



THE  
TECHNOLOGY  
PROVIDER

# H1 RESULTS

20. July 2022



**TRANS  
FORM**

**PER  
FORM**

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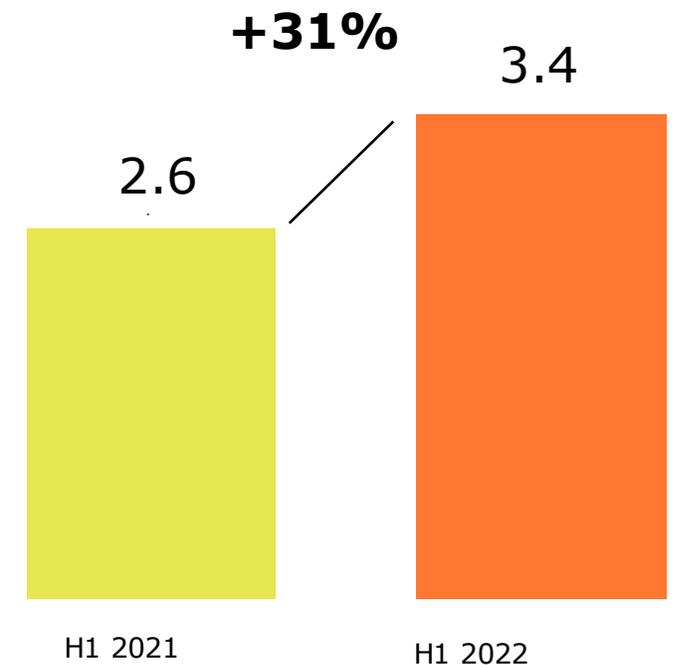
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# SALES 3S H1 2021 V H1 2022 \*

## Supply, Solutions and Services Net Sales

(in m €)	H1 2022	H1 2021	Delta
<b>Net sales before IFRS 15 (PvA)</b>	<b>5 974</b>	<b>5 923</b>	<b>+1%</b>
Supply	3 851	4 121	-7%
Solutions	1 703	1 509	+13%
Service	421	294	+43%

## Unique Users (in m)



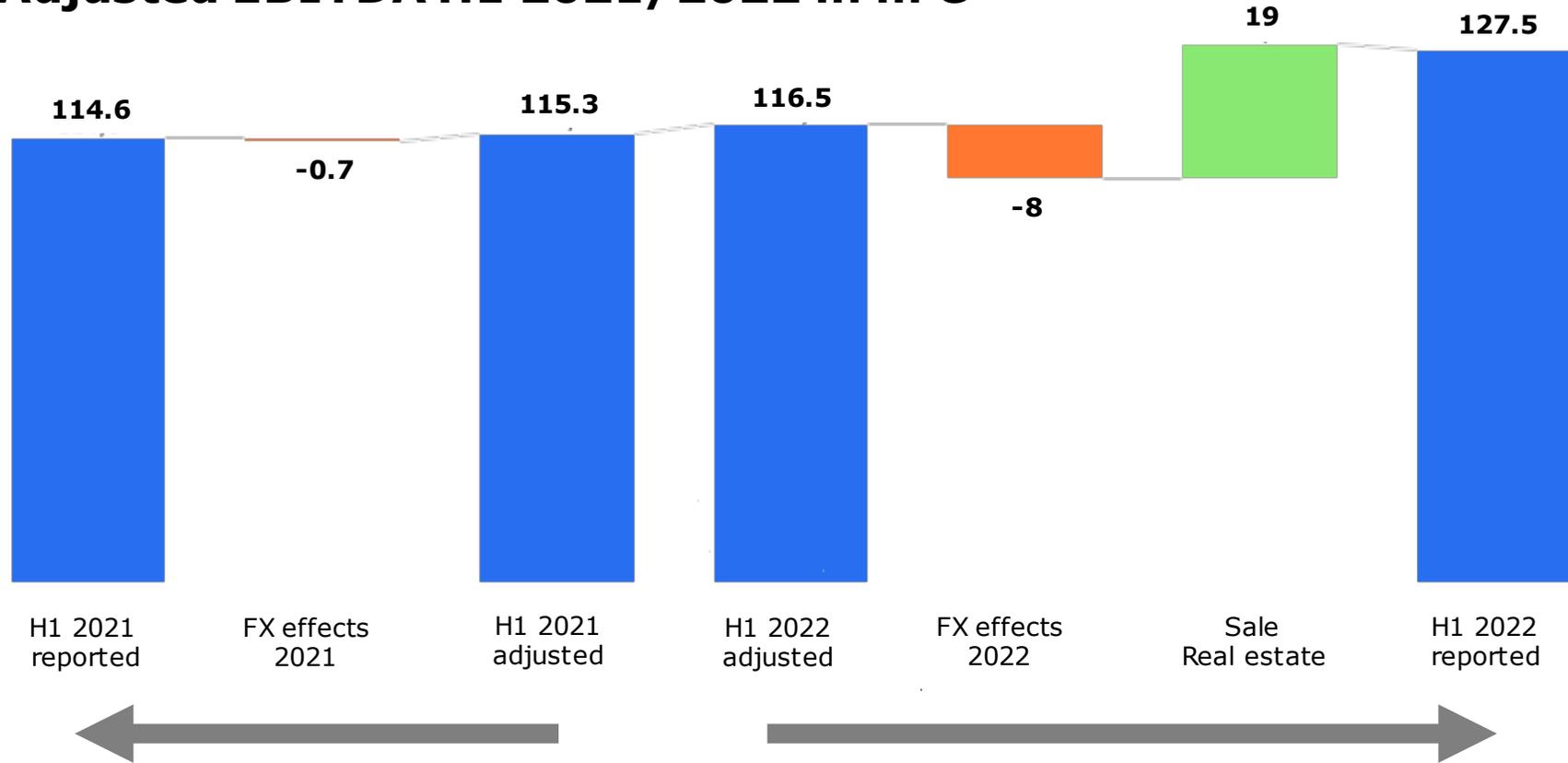
\* before IFRS 15 (PvA)

