

Transforming the organization

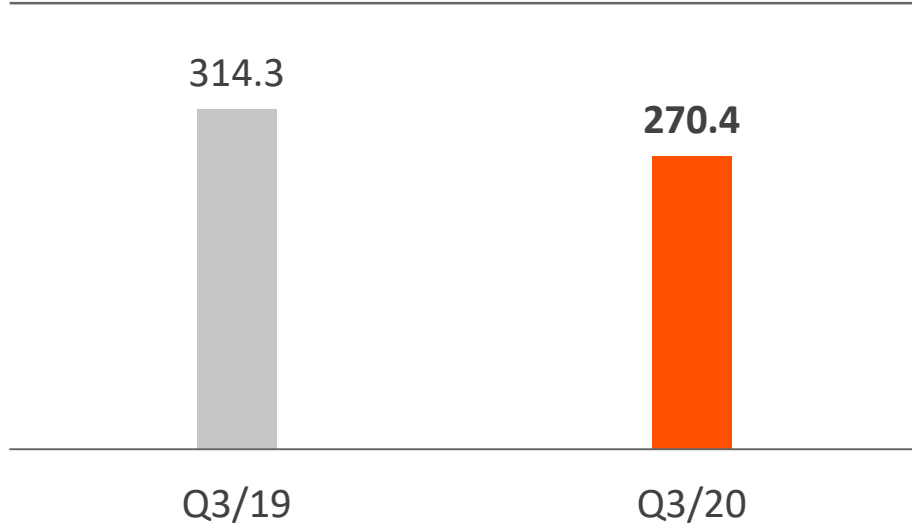


Results of the first nine months 2020

October 29, 2020

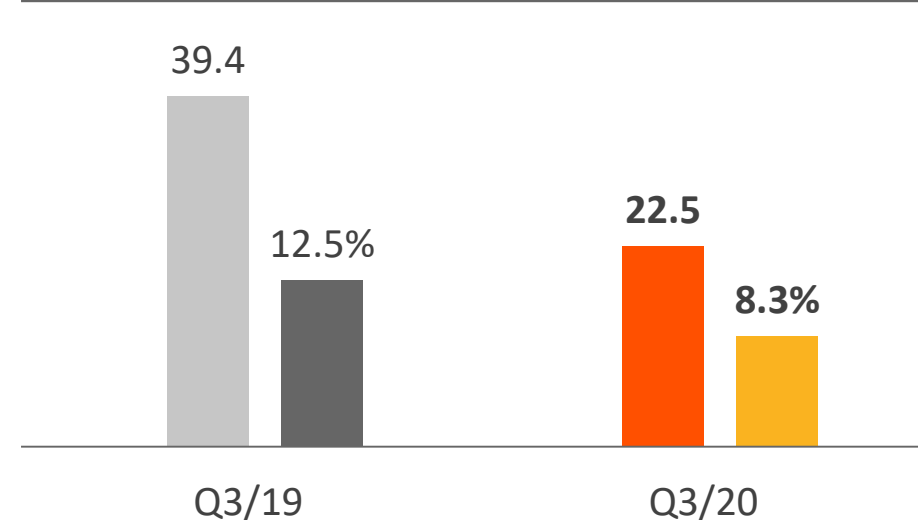
Q3 2020: TAKKT Group

Sales (in EUR million)



- Sales decrease by 14.0% with negative effects from currency fluctuations (-1.8%), primarily from a weaker US-Dollar
- Organic sales decline of 12.2%
- Increasing demand for business equipment due to an improved economic environment and more optimistic customer assessments
- Web-focused Commerce with a more stable development than Omnichannel Commerce

