



THE  
TECHNOLOGY  
PROVIDER

# ALSO MEDIA AND INVESTOR CONFERENCE

22. February 2022

# TRANS FORM

# 2

# PER FORM



# DISCLAIMER

This presentation is not an offer or a solicitation to purchase or invest in any shares of ALSO Holding AG (the "Company"), nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. This presentation is not an offering circular within the meaning of the Swiss Financial Services Act or under any other applicable laws. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, all such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of any such jurisdiction.

The information and opinions contained in this presentation and any other material discussed at the presentation do not purport to be comprehensive, are provided as at the date of this presentation or as of the date specified herein. The Company is under no obligation to update or keep current the information contained in this presentation, to correct any inaccuracies, or to publicly announce the result of any revision to the statements made herein except to the extent they would be required to do so under applicable law or regulation, and any opinions expressed herein, in any related materials or given at the presentation are subject to change without notice.

No reliance may be placed by such recipients for any purposes whatsoever on the information given at this presentation or contained in this document and/or related materials or on the completeness of such information. No representation or warranty, express or implied, is given by or on behalf of the Company or its subsidiaries, affiliates or any other person as to the accuracy or completeness of the information or opinions given at the presentation or contained in this document and/or related materials and no liability is accepted for any such information or opinions. Without prejudice to the foregoing, neither the Company nor any of its subsidiaries or affiliates accept any liability whatsoever for any loss howsoever arising, directly or indirectly, from use of this document or its contents or otherwise arising in connection therewith. This presentation and its contents may not be reproduced, distributed, passed on or disclosed, in whole or in part, by any medium or in any form, to any other person.

This presentation may contain specific forward-looking statements, beliefs or opinions, including statements with respect to the business, financial condition, results of operations and plans of the Company, which are based on current expectations and projections about future events, e. g. statements including terms like "believe", "assume", "expect", "forecast", "project", "target", "may", "could", "might", "will" or similar expressions. Such forward-looking statements are subject to known and unknown risks, uncertainties and other factors which may result in a substantial divergence between, among other things, the actual results, financial situation, development or performance of the Company and its subsidiaries and investments, those explicitly or implicitly presumed in these statements and trends in the operating industry of the Company. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these statements and forecasts. Past performance of the Company cannot be relied on as a guide to future performance. As a result, you are cautioned not to place any undue reliance on such forward-looking statements.

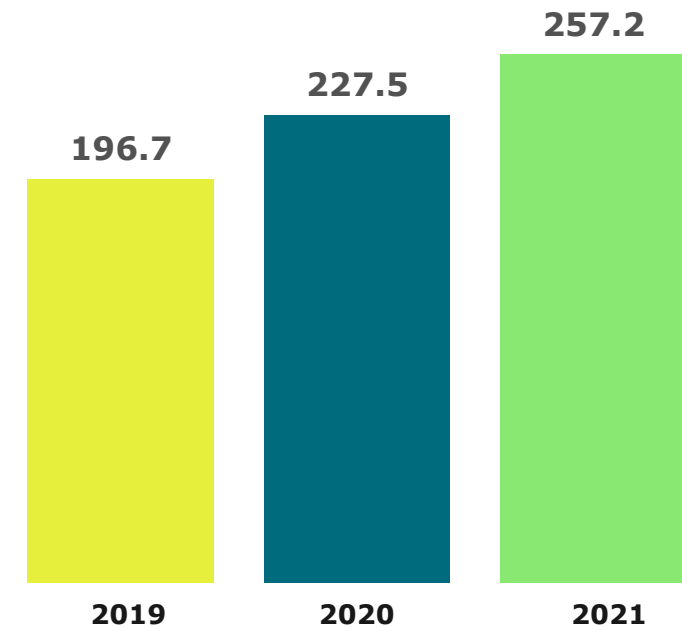
# PERFORMANCE

	2019	2020	Guidance	2021	Δ 2020– 2021
EBITDA	196.7 m€	227.5 m€	240–255 m€	257.2 m€	+13%
ROCE	15.5%	21.0%	>20%	26.3%	+5.3%pt

