



**Financial Results
FY 2021**

CONFERENCE CALL

April 28th 2022

FY 2021 financial performance

Revised Guidance exceeded

€ m	FY 2020*	FY 2021
Revenue	195.9	203.7
EBITDA <i>(as reported)</i>	8.7	18.5
EBITDA Margin <i>(as reported)</i>	4.5 %	9.1%
Depreciation/ Amortisation	23.0	19.1
Consolidated Profit	-15.3	0.4
EPS <i>(basic/diluted Euro)</i>	-0.95	0.02

Revenue increased by 4.0%, driven by all Business Units:

- **Mailing, Shipping & Office Solutions** with **0.2% growth** of € m 0.2 incl. compensating negative currency effects of € m 1.4
- **Digital Business Solutions** with **13.6% growth** of € m 2.2; Input Management, FP Sign and DE-Mail/eJustice as drivers
- **Mail Services** with **9.3% growth** of € m 5.4, mainly related to increase in franked mail volume (including postage)

EBITDA as reported versus normalized impacted by the following aspects:

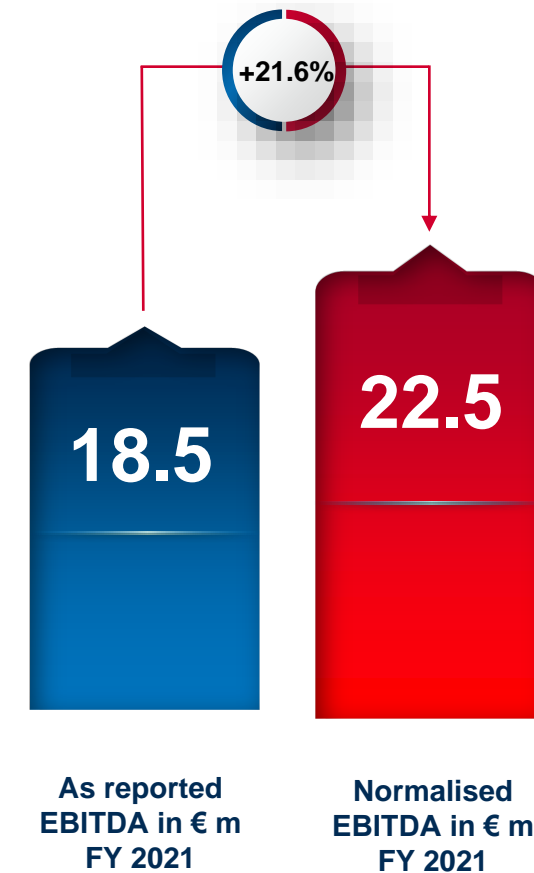
- **Decreased OOI** due to material non-recurring, COVID-19-related **subsidies in FY 2020** (€ m 0.2 vs € m 2.6)
- **FUTURE@FP** has **improved** our **cost base** (€ m 5.5)
- Investing in **One ERP, FP-Sign and IoT** (€ m 1.8) expensed as incurred
- Negative effect from cleaning up: **discharge on “old” projects** (ERP/CRM and IoT) on **FY 2020** (€ m 4.1) and **FY 2021** (€ m 2.8)

* Adjustment for FY 2020 due to IAS 8 accounting of commissions restatement

Normalised EBITDA 2021

Due to non-recurring effects, normalised EBITDA 2021 better than reported

€ m	FY 2021
EBITDA (as reported)	18.5
Corona-related subsidies	- 0.2
Currency effects	+ 1.4
Discharge on “old” projects	+ 2.8
Normalised EBITDA	22.5



Free Cash Flow and Net Debt

FCF impacted by one-off issues – Net Debt continuously reduced

Free Cash Flow € m	FY 2020*	FY 2021
Cash flow from operating activities	23.4	15.1
Free cash flow	11.4	6.5