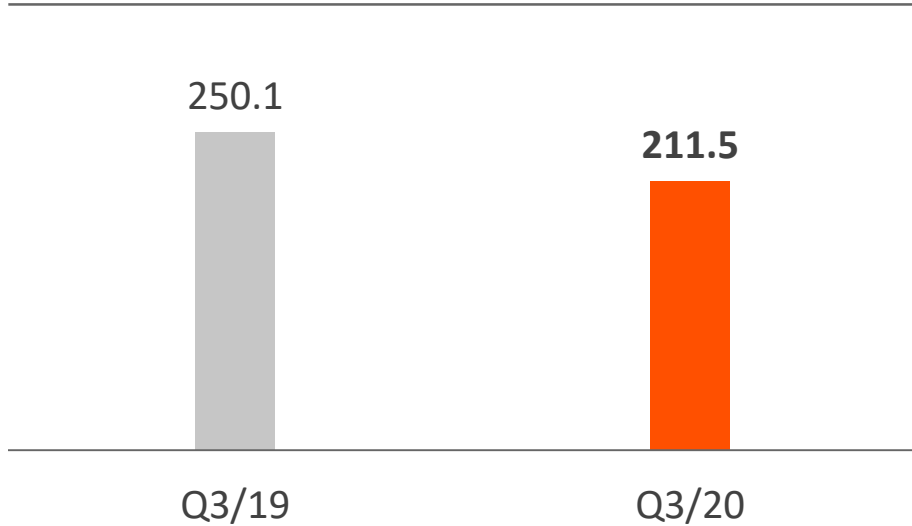
EBITDA (in EUR million) and margin (in %)



- Sales decline with negative impact on earnings
- One-time costs for early termination of employment contracts and for TAKKT 4.0 of around EUR 5 million (one-time costs of around EUR 3 million in Q3/19)
- Cost management continued while flexibly adjusting marketing and personnel expenses to the stabilizing demand
- EBITDA was EUR 22.5 (39.4) million, EBITDA margin at 8.3% (12.5%)

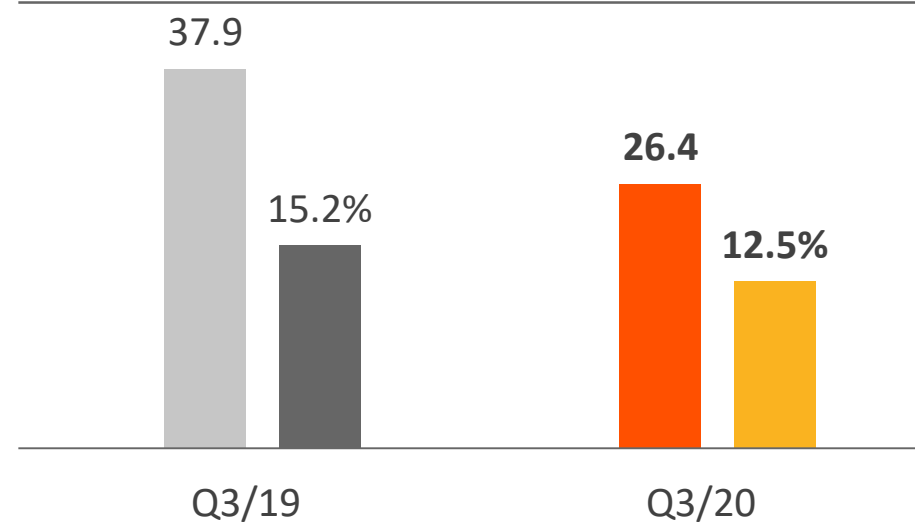
Q3 2020: Omnichannel Commerce

Sales (in EUR million)



- Sales decrease by 15.4%; negative currency effects of 1.7%
- Organic sales decline of 13.7%, noticeable improvement of sales development compared to the previous quarter
- ratioform with a low and Central with a high single-digit organic decline
- Double-digit organic decline at KAISER+KRAFT, NBF and Hubert