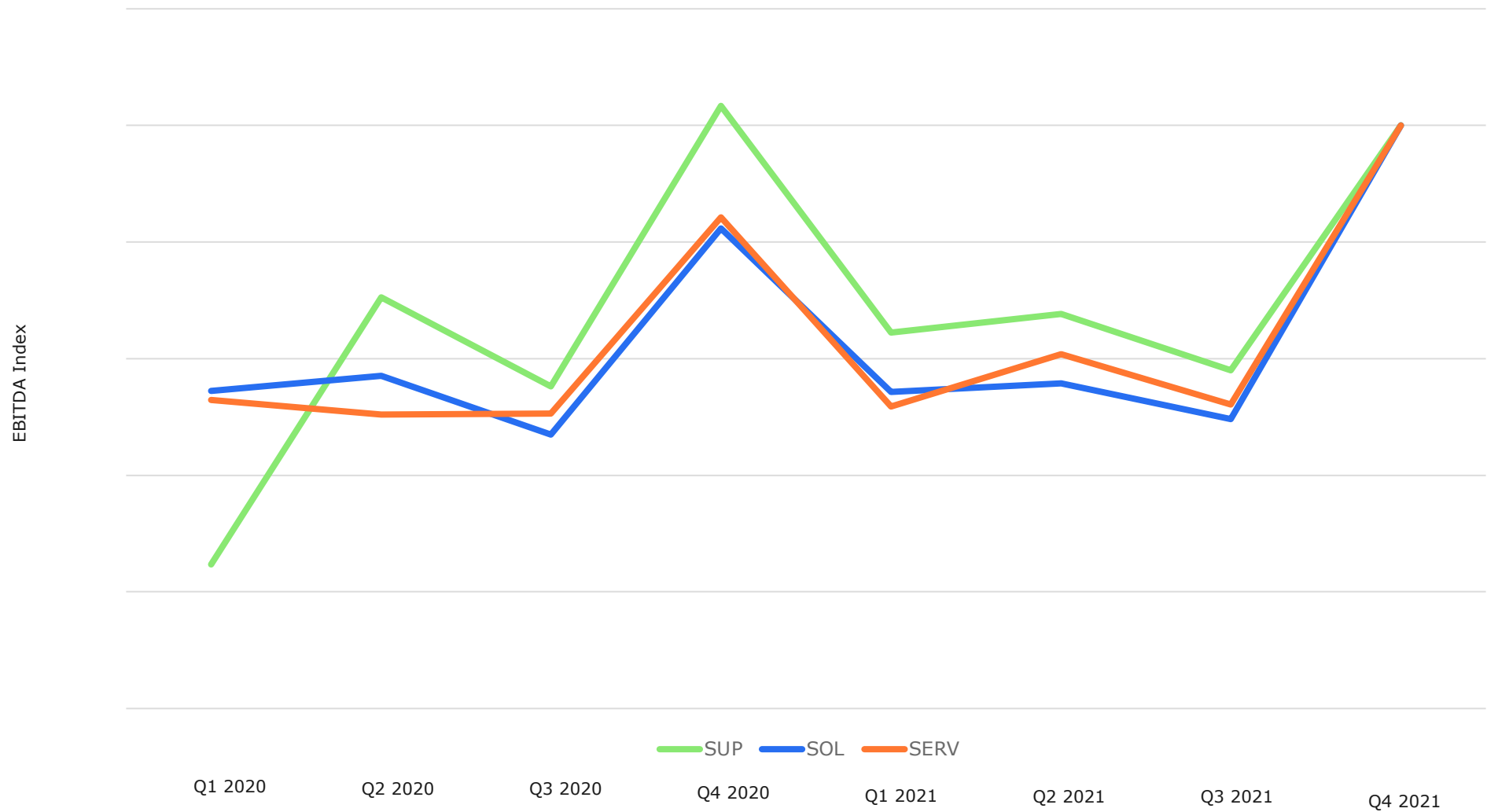
# BUSINESS DEVELOPMENT IN DETAIL

in m €	2020	2021	Change in %
<b>EAT</b>	<b>130</b>	<b>154</b>	<b>19</b>
<b>EBT</b>	<b>168</b>	<b>201</b>	<b>20</b>
<b>EBITDA</b>	<b>228</b>	<b>257</b>	<b>13</b>
<b>Net Sales</b>	<b>11 898</b>	<b>12 394</b>	<b>4</b>
<b>Supply</b>	<b>8423</b>	<b>8.552</b>	<b>1</b>
<b>Solutions</b>	<b>2976</b>	<b>3.201</b>	<b>8</b>
<b>Service</b>	<b>499</b>	<b>642</b>	<b>29</b>
<b>thereof cloud (consumptional)</b>	<b>300</b>	<b>433</b>	<b>44</b>

