

Transforming the organization

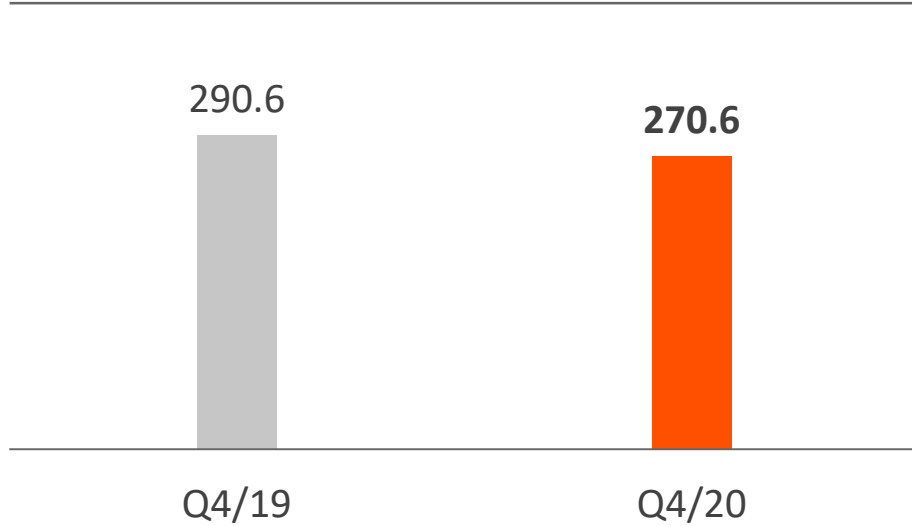


Preliminary results 2020

February 25, 2021

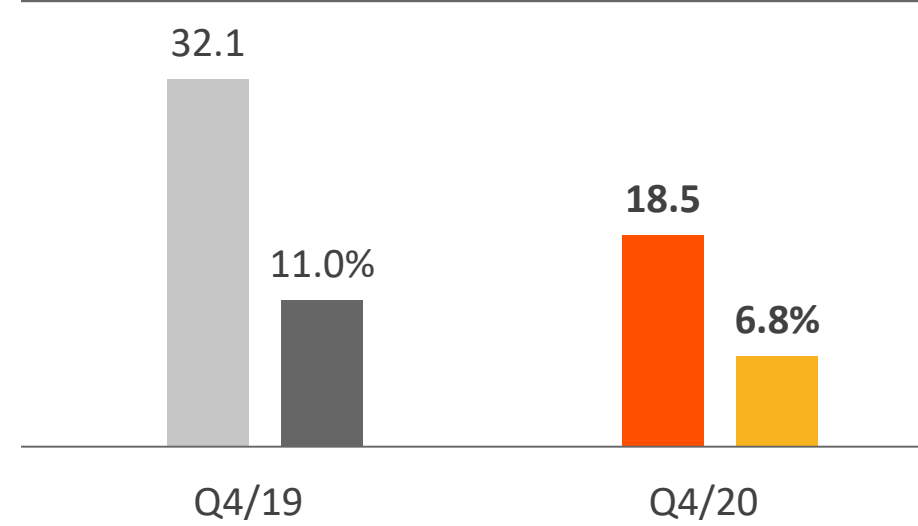
Q4 2020: TAKKT Group

Sales (in EUR million)



- Sales decrease by 6.9% with negative effects from currency fluctuations (-3.3%), primarily from a weaker US-Dollar
- Continued stabilization of business, organic sales at minus 3.6%
- Omnichannel Commerce improved significantly and showed a better development than Web-focused Commerce for the first time in 2020

