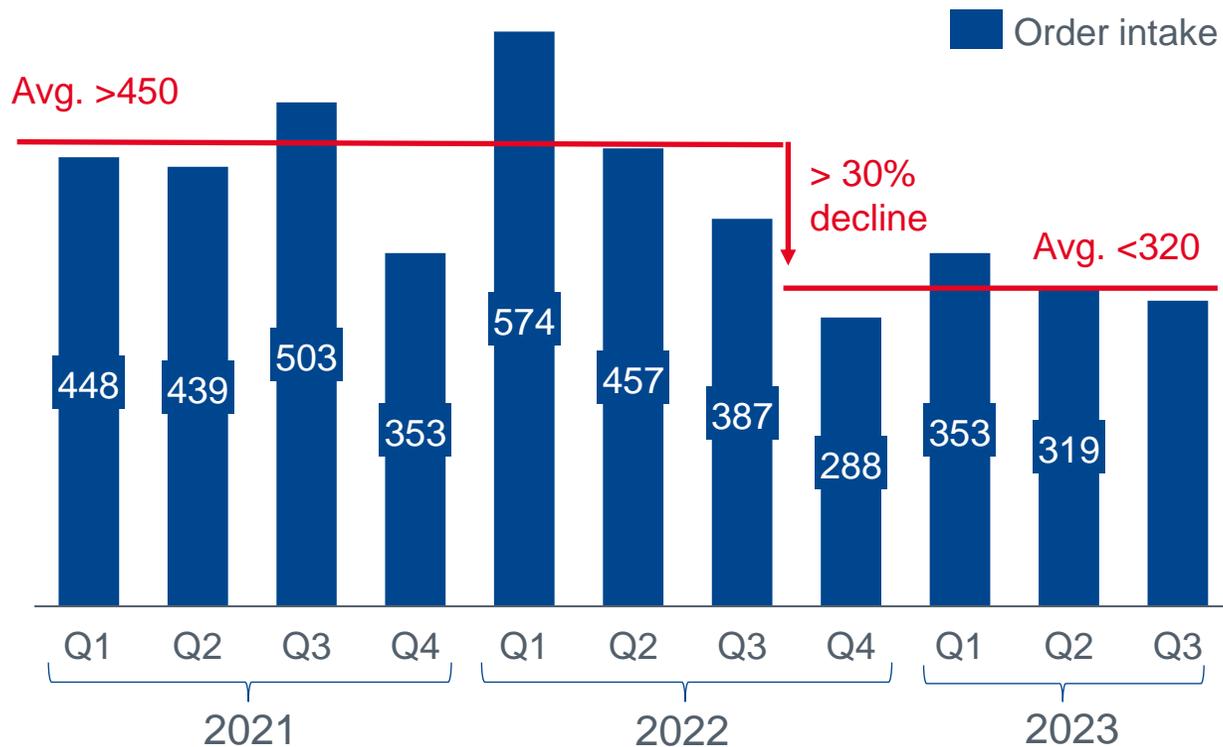


All divisions on track to reach margin targets in 2024, except Woodworking Machinery and Systems