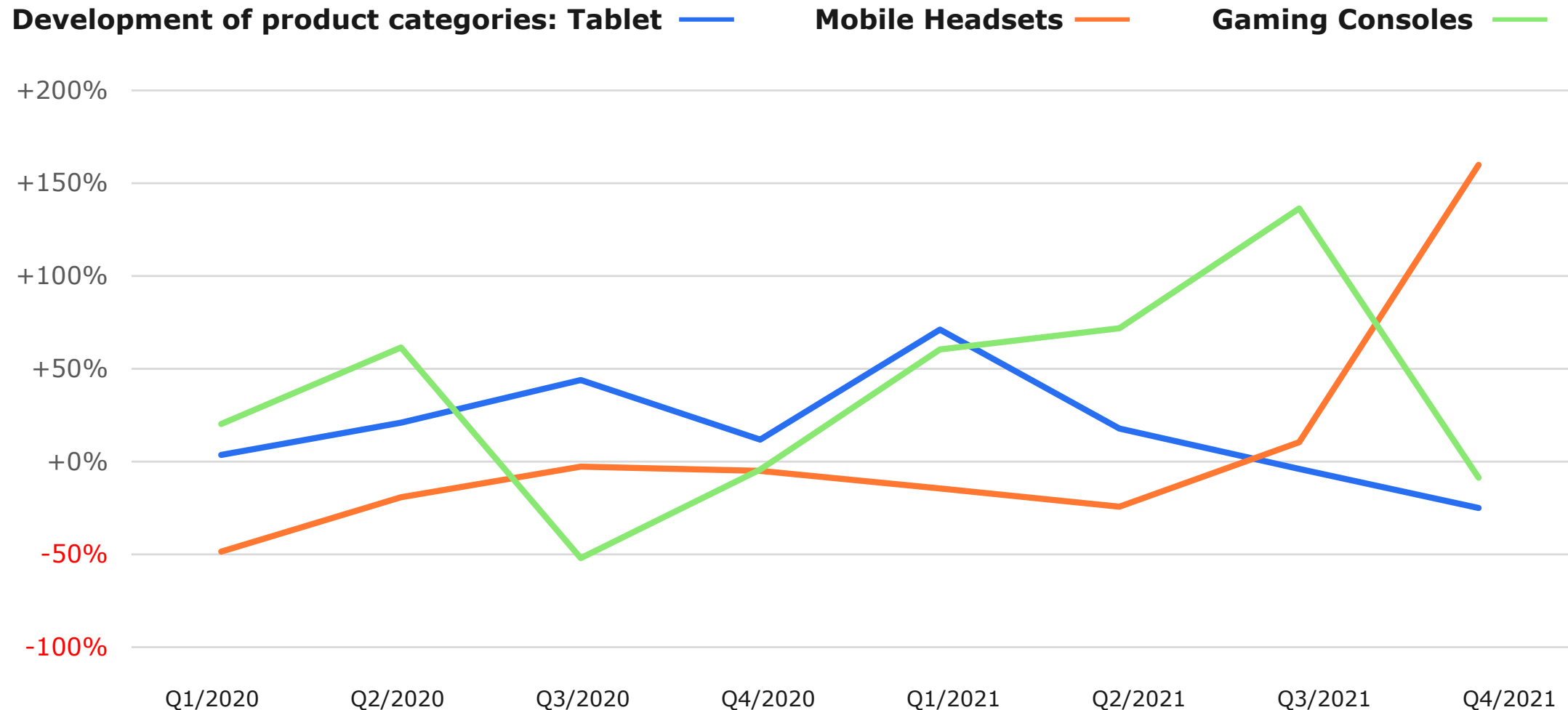
**EBITDA** in m €



# STRONG DEVELOPMENT OF PROFITABILITY IN SOLUTIONS AND CLOUD IN H2 2021