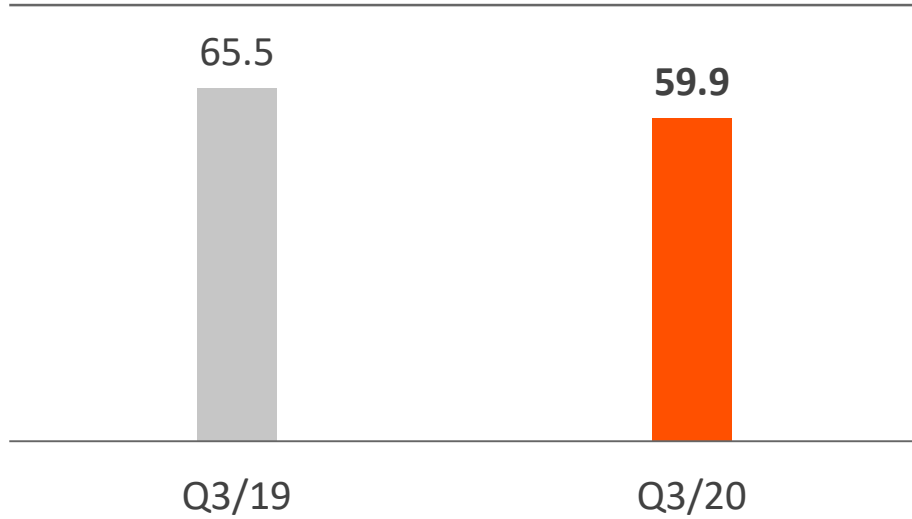
EBITDA (in EUR million) and margin (in %)



- Lower sales level decreases earnings
- One-time expenses of less than EUR 1 million
- EBITDA was EUR 26.4 (37.9) million, EBITDA margin at 12.5% (15.2%)

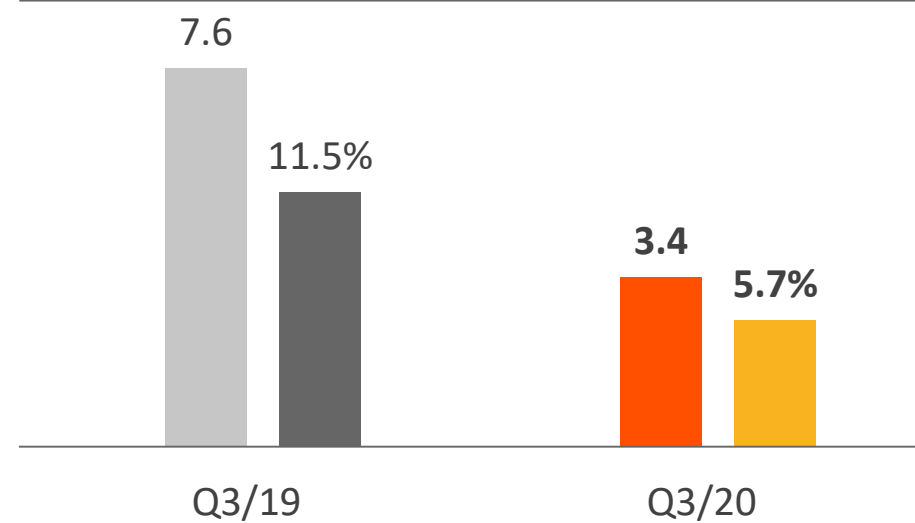
Q3 2020: Web-focused Commerce

Sales (in EUR million)



- Sales decrease by 8.6%; negative currency effects of 2.1%
- Organic sales decline of 6.5% with very different development in the two business units
- Newport achieves double-digit organic growth, D2G with continued significant double-digit decline due to its event-oriented product range

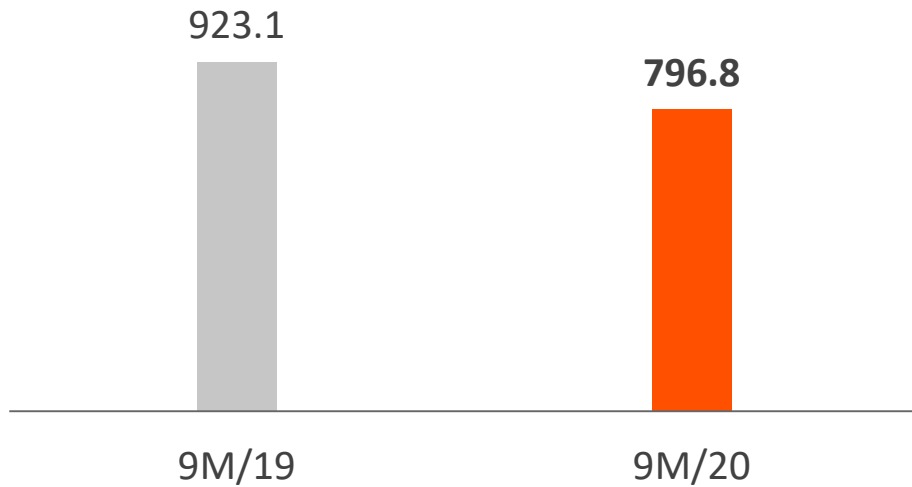
EBITDA (in EUR million) and margin (in %)