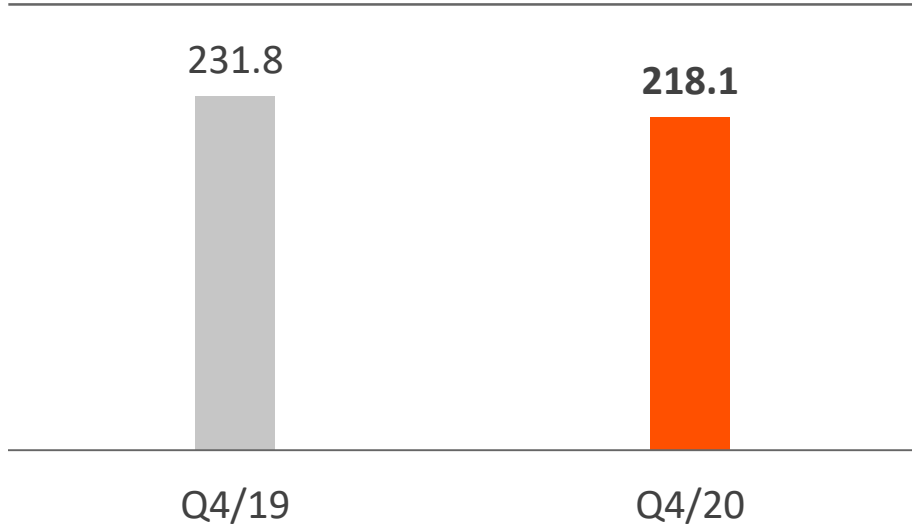
EBITDA (in EUR million) and margin (in %)



- Sales decline with negative impact on earnings
- Marketing and personnel expenses adjusted to the stabilizing demand
- Hardly any net impact from one-time effects in Q4/20 while prior year was negatively impacted by EUR 3.7 million
- EBITDA was EUR 18.5 (32.1) million, EBITDA margin at 6.8% (11.0%)

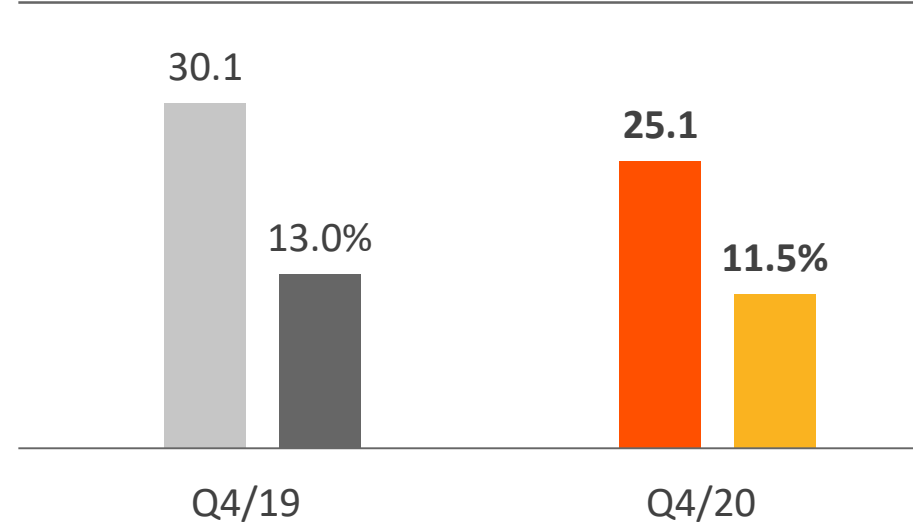
Q4 2020: Omnichannel Commerce

Sales (in EUR million)



- Sales decrease by 5.9%; negative currency effects of 2.8%
- Significant improvement compared to the previous quarter; organic sales development was at minus 3.1%
- ratioform with double-digit growth due to good demand during the lockdown; KAISER+KRAFT with a low single-digit organic decline
- NBF and Central with a mid single-digit organic decline; Hubert with low double-digit organic decline