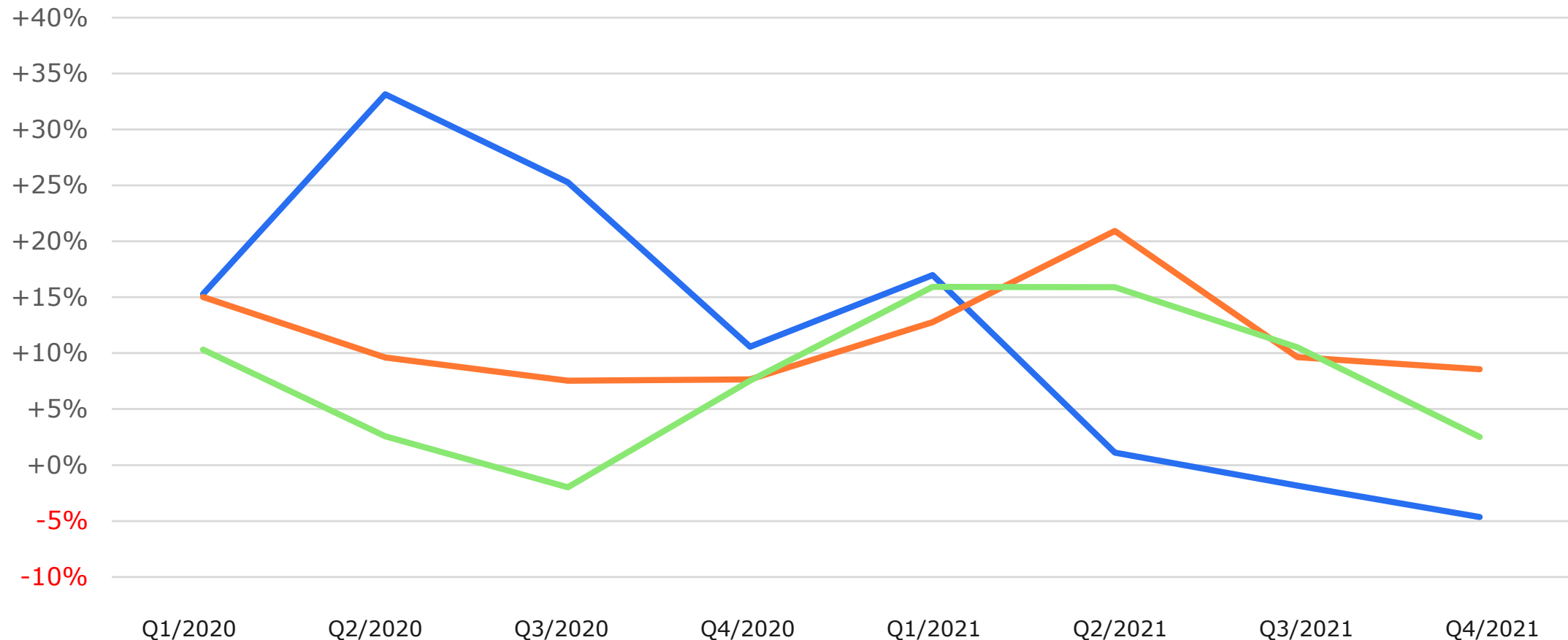


# PANDEMIC INCREASED FREQUENCY & AMPLITUDE



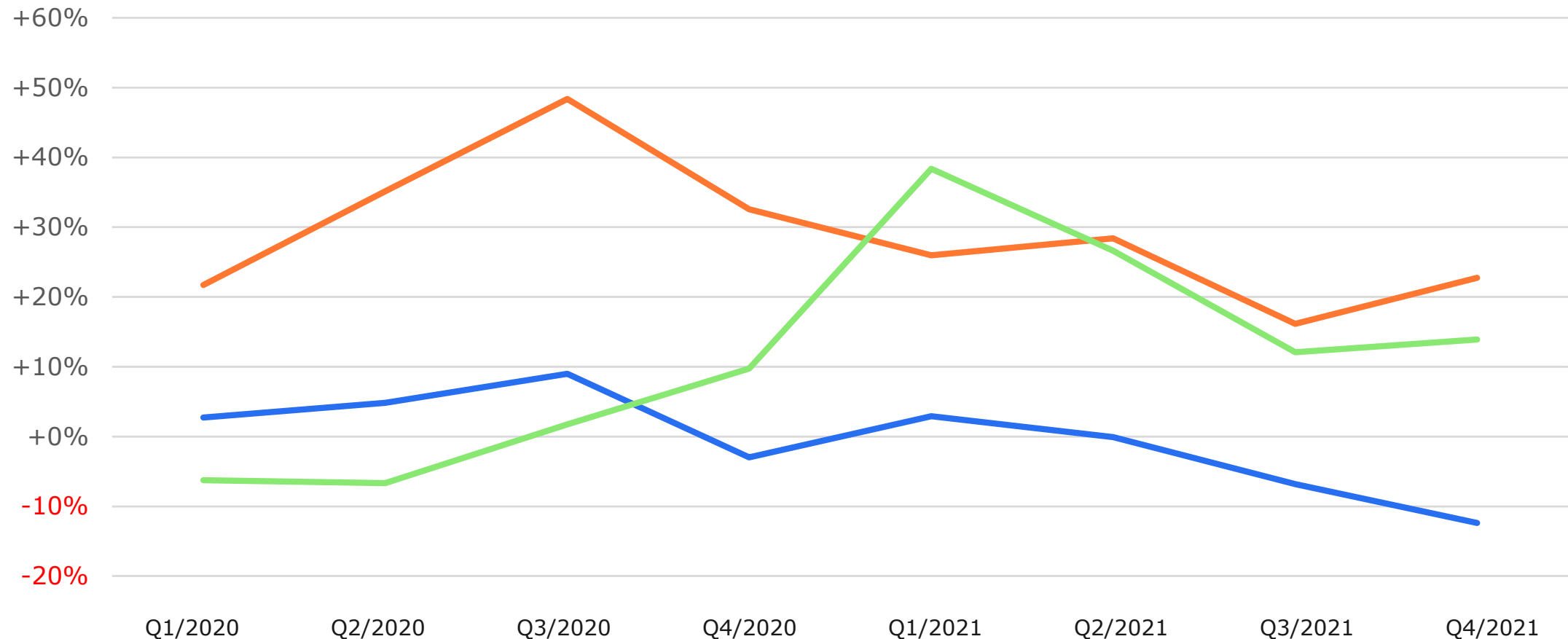
# PANDEMIC INCREASED FREQUENCY & AMPLITUDE