- Sales drop at D2G results in lower EBITDA
- EBITDA was EUR 3.4 (7.6) million, EBITDA margin at 5.7% (11.5%)

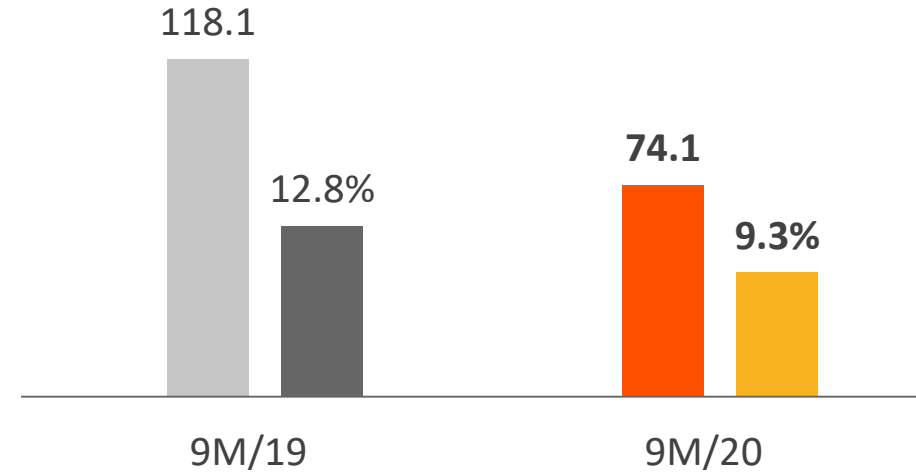
9M 2020: TAKKT Group

Sales (in EUR million)



- Sales decrease by 13.7%; positive effects from acquisitions (+0.6%) and currency fluctuations (+0.1%)
- Organic sales decline of 14.4%; more stable sales development after volatile first half-year
- Web-focused Commerce due to strong growth at Newport with a more stable development than Omnichannel Commerce

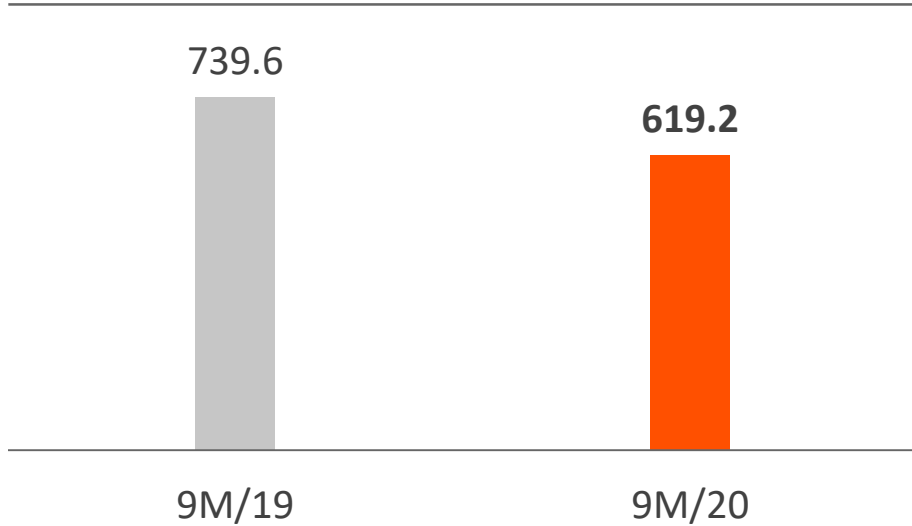
EBITDA (in EUR million) and margin (in %)