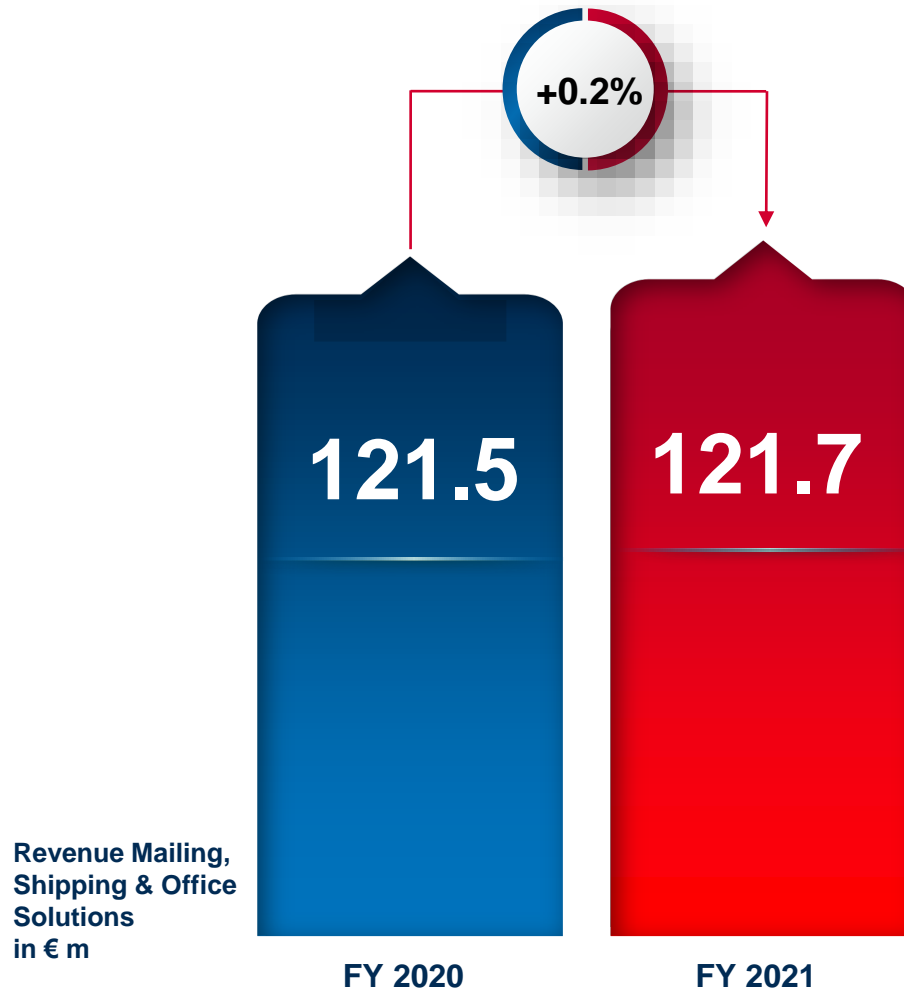
Net Debt € m	FY 2020*	FY 2021
Financial Debt (incl. Leasing)	47.0	40.2
Cash (without postage held)	23.2	19.7
Net Debt	23.8	20.5

- **Normalised free cash flow at € m 16.9 and normalised cash flow from operating activities at € m 25.5 for FY 2021**, higher than as reported figures due to:
 - Negative impact from increased **inventories** (€ m 5)
 - Negative impact from **one-off payments** (Bonus, severance to prior Management Board Members, € m 2) for prior periods
 - Negative impact from **severance payments** for FUTURE@FP (€ m 3.4)
- **Net debt reduced by € m 3.3** despite reduced Free cash flow – including **installments made on banking facilities (€ m 6.9)**
- **Financial covenants are met** in FY 2021, – active communication with lenders continued

* Adjustment for FY 2020 due to IAS 8 accounting of commissions restatement

FP Mailing, Shipping & Office Solutions*

Development showing slight upward trend after declining impact from pandemic situation

