



Ringmetall SE

Pure Play Industrial Packaging

INTERNATIONAL SPECIALIST SUPPLIER

FOR SECURE PACKAGING SOLUTIONS

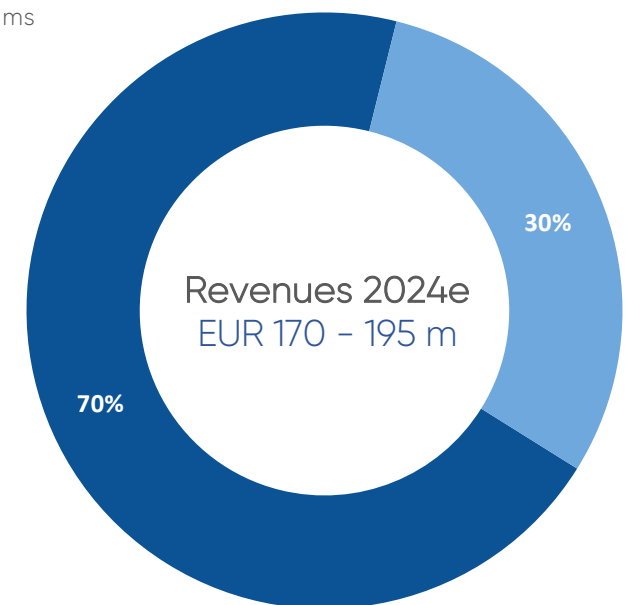


Strong footprint in global industrial packaging

- **Worldwide market leader** in Drum Closure Systems
- **European market leader** in Drum Liners
- **Innovative niche player** for Beverage Packaging Solutions
- Strong presence in **broad range of customer industries**
(→ Chemicals, Pharmaceuticals, Food & Beverage and more)
- **18** production sites in **7** countries on **3** continents
- **Stable organic growth** and **strong financial set-up**
- **Buy & build strategy** as major driver of equity story with proven track record (**15 acquisitions in 11 years** accounting for about $\frac{3}{4}$ of today's Group revenues)

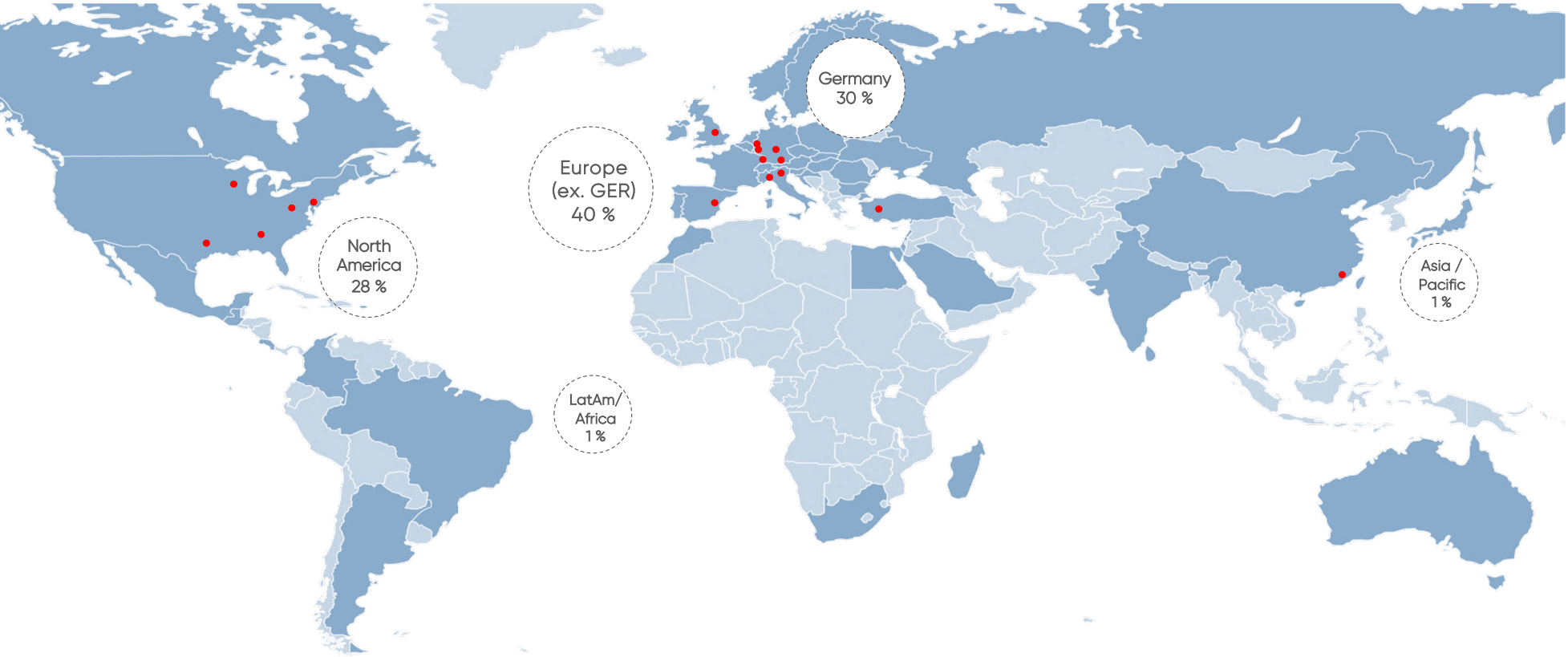
Distribution of revenues by product area
(rounded)