- Sales decrease resulted in lower earnings
- One-time gains and expenses resulted in a negative effect on earnings of around EUR 8.5 million. In 9M/19, one-time expenses came to around EUR 4.5 million
- EBITDA was EUR 74.1 (118.1) million, EBITDA margin at 9.3% (12.8%)

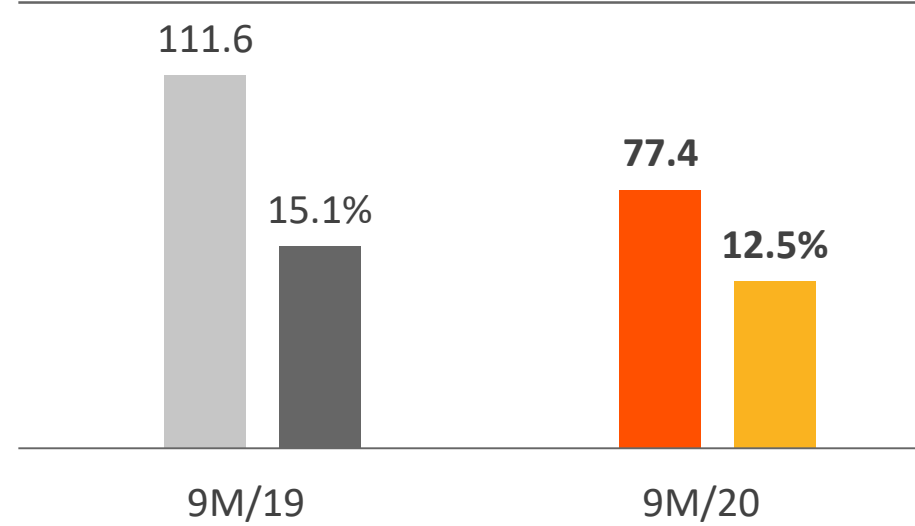
9M 2020: Omnichannel Commerce

Sales (in EUR million)



- Sales decrease by 16.3%; positive currency effects of 0.1%
- Organic sales decline of 16.4%
- ratioform with a mid-single-digit organic decline; KAISER+KRAFT, NBF, Hubert and Central with double-digit decline

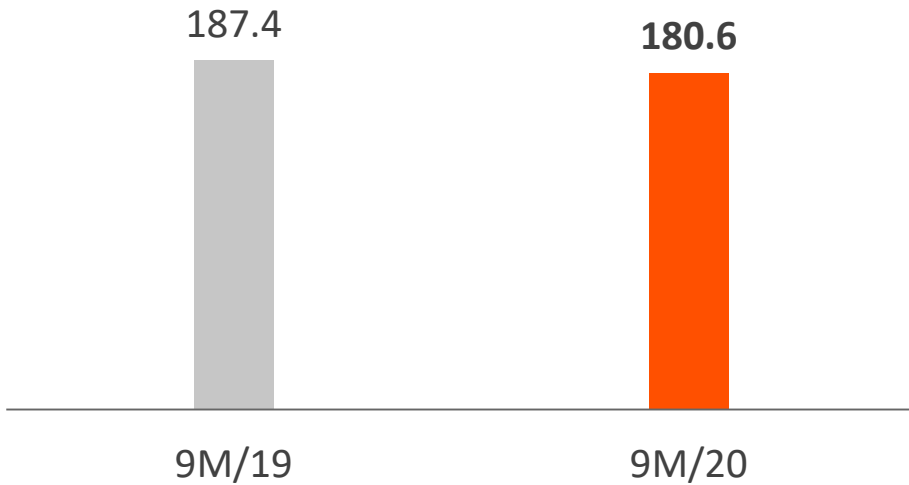
EBITDA (in EUR million) and margin (in %)



- Sales decline with negative impact on earnings
- One-time expenses for TAKKT 4.0 implementation of around EUR 9 million; one-time gain from sale of real estate of around EUR 4.5 million
- EBITDA was EUR 77.4 (111.6) million, EBITDA margin at 12.5% (15.1%)