Development of customer categories: Customer Groups 1 to 3



# PANDEMIC INCREASED FREQUENCY & AMPLITUDE

## Development of countries: Countries 1 to 3

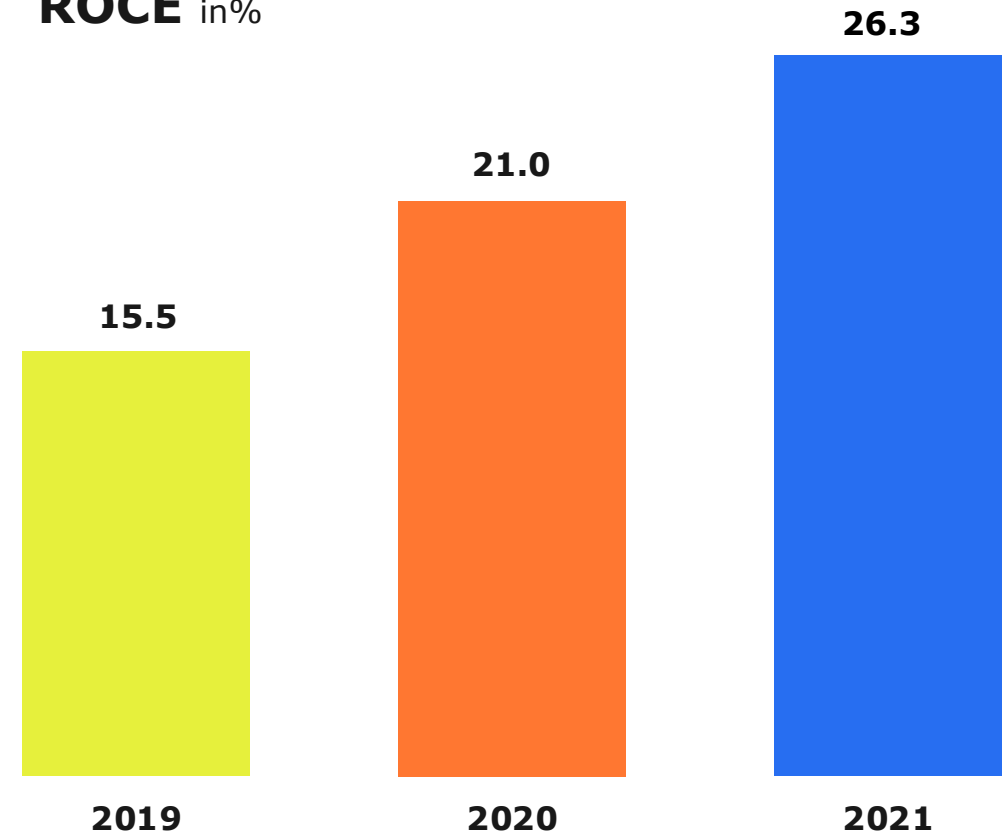


# BUSINESS DEVELOPMENT

## Balance Sheet

(in m €)	2020	2021	CHANGE
Cash and cash equivalents	483.2	617.2	+28%
Trade receivables	828.0	691.9	-16%
Inventories	729.4	910.0	+25%
Other Assets	841.5	865.4	+3%
<b>Total assets</b>	<b>2 882.1</b>	<b>3 084.5</b>	<b>+7%</b>
Financial liabilities	445.3	390.5	-12%
Trade payables	1 310.6	1 423.6	+9%
Other liabilities	304.8	320.9	+5%
Equity	821.3	949.5	+16%
<b>Total liabilities</b>	<b>2 882.1</b>	<b>3 084.5</b>	<b>+7%</b>