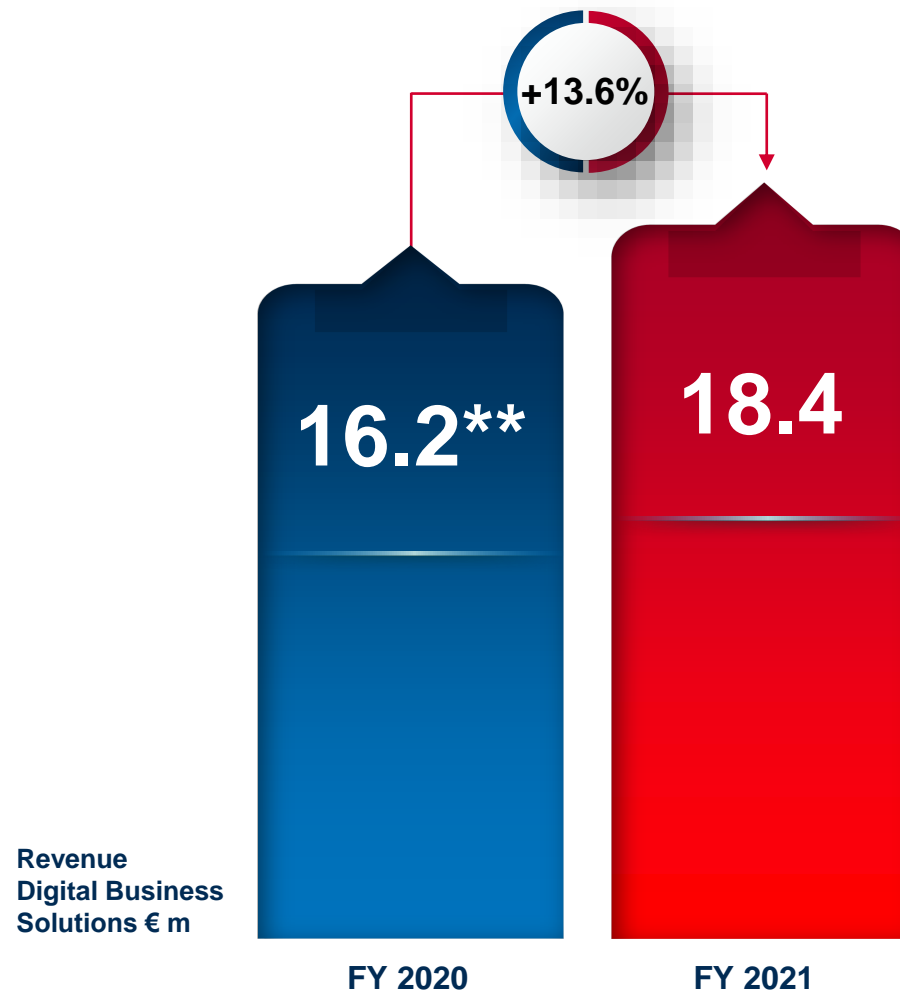


*Excluding Digital Office – shown within DBS

- Negative global impact from **pandemic situation**, with different levels across regions easing up in Q3 and Q4
- Negative **currency impact** of € m 1.4 with positive trends during Q3 and Q4; **growth w/o currency effect +1.3%**
- Revenue increase in office solutions exceeding € m 1.0
- Benefit from recurring revenues also in FY 2021
- Overall market trend for FY 2022 with continuous pandemic situation, global economic and supply-chain issues still remain somewhat unclear