- Closure Systems
- Liners



GLOBAL SOURCING AND PRODUCTION

TO SERVE A WORLDWIDE NETWORK OF CUSTOMERS



PRODUCT AREAS – CLOSURE SYSTEMS

CLAMPING RINGS AND DRUM CLOSURE SYSTEMS



Ringmetall is the **No. 1 system provider** for the industrial drum industry worldwide.

With our **core Product**, the **clamping ring**, we serve more than **70 % of the global market** incl. China.



Lid &
Gasket
Clamping
Ring

Liner

Drum

- More than **2,500 different styles** of **clamping rings**
- **Product development** in close coordination with the customer
- **Comprehensive service range incl. UN certification** process from safety tests to documentation
- Guaranteed **in-time and on-location availability** due to global production network
- **Holistic system** from lids and gaskets to all components of the closure system including liners from **one single source**
- **Trusted partner** of global drum producers and reconditioners

PRODUCT AREAS – CLOSURE SYSTEMS

HIGH VARIETY OF DRUMS REQUIRES EVEN HIGHER VARIETY OF CLOSURES



IBC



STEEL
DRUM



PLASTIC
DRUM



FIBER
DRUM



PAIL

OPEN TOP / CLOSED TOP

FACTORY NEW / RECONDITIONED

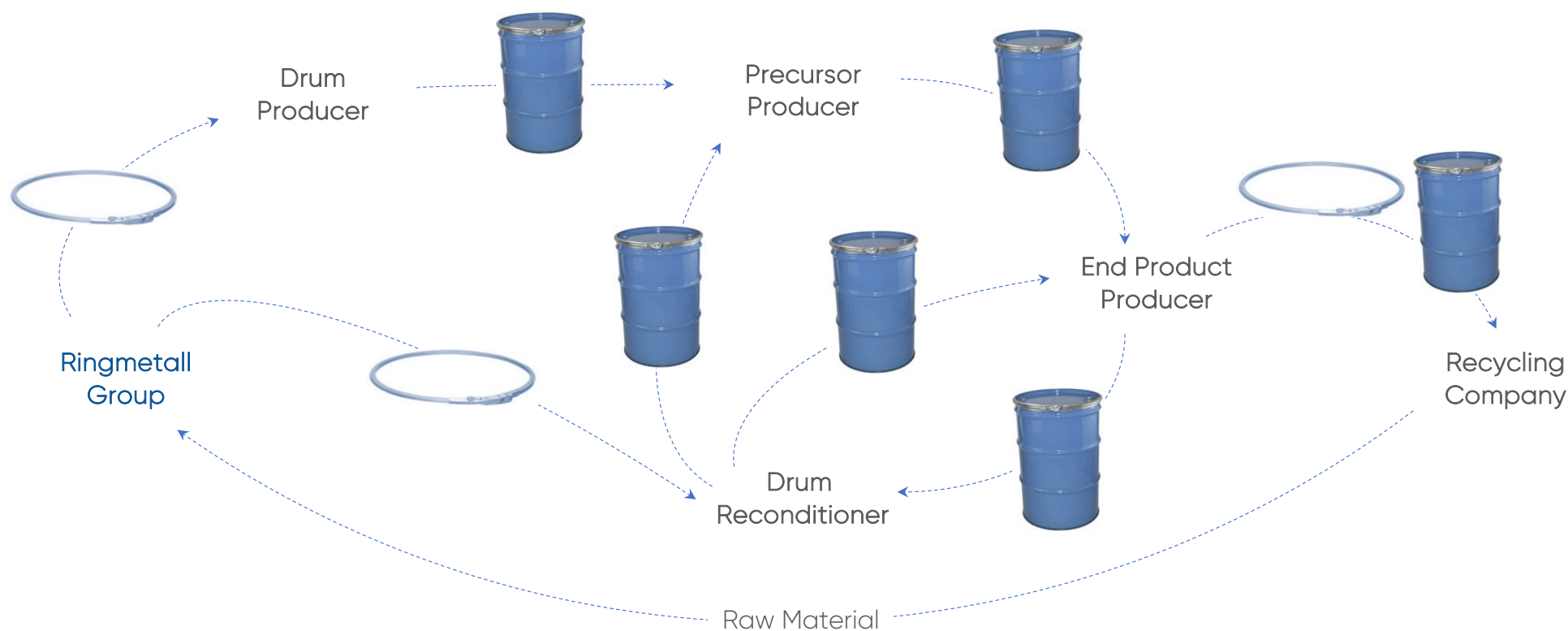
Ringmetall produces
2.500+ different types of clamping rings and
4.000+ different types of liners