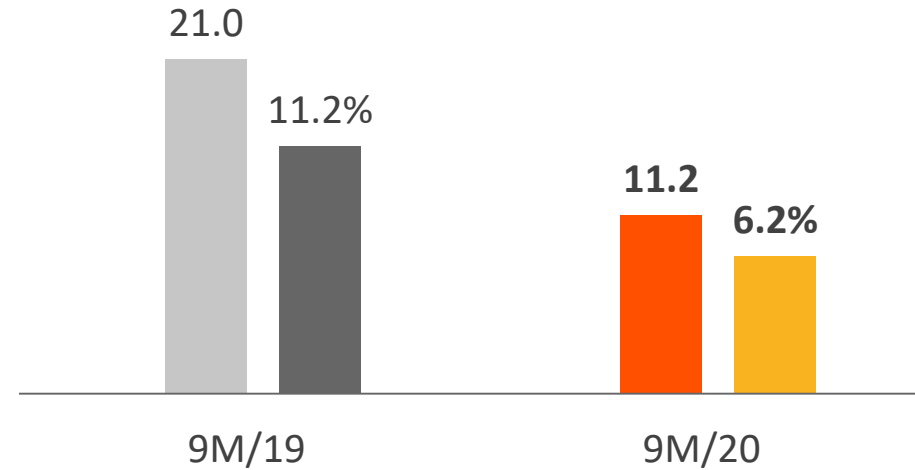
9M 2020: Web-focused Commerce

Sales (in EUR million)



- Sales decrease by 3.6% with positive effects from the acquisition of XXLhoreca (+3.1%) and negative effects from currency fluctuations (-0.1%)
- Organic sales decline of 6.6%
- Newport with low double-digit organic growth, D2G with double-digit organic decline

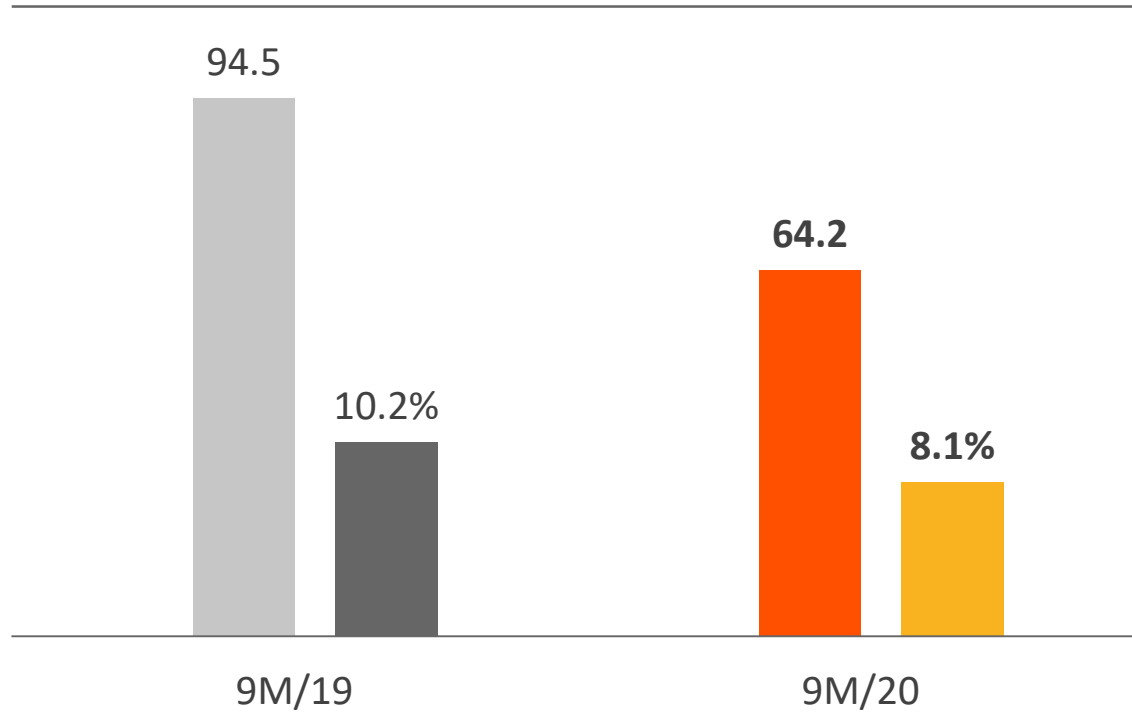
EBITDA (in EUR million) and margin (in %)