FP Digital Business Solutions*

Continuous enhancement of solutions and progress in winning new customers



* Including Digital Office and IoT

**Changed due to rounding difference

Input- & Output management

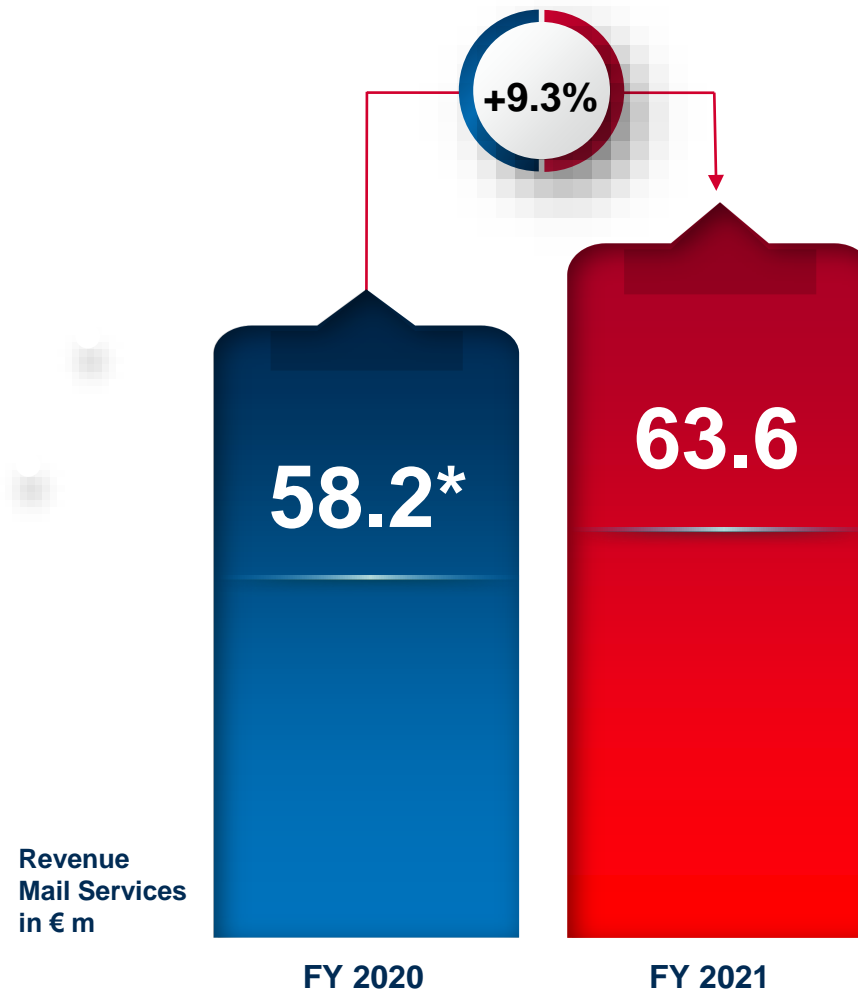
- Input management solutions continuously enhanced and strengthened capability to deliver large projects
- Output management impacted by cost increases (paper, ink) – lower customer activity due to pandemic is easing up
- Reference and cross selling with new lighthouse-customers

FP Sign, De-Mail / e-justice

- Customer onboarding with DATEV is picking up after full integration into DATEV DMS in Q4 2021
- Further enterprise brands signing up for FP Sign
- De-Mail / e-justice customers growing with market adjustments (withdrawal of major De-Mail competitor, mandatory e-justice communication for courts)