# H1 IN A NUTSHELL

- ▶ EBITDA +11.3%
- ▶ Due to stock increase to guarantee availability ROCE 13.8%
- ▶ Net Sales with 5 525 m€ on the same high level as H1 2021 (-0.5%)
  - ▶ Supply -6.4%
  - ▶ Solutions +16.8%
  - ▶ Services +9.3%
- ▶ Increased Gross Profit (+2.6%)

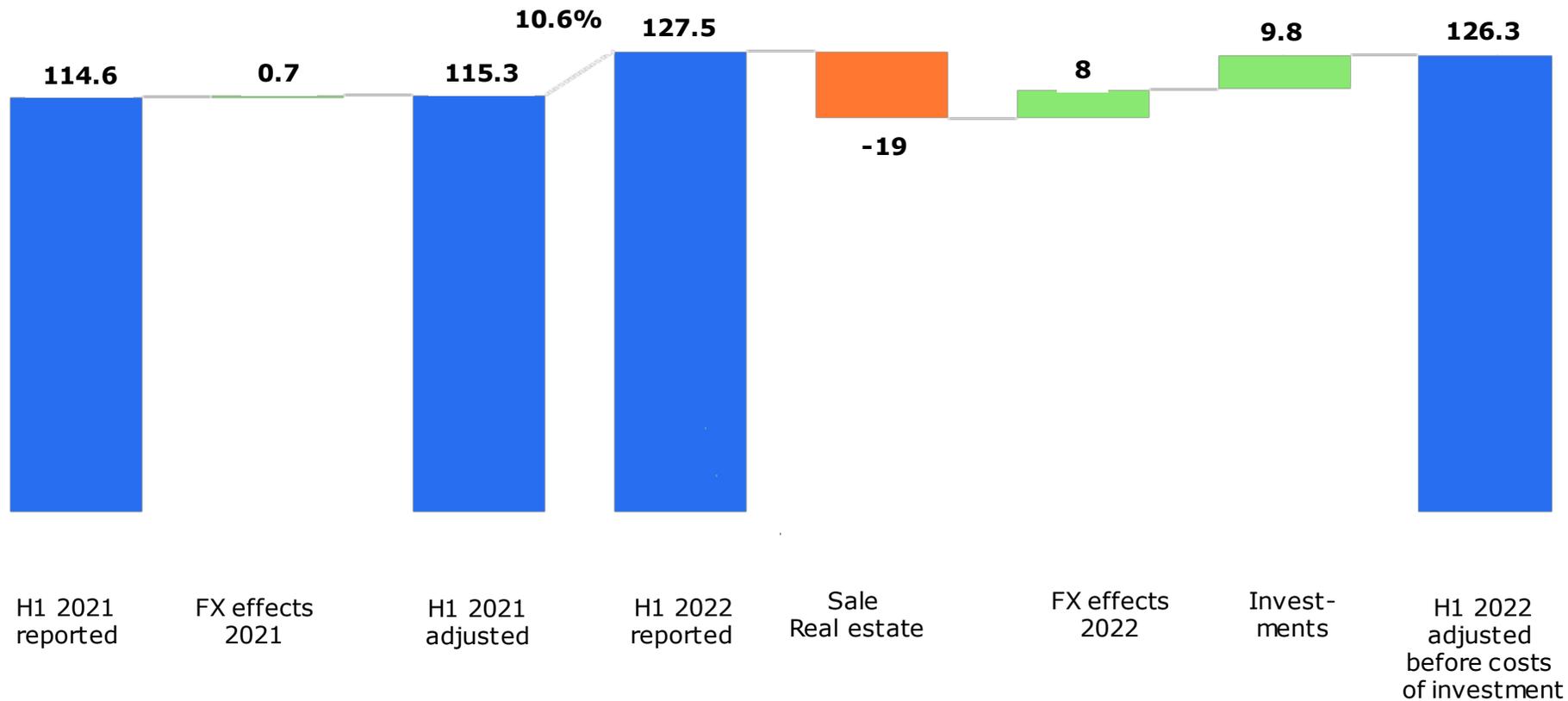
# DEVELOPMENT EBITDA

## Adjusted EBITDA H1 2021/2022 in m €



# EFFECT OF INVESTMENTS