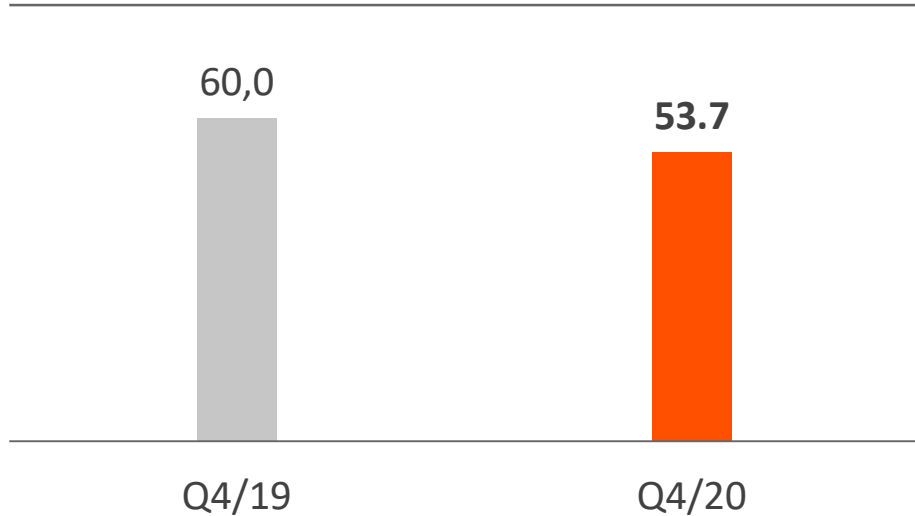
EBITDA (in EUR million) and margin (in %)



- Lower sales level decreased earnings
- No substantial impact from one-time effects in Q4/20, while the segment incurred one-time expenses of EUR 5.7 in Q4/19
- EBITDA was EUR 25.1 (30.1) million, EBITDA margin at 11.5% (13.0%)

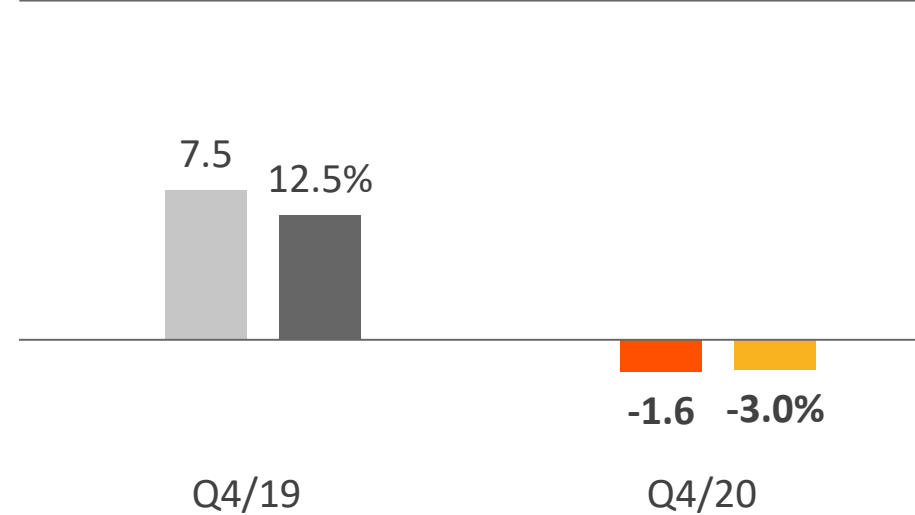
Q4 2020: Web-focused Commerce

Sales (in EUR million)



- Sales decrease by 10.5%; negative currency effects of 4.9%
- Organic sales decline of 5.6% with very different development in the two business units
- Newport continues to show organic growth in the double-digits, D2G with significant double-digit decline due to its event-oriented product range