FP Mail Services

Continuous increase in challenging market environment

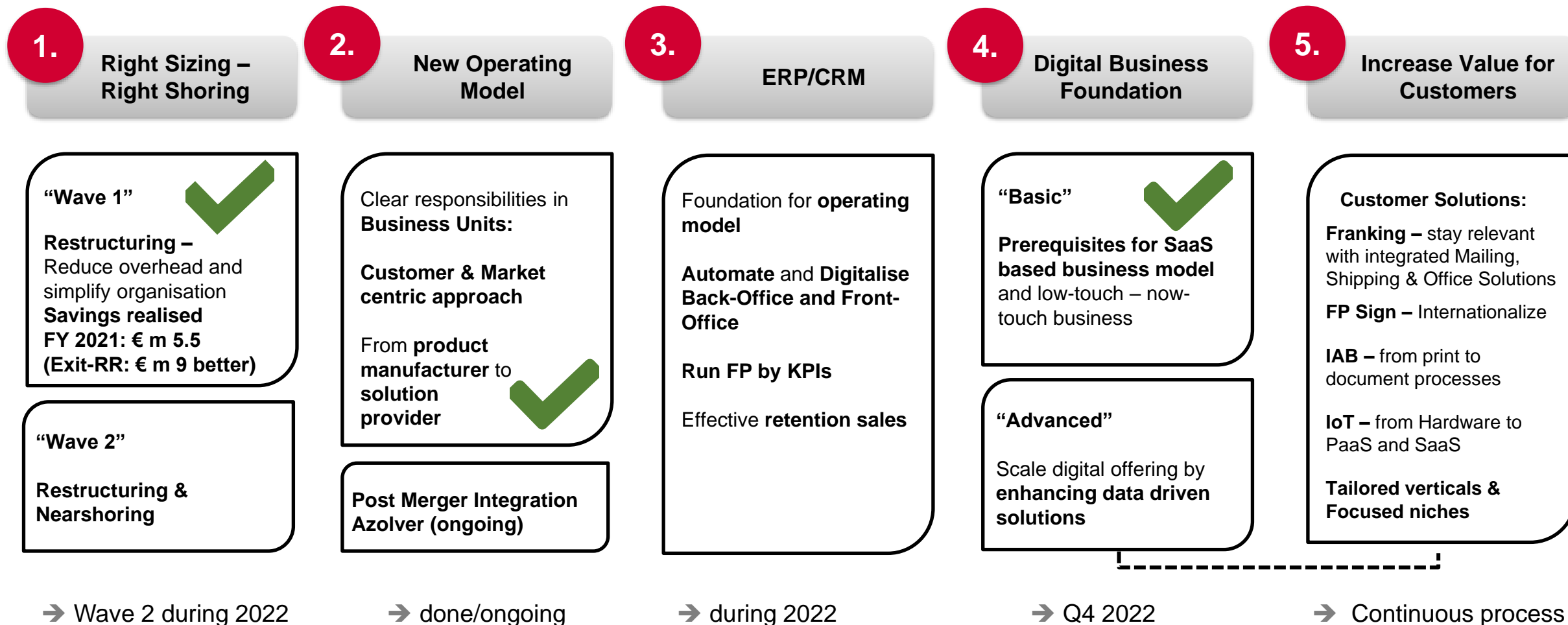


- Revenue increase above expectations, driven by higher share in franking service (postage) by pandemic
- Continuous focus on profitable revenue
- Ongoing productivity improvement by end-to-end process optimization

*Changed due to rounding difference

FUTURE@FP – first results achieved in 2021

5 key programs to bring FP back on the growth path



Guidance for 2022

Improving revenue and EBITDA – organic and M&A growth

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

Guidance assumptions

■ Revenue

- Organic growth between 3 to 6%
- Azolver revenues included for 9 months

■ EBITDA

- Neutral effect of consolidating Azolver for 2022

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 FY 2021 | Q&A Session

Appendix

A blue-tinted photograph of a modern office. In the foreground, a group of four people (three women and one man) are gathered around a table, smiling and looking at documents and a tablet. In the background, another person is seated at a desk, and a woman is standing near a window. The overall atmosphere is collaborative and professional.

Revenue by Product and Service

Recurring revenue base

€ m	FY 2020	FY 2021
Equipment sales & others	30.4	30.5
Consumables	23.9	23.9
Service	21.8	19.5
Teleporto	8.0	7.7
Mail Services	58.0	63.5
Software / Digital	16.4	19.3
Revenue acc. to IFRS 15	158.5	164.4
Operate Lease	28.0	29.8
Finance Lease	9.7	9.7
Revenue acc. to IFRS 16	37.7	39.5
Currency effects	-0.3	-0.2
Revenue total	195.9	203.7

Major items FY 2021

- **Slight growth in Mailing, Shipping & Office Solutions** – absorbing negative impacts from pandemic situation and currency effects
- **Strong growth in Mail Services** mainly through increased in franked mail
- **Strong growth in Digital Business Solutions** mainly driven by input & output management, FP Sign, De-Mail and digital office
- Approximately **65%** (62% in prior year period) of **recurring revenue**, underlining FP's resilient business model