- Drop in sales at D2G weighed on earnings
- EBITDA was EUR 11.2 (21.0) million, EBITDA margin at 6.2% (11.2%)

9M 2020: TAKKT cash flow

TAKKT cash flow (in EUR million) and margin (in %)



- TAKKT cash flow negatively impacted by lower business volume

<i>in EUR million</i>	9M/19	9M/20
Profit	59.8	30.6
+ depreciation	+30.1	+29.5
+/- deferred taxes expense/income	+1.9	+0.5
+/- other non-cash expenses/income	+2.8	+8.1
+/- result from non-cur. asset disposal	-0.1	-4.5
TAKKT cash flow	94.5	64.2

<i>in EUR million</i>	9M/19	9M/20
EBITDA	118.1	74.1
- financial result	-6.3	-4.8
- current taxes	-20.0	-8.7
+/- other non-cash expenses/income	+2.8	+8.1
+/- result from non-cur. asset disposal	-0.1	-4.5
TAKKT cash flow	94.5	64.2

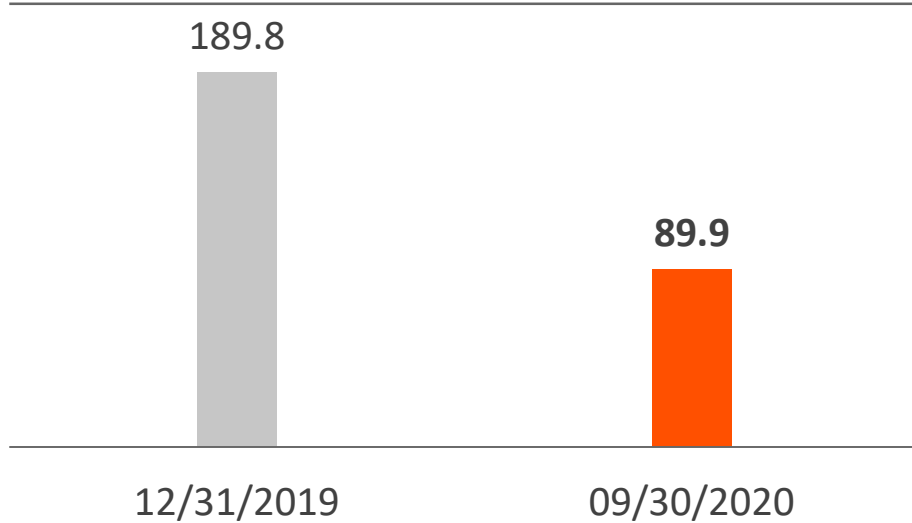
Cash flow generation

<i>in EUR million</i>	9M/19	9M/20
TAKKT cash flow	94.5	64.2
Change in net working capital as well as other adjustments	+10.9	+38.4
Cash flow from operating activities	105.4	102.6
Capital expenditure in non-current assets	-17.8	-9.5
Proceeds from disposal of non-current assets	+0.6	+22.7
Free TAKKT cash flow (for acquisitions, payout to shareholders and loan repayments)	88.2	115.8

- Release of net working capital: Mainly due to significant reduction of receivables
- Active capex management led to much lower capital expenditure
- Cash inflow of EUR 21.9 million from property sale in the US