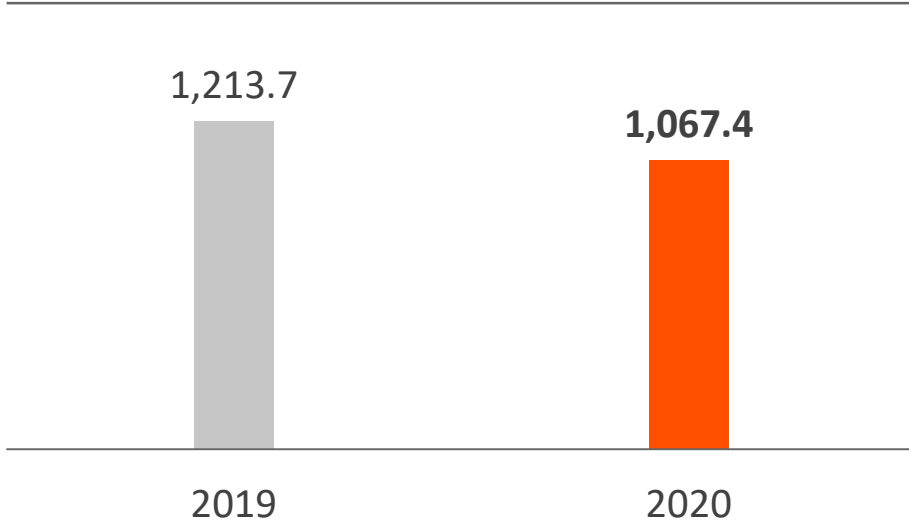
EBITDA (in EUR million) and margin (in %)



- Sales drop at D2G results in slightly negative EBITDA
- One-time gain of EUR 2.8 million in Q4/19
- EBITDA was EUR -1.6 (7.5) million, EBITDA margin at -3.0% (12.5%)

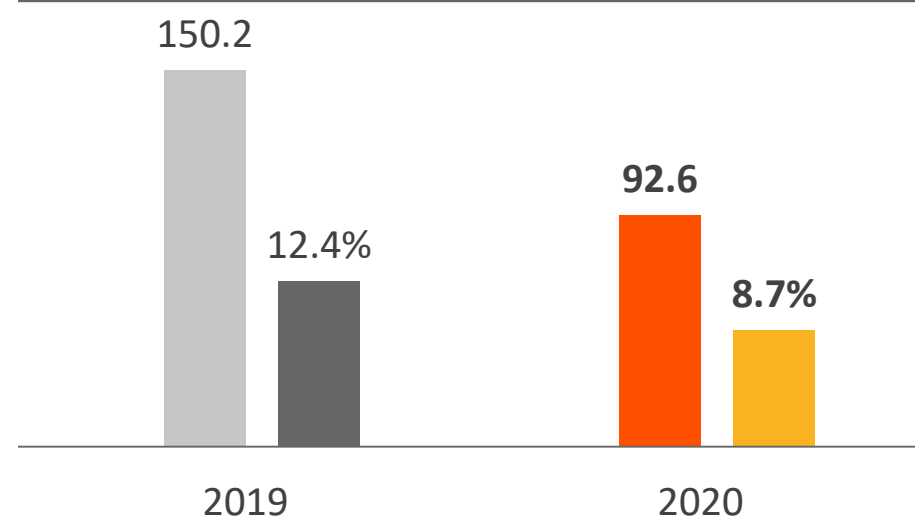
2020: TAKKT Group

Sales (in EUR million)



- Sales decrease by 12.0%; slightly better than expected in October
- Positive acquisition effect (+0.4%) and negative currency effect (-0.6%) mostly cancel each other out
- Organic sales decline of 11.8%
- Very different impacts from the pandemic on the various end markets of the Group's business units

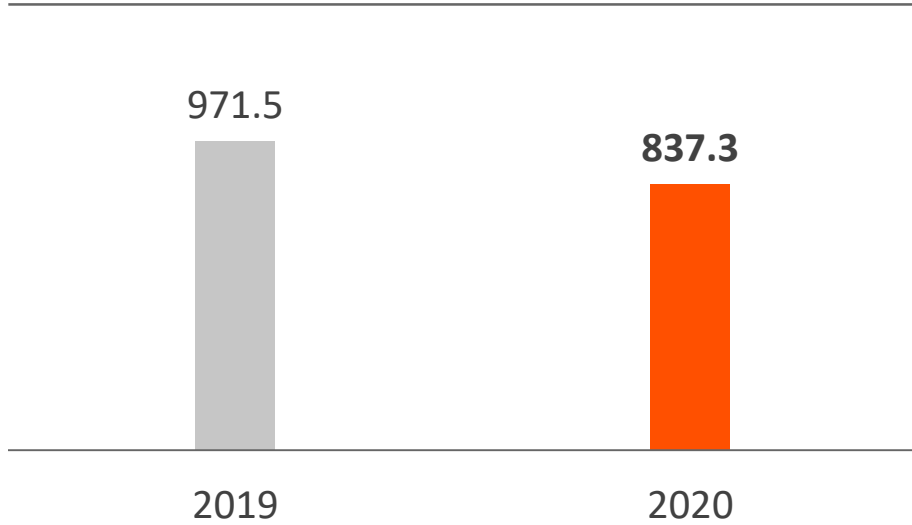
EBITDA (in EUR million) and margin (in %)