Consolidated Statement

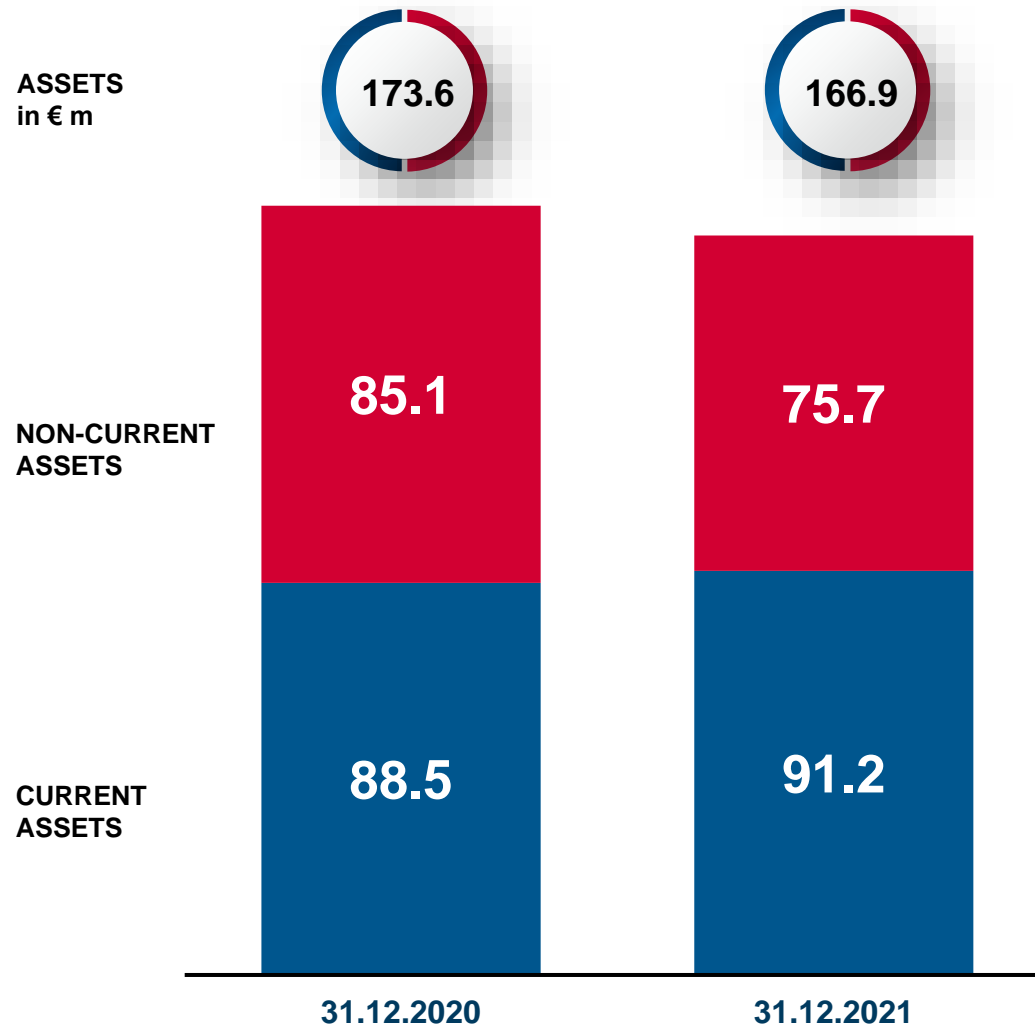
of profit and loss FY 2021

€ m	FY 2020	FY 2021
Revenue	195.9	203.7
Change in inventories	-0.4	3.1
Other own work capitalised	7.8	6.2
Total output	203.3	213.0
Cost of materials	-93.9	-103.3
Personnel expenses	-67.8	-57.6
Impairment losses and gains on trade receivables	-1.2	-1.5
Other expenses (less other income)	-31.6	-32.1
EBITDA	8.7	18.5
<i>as % of revenue</i>	<i>4.5%</i>	<i>9.1%</i>
Depreciation/Amortisation	-23.0	-19.1
Interest result	0.9	1.2
Other financial result including at-equity income	-1.5	1.6
Income taxes	-0.4	-1.8
Consolidated net income	-15.3	0.4
EPS (€ basic)	-0.95	0.02
EPS (€ diluted)	-0.95	0.02

* Adjustment for FY 2020 due to IAS 8 accounting of commissions restatement

Financial Situation

Balance Sheet - Assets (31.12.2021)



Non-Current Assets

- Decrease in intangible assets mainly due to amortisation and depreciation and additional discharge