Lids
and
gaskets

THE CIRCULAR ECONOMY OF INDUSTRIAL DRUMS

RECONDITIONING AND RECYCLING AS FUNDAMENTAL APPROACH OF THE INDUSTRY



PRODUCT AREAS – LINERS

INNER SLEEVES FOR INDUSTRIAL DRUMS FOR MULTIPLE APPLICATIONS



- **European market leader** for liners for industrial drums
- Group revenue share: about 30 %
- More than **4,000 different styles** for wide range of appliances
- **Own extrusion lines** for production of polyethylene foils from granulate
- Own production lines with **low-germ and low-particle cleanroom environment**
- Customer industries:
Pharma / Bio Tech, Chemical, Food & Beverage, Automotive, Electronics
- **Successful US expansion in 2023** with acquisition of Protective Lining



Form Liners



Aluminum
Liners



Round Bottom
Liners

PRODUCT AREAS – LINERS

BEVERAGE PACKAGING SOLUTIONS AS INNOVATIVE NICHE PRODUCT



- **Innovative niche player** for Beverage Packaging Solutions
- Part of the Group's Liner product area
- Large **variety of special purpose liners** for the Food & Beverage industry
- Innovative product solutions with **higher proportion of recyclable components** than standard products
- Tank liners protect beverage tanks and **significantly reduce the cleaning effort** for operators
- **Highly interesting growth market** – position as niche players to be maintained



SALE OF HSM AND SHUTDOWN OF IH SEGMENT

TURNING RINGMETALL INTO PURE PLAY INDUSTRIAL PACKAGING COMPANY



Situation so far:

- HSM as only Group subsidiary in Industrial Handling segment (IH)
- High need for management attention in challenging market environment

Clear decision to become a pure play industrial packaging company:

- Tricky M&A process due to size and structure of subsidiary
- Sale to industrial holding company concluded as per 30 June 2023
- One-off effect of around EUR -4.6 million from deconsolidation effects
- Shutdown of Industrial Handling segment as per end of Q2 2023



THE BIGGEST BRANDS RELY ON RINGMETALL

ACROSS ALL COUNTRIES, ACROSS ALL INDUSTRIES



...and many others!

GROUP HIGHLIGHTS

PRELIMINARIES FY 2023



CHALLENGING YEAR 2023 WITH MAJOR CHANGE IN COMPANY SETUP

- | | | | |
|------------------------------|---------------|-------------|-----------|
| ▪ Group Revenue | (preliminary) | EUR 181.4 m | (-15.0 %) |
| ▪ Total Output (TO) | (preliminary) | EUR 179.9 m | (-16.9 %) |
| ▪ EBITDA | (preliminary) | EUR 17.9 m | (-36.6 %) |
| ▪ Adjusted EBITDA* | (preliminary) | EUR 22.0 m | (-15.5 %) |
| ▪ Adj. EBITDA margin (on TO) | (preliminary) | 12.8 % | |
- Challenging 2023 with major **turbulences on customer side** (esp. chemical industry)
 - **Solid performance** despite lower production capacity utilization
 - Finally **successful sale of HSM** / Industrial Handling → **EBITDA adjustment** for better operational insight

OUTLOOK 2024

BRIGHTENING ENVIRONMENT AFTER TOUGH 2023



GROUP REVENUES

EUR 170 – 195 m

GROUP EBITDA

EUR 20 – 27 m

POSITIVE MOMENTUM, BUT WILL IT LAST?

- Promising year-end business and good start into 2024 plus improving news flow from key industries
- Ringmetall as a historic early cyclers, but did the cycle really start yet?
- Broad guidance includes both negative and positive scenarios; Concretization intended in course of 2024
- Market environment remains attractive for further acquisitions
- At the same time, the financial position remains solid and cashflows strong

MID-TERM PERSPECTIVE 2027 ON TRACK



Strong drivers in end markets and good M&A environment offer opportunity to double revenues¹ once again...