- Cost management led to substantial savings in personnel and marketing and other costs
- One-time expenses and gains resulted in a negative effect on earnings of around EUR 8.6 (EUR 8.5) million
- EBITDA was EUR 92.6 (150.2) million, EBITDA margin at 8.7% (12.4%)

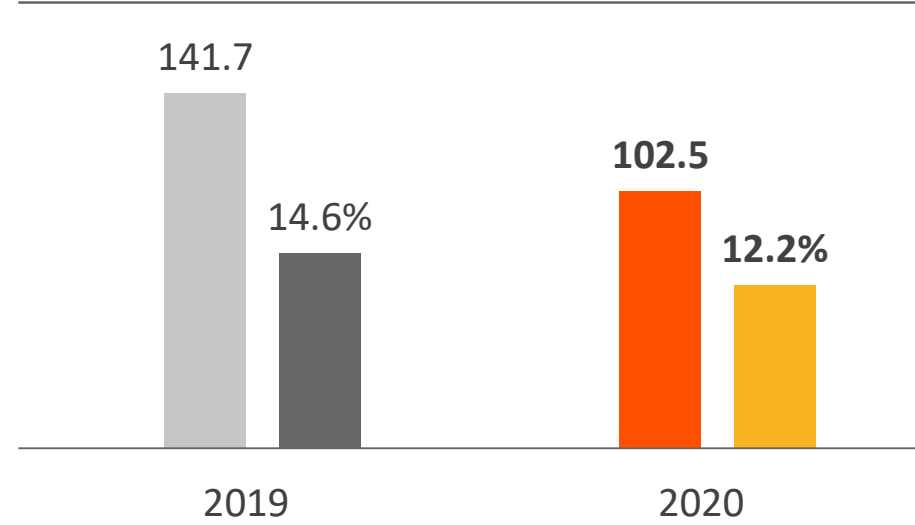
2020: Omnichannel Commerce

Sales (in EUR million)



- Sales decrease by 13.8%; negative currency effects of 0.6%
- Organic sales decline of 13.2% due to the pandemic
- ratioform with a stable organic development; KAISER+KRAFT, NBF, Hubert and Central with double-digit decline

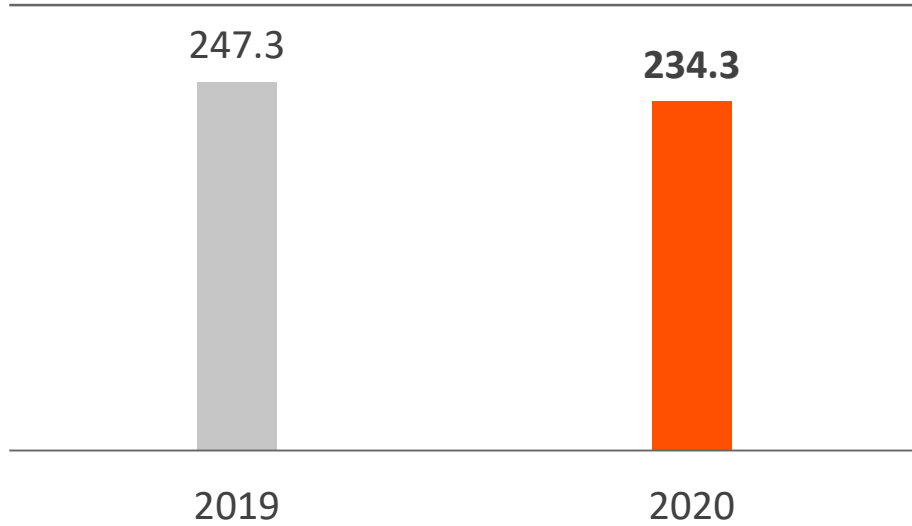
EBITDA (in EUR million) and margin (in %)