Current Assets

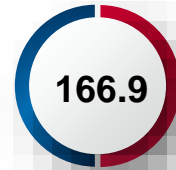
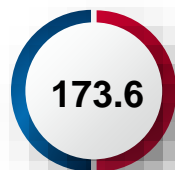
- Increase in inventories (€ m 5) in order to avoid supply chain risks for planned growth in NAM
- Increase in trade receivables (€ m 1.8) due to increased revenues – partly mitigated by improved working capital management
- Decrease in cash and cash equivalents (€ m 2.8), mainly due to made instalments on our credit facilities
- Decrease in other assets (€ m 1.3)

* Adjustment for FY 2020 due to IAS 8 accounting of commissions restatement

Financial Situation

Balance Sheet - Equity & Liabilities (31.12.2021)

EQUITY &
LIABILITIES
in € m



EQUITY

13.2

15.7

NON-CURRENT
LIABILITIES

74.2

60.8

CURRENT
LIABILITIES

86.2

90.4

31.12.2020

31.12.2021

Equity ratio of 9.4 %
(31.12.2020: 7.6 %)

Non-current liabilities

- Decrease in bank liabilities due to made installments (€ m 6.9)
- Decrease in other accruals and pension liabilities (€ m 5.6) due to made payments

Current liabilities

- Increase of other accruals and liabilities (€ m 4.3) as well as taxes (€ m 1.4) due to cash-management measures
- Decrease of Accounts Payables (€ m 1.2) due to made payments



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
- Before joining FP, he was Managing Partner at Bavaria Industries Group AG, where he served as Active Chairman for portfolio companies and inter alia was responsible for M&A activities

Martin Geisel

CFO

since January 2021



Degree in Business Administration

- More than 30 years of experience working in the finance industry such as ISS Facility Services Holding GmbH and ISS Communication Services GmbH as well as Danaher Corporation, a US company listed on the stock market
- Chief Finance Officer of Leica Microsystems, Hach-Lange, and Fluke
- Martin Geisel possesses many years of experience in the areas of treasury, M&A and investment banking

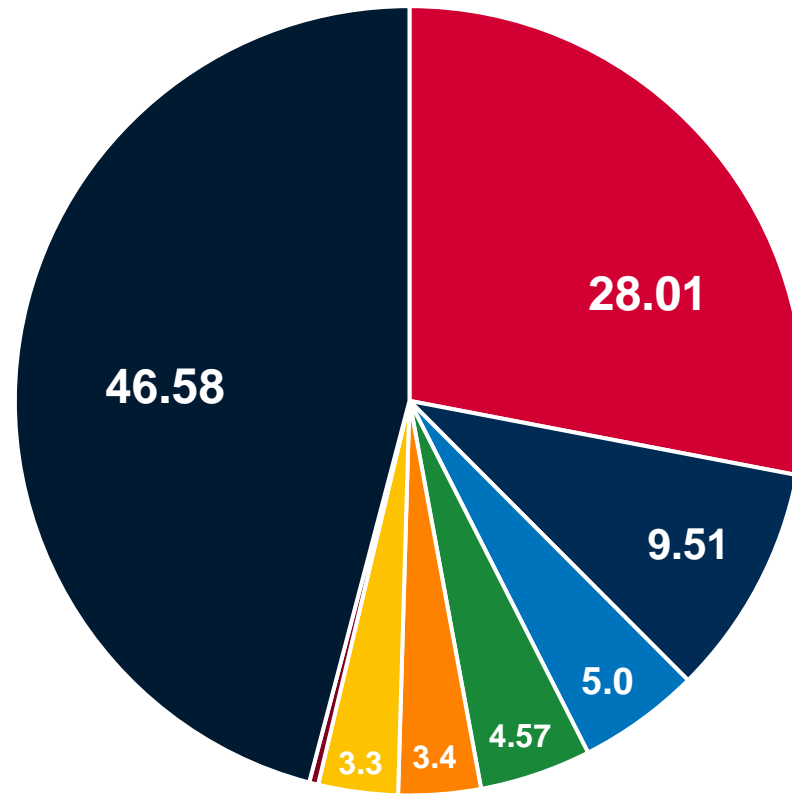
The FP share

Strong & international shareholder base (in %)