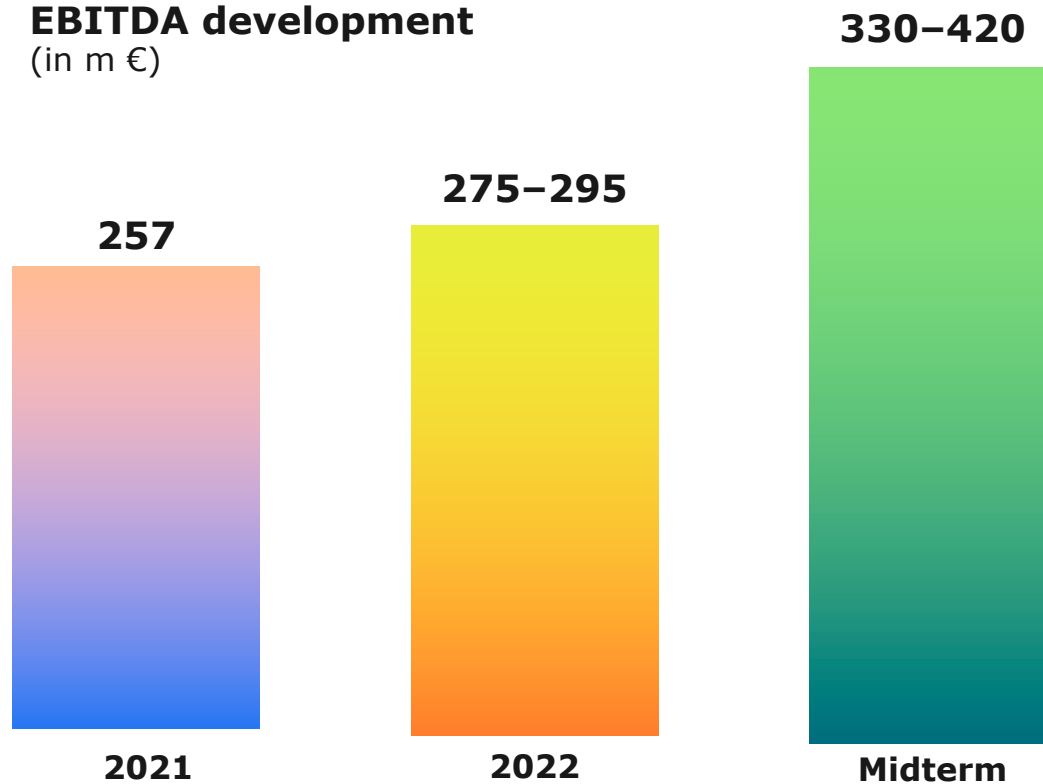
## ROCE in%



# DRIVING SUSTAINABLE PROFITABLE GROWTH▲

## Raised guidance:

**EBITDA development**  
(in m €)

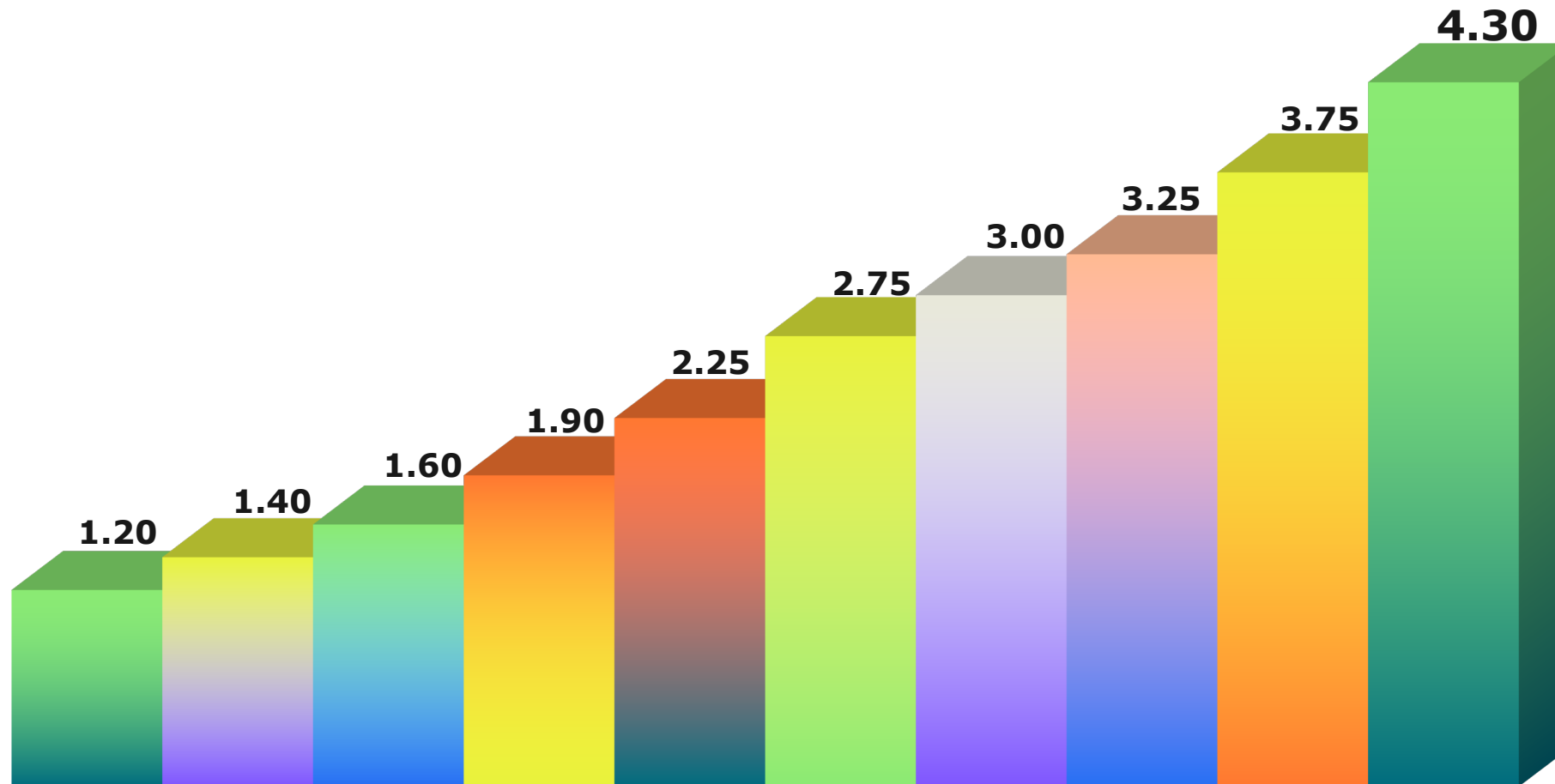


**ROCE > 20%**

## Growth drivers:

- 1 Acceleration of Growth
- 2 M&A Activities
- 3 Operational Excellence

# DIVIDEND



in CHF

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021

# THANK YOU