Revenues 2027
EUR **350** m

EBITDA 2027
EUR **45** m

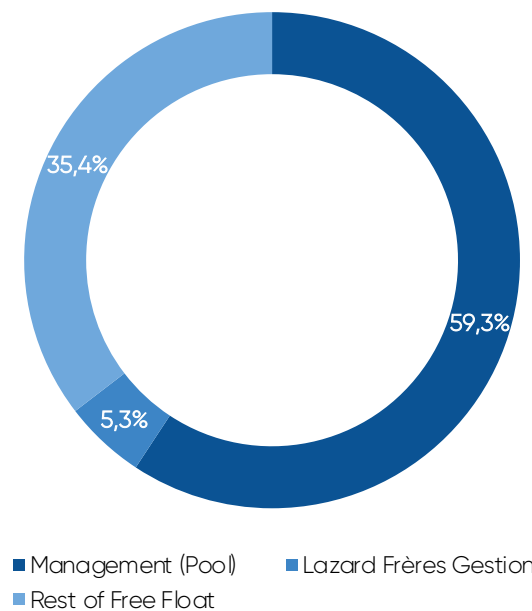
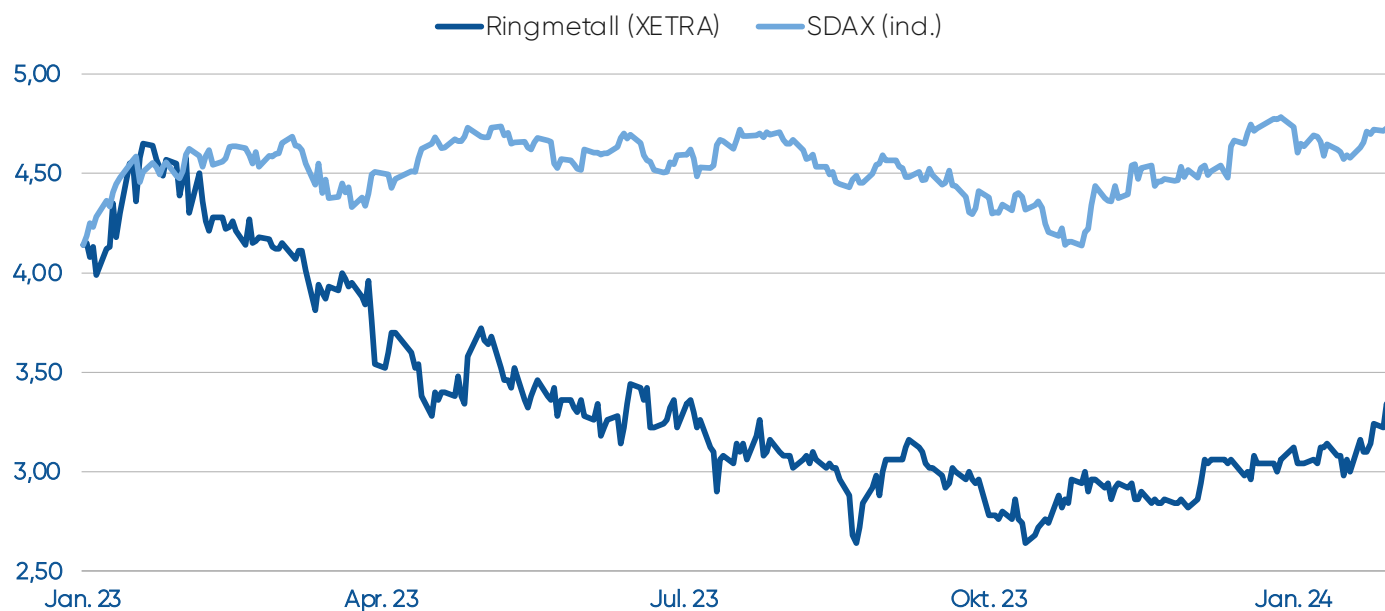
+/- **10 %** deviation

- Growth scenario is based on average **organic growth (CAGR) of 2 to 5 percent**
- **M&A activities are the major driver** with at least one larger acquisition
- Mid-term perspective 2027 is meant as a guideline for investors and is **no hard guidance!**

¹ Basis 2021: Group Revenues EUR 172.3m

SHARE PRICE DEVELOPMENT

RINGMETALL VS. SDAX



Ticker / ISIN:

HP3A / DE000A3E5E55

Segment:

General Standard

Shares outstanding:

29,069,040

Market capitalization:

~ EUR 100 m

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