- Sales decline with negative impact on earnings
- One-time expenses and gains had a negative net impact of EUR 3.3 (7.3) million
- EBITDA was EUR 102.5 (141.7) million, EBITDA margin at 12.2% (14.6%)

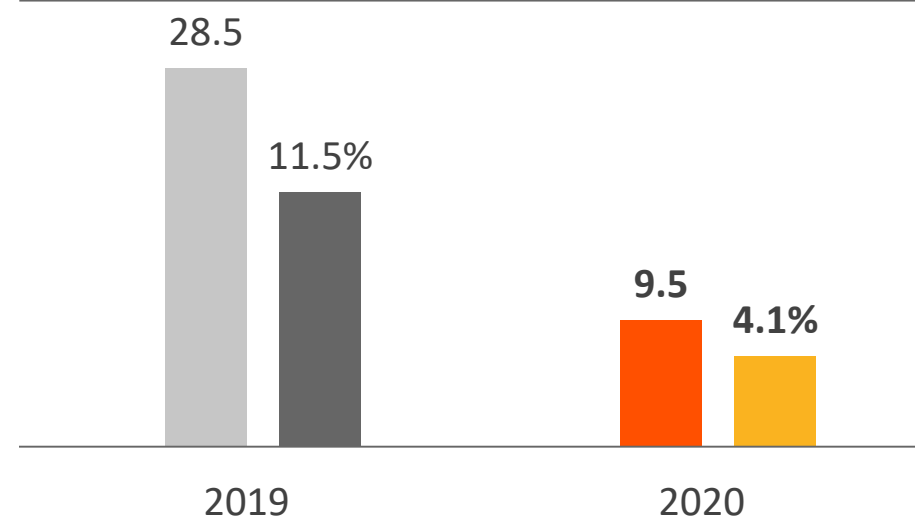
2020: Web-focused Commerce

Sales (in EUR million)



- Sales decrease by 5.3% with positive effects from the acquisition of XXLhoreca (+2.3%) and negative effects from currency fluctuations (-1.3%)
- Organic sales decline of 6.3%
- Newport with low double-digit organic growth, D2G with double-digit organic decline

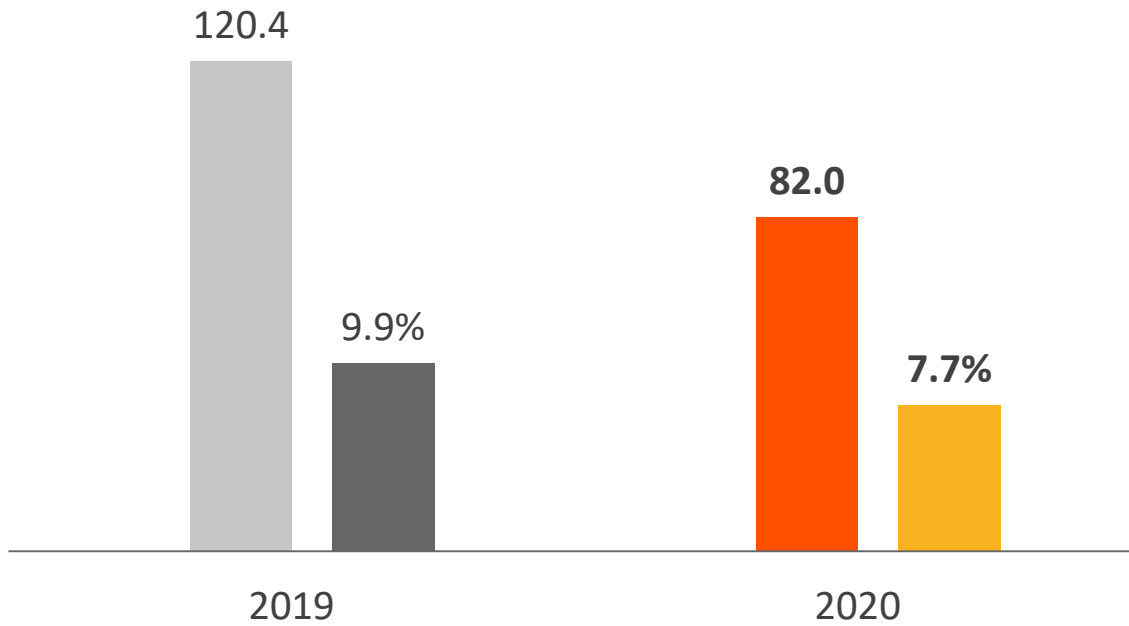
EBITDA (in EUR million) and margin (in %)