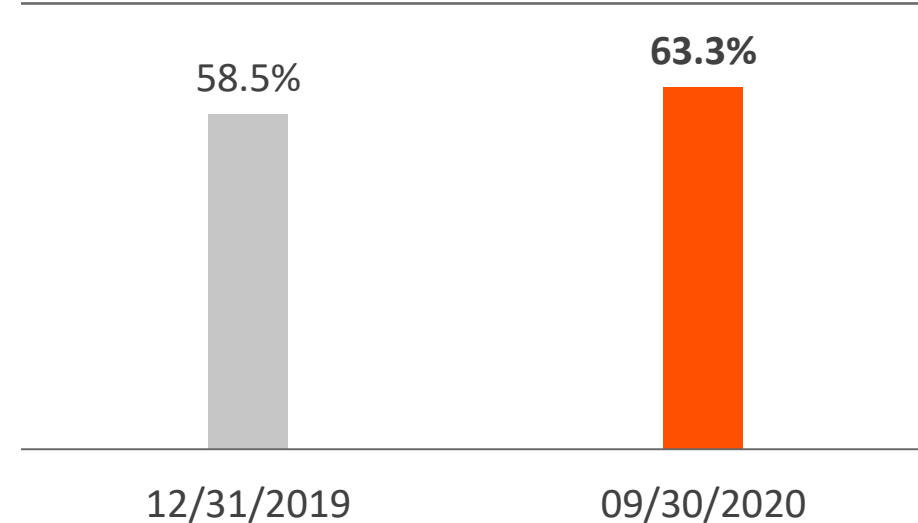
Balance sheet

Net financial liabilities (in EUR million)



- Strong free cash flow of EUR 115.8 million used to repay liabilities
- TAKKT repaid all bank liabilities
- Initial recognition of lease contract from sale-and-lease back in the US adds EUR 13.9 million to liabilities

Equity ratio (in %)



- Profit for the period and decrease in total assets result in an increased equity ratio

Organic sales growth

<i>Organic growth</i>	Q1/19	Q2/19	Q3/19	Q4/19	2019	Q1/20	Q2/20	Q3/20	9M/20
TAKKT Group	+5.0%	-0.7%	-2.3%	-7.1%	-1.4%	-10.1%	-21.2%	-12.2%	-14.4%
Omnichannel Commerce*	+4.5%	-2.4%	-4.2%	-9.5%	-3.0%	-11.6%	-24.3%	-13.7%	-16.4%
Web-focused Commerce*	+7.2%	+6.7%	+5.8%	+4.7%	+6.0%	-3.8%	-9.2%	-6.5%	-6.6%

*New segment structure implemented since January 2020

TAKKT gave a more precise forecast for the full year in October

Environment

- Business development and order behaviour have stabilized in recent months
- At the same time, risks of regional and nation-wide lockdown is increasing due to the rise in Coronavirus infections

Focus for the fourth quarter

- Be prepared to ensure business continuity in case of lockdowns
- Continue with the flexible cost management
- Increasingly focus on developing sources of growth in preparation for the new fiscal year

Forecast for the full year

Sales of around EUR 1.05bn

EBITDA after one-offs between EUR 85m and EUR 95m

Very positive free cash flow

Appendix: Structure of sales development

<i>in %</i>	Q1/20	Q2/20	Q3/20	9M/20
TAKKT Group in EUR	-7.2%	-20.0%	-14.0%	-13.7%
organic	-10.1%	-21.2%	-12.2%	-14.4%
currency	+1.5%	+0.7%	-1.8%	+0.1%
acquisition/divestment	+1.4%	+0.5%	0.0%	+0.6%
Omnichannel Commerce in EUR	-10.2%	-23.4%	-15.4%	-16.3%
organic	-11.6%	-24.3%	-13.7%	-16.4%
currency	+1.4%	+0.9%	-1.7%	+0.1%
acquisition/divestment	-	-	-	-
Web-focused Commerce in EUR	+5.5%	-6.8%	-8.6%	-3.6%
organic	-3.8%	-9.2%	-6.5%	-6.6%
currency	+1.9%	+0.2%	-2.1%	-0.1%
acquisition/divestment	+7.4%	+2.2%	0.0%	+3.1%

TAKKT investor relations

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TAKKT AG is headquartered in Stuttgart, Germany.

Upcoming Events

November

- 12. CM CIC Market Solutions Forum (virtual)
- 16. German Equity Forum (virtual)

Basic data TAKKT share

ISIN / WKN / Ticker	DE0007446007 / 744600 / TTK
No. shares	65,610,331
Type	No-par-value bearer shares
Share capital	EUR 65,610,331
Listing	September 15, 1999
Index	SDAX, prime standard
Designated sponsors	Pareto Securities, Oddo Seydler, Hauck & Aufhäuser

Historic share price development (Xetra)