HOMAG order intake with strong cyclical downturn

Downturn deeper and more prolonged than expected

in € m

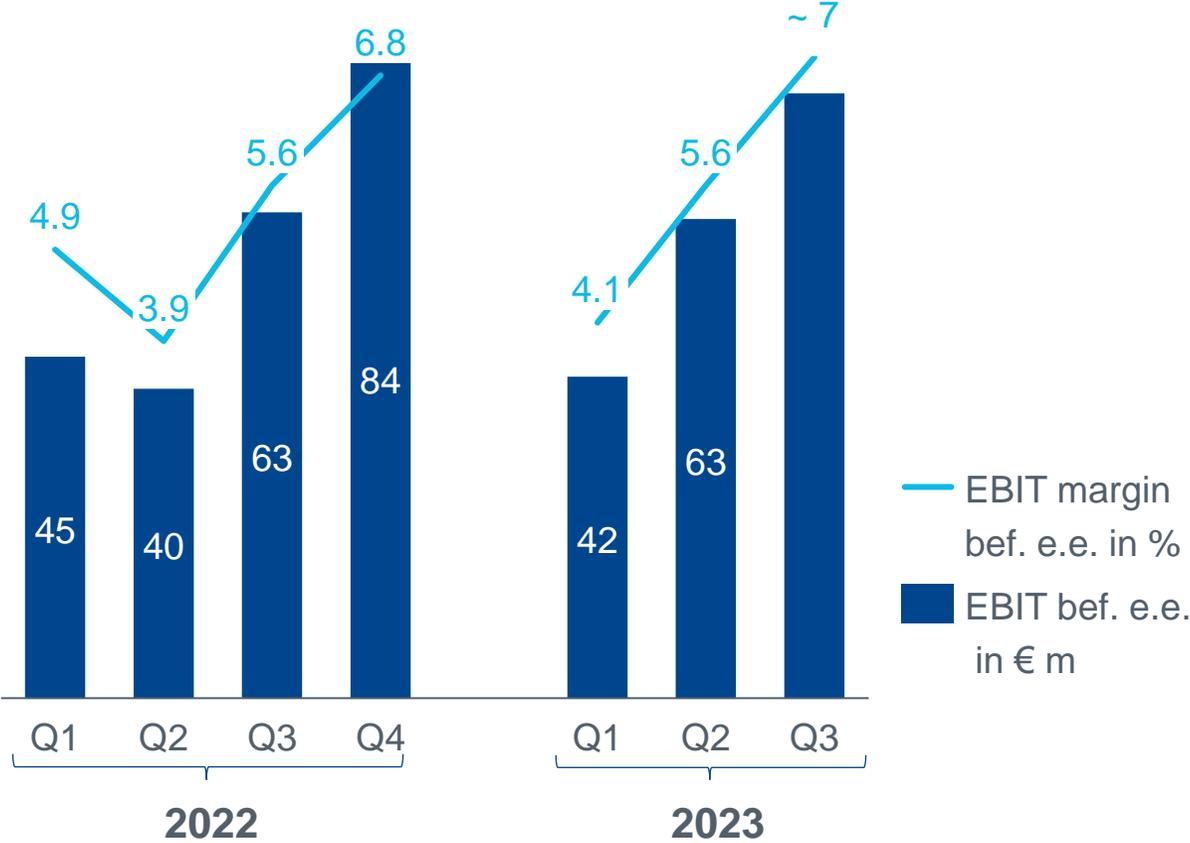


Key aspects

- Historical peak in order intake in 2021 and 2022 with €bn 1.7 per year driven by Corona (home refurbishment, subsidies)
- Original assumption: Cyclical downturn in furniture business in 2023 partly to be compensated by construction and service with pick-up in Q3
- Demand decline in furniture business stronger than expected; construction activities impacted by high interest rates
- Order intake stabilized at low level; improvement expected earliest end 2024

Long-term demand trends intact – cyclical short-term demand weakness

Group EBIT margin strongly improves in Q3 2023



Key aspects

- Sales revenues of around €bn 1.15
- Value before volume strategy drives better margins in automotive
- Clean Technology Systems and Measuring and Process Systems businesses recover from high inflation and supply chain constraints
- Strong margin at HOMAG as utilization is still high and cost saving measures have been taken

*extraordinary effects

EBIT margin development on track to reach guidance in 2023

Outlook: Group guidance 2023 unchanged

Record order backlog to drive profitable growth in 2023

	Actual 2022	Targets 2023
Incoming orders in € m	5,008	4,400 – 4,800
Sales revenues in € m	4,314	4,500 – 4,800
EBIT margin in %	4.8	5.6 – 6.6
EBIT margin before extraordinary effects in %	5.4	6.0 – 7.0
ROCE in %	17.3	19 – 23
Earnings after taxes in € m	134	160 – 210
Free cash flow in € m	117	50 – 100
Net financial status in € m (12/31)	-46	-490 – -540
Capital expenditure ¹ in % of sales revenue	3.2	4.0 – 5.0

- Guidance assumes that war in Ukraine remains limited to the country and that there are no new global conflicts arising that could significantly impact global growth
- Net financial status guidance adjusted with announcement of BBS acquisition (€ -50 m to € -100 m before adjustment)
- Divisional guidance to be partly adjusted on Nov. 9 (Q3 reporting)

¹ excluding acquisitions

Staying resilient in a demanding macroeconomic environment

Dürr Aktiengesellschaft
Carl-Benz-Str. 34
74321 Bietigheim-Bissingen
Germany

+49 7142 78-0
corpcom@durr.com
www.durr-group.com

Revision 2024 EBIT margin target

Dr. Jochen Weyrauch, CEO
Dietmar Heinrich, CFO

October 20, 2023
Bietigheim-Bissingen