## Adjusted EBITDA H1 2021/2022 in m €

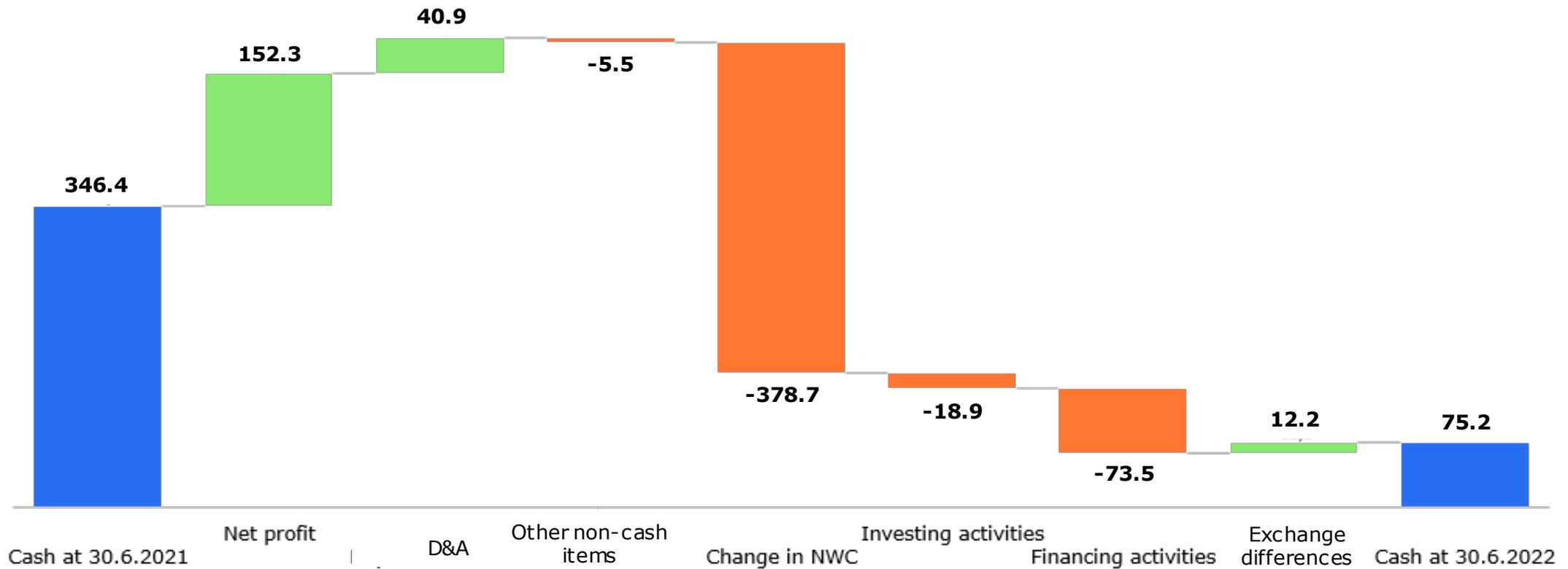


### Main cost of investment:

- ▶ New staff
- ▶ Retention costs current staff
- ▶ IT

# DEVELOPMENT CASH

## Cash in m €



# TARGETS CONFIRMED

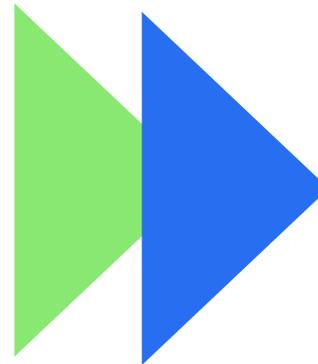
## Target 2022

EBITDA

**275–295** m€

ROCE

**>20%**



## Midterm Target

EBITDA

**330–420** m€

ROCE

**>20%**

**THANK YOU!**