- Drop in sales at D2G weighed on earnings
- Positive one-time net impact on earnings of EUR 2.5 million in prior year
- EBITDA was EUR 9.5 (28.5) million, EBITDA margin at 4.1% (11.5%)

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>	2019	2020
Profit	74.7	37.2
+ depreciation	+41.4	+40.2
+/- deferred taxes expense/income	+3.3	-4.5
+/- other non-cash expenses/income	+1.1	+13.5
+/- result from non-cur. asset disposal	-0.1	-4.4
TAKKT cash flow	120.4	82.0

<i>in EUR million</i>	2019	2020
EBITDA	150.2	92.6
- financial result	-8.2	-5.7
- current taxes	-22.6	-14.0
+/- other non-cash expenses/income	+1.1	+13.5
+/- result from non-cur. asset disposal	-0.1	-4.4
TAKKT cash flow	120.4	82.0

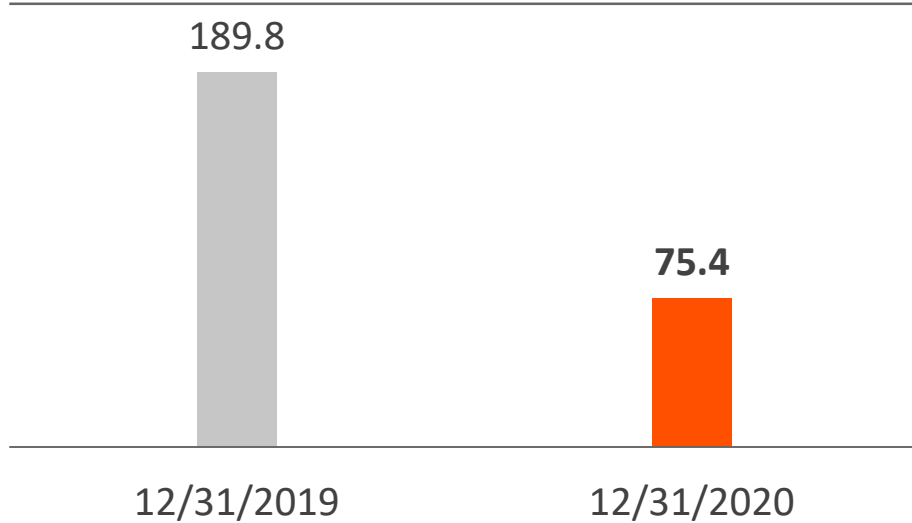
Cash flow generation

<i>in EUR million</i>	2019	2020
TAKKT cash flow	120.4	82.0
Change in net working capital as well as other adjustments	+10.4	+38.5
Cash flow from operating activities	130.8	120.5
Capital expenditure in non-current assets	-24.7	-13.3
Proceeds from disposal of non-current assets	+1.0	+22.6
Free TAKKT cash flow (for acquisitions, payout to shareholders and loan repayments)	107.1	129.8