shares 16,301,456

Market cap approx.
€ m 45¹

Prime Standard

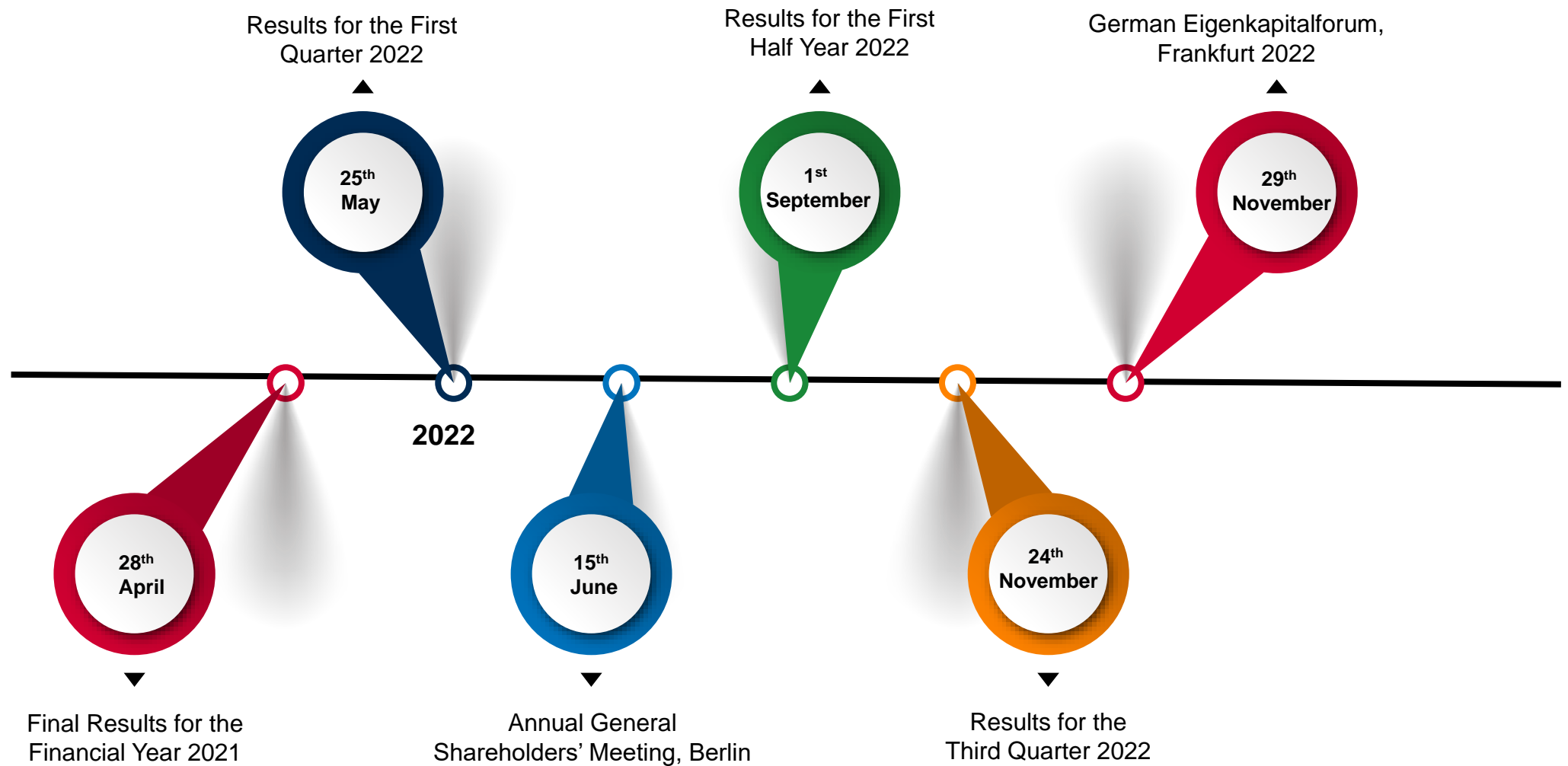


April 2022

¹ As of 28th April 2022, excluding 257,393 own shares.

Financial Calendar

2022



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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.