- Significant release of net working capital mainly due to lower business volume
- Active capex management resulted in lower capital expenditure
- Cash inflow of EUR 21.9 million from property sale in the US
- Best free cash flow in company's history

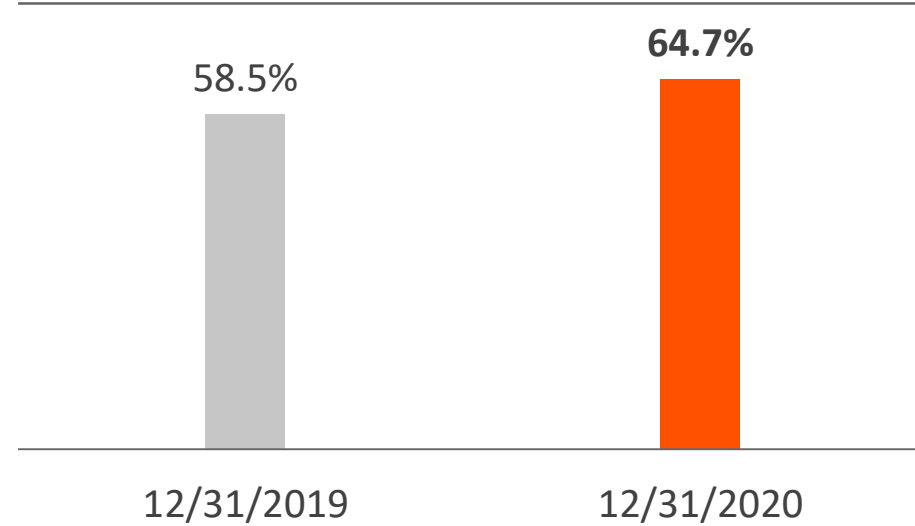
Balance sheet

Net financial liabilities (in EUR million)



- Strong free cash flow 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	Q4/20	2020
TAKKT Group	+5.0%	-0.7%	-2.3%	-7.1%	-1.4%	-10.1%	-21.2%	-12.2%	-3.6%	-11.8%
Omnichannel Commerce*	+4.5%	-2.4%	-4.2%	-9.5%	-3.0%	-11.6%	-24.3%	-13.7%	-3.1%	-13.2%
Web-focused Commerce*	+7.2%	+6.7%	+5.8%	+4.7%	+6.0%	-3.8%	-9.2%	-6.5%	-5.6%	-6.3%

*New segment structure implemented since January 2020

First glance into 2021

- The future course of the pandemic, progress with vaccinations as well as the timing and extent of the easing of restrictions will have a significant impact on the current fiscal year.
- TAKKT anticipates a challenging first quarter. Economic indicators for the current situation recently showed a more negative trend due to extension of the lockdown in many regions. In addition, the previous year's figures had not been affected by the pandemic until mid-March.
- Business performance should improve markedly over the course of the year.
- The Management Board plans to propose a dividend of EUR 1.10 per share in total to the Supervisory Board. The dividend proposal is subject to the condition that the negative effects of the pandemic will not worsen significantly over the coming weeks. This would include a dividend of EUR 0.55 for 2020 as well as another EUR 0.55 to make up for the suspended payment of the base dividend for 2019.
- TAKKT will give further details on the 2020 consolidated financial statements and provide an outlook on 2021 with the publication of the annual report on March 29.

Appendix: Structure of sales development

<i>in %</i>	Q1/20	Q2/20	Q3/20	Q4/20	2020
TAKKT Group in EUR	-7.2%	-20.0%	-14.0%	-6.9%	-12.0%
organic	-10.1%	-21.2%	-12.2%	-3.6%	-11.8%
currency	+1.5%	+0.7%	-1.8%	-3.3%	-0.6%
acquisition/divestment	+1.4%	+0.5%	-	-	+0.4%
Omnichannel Commerce in EUR	-10.2%	-23.4%	-15.4%	-5.9%	-13.8%
organic	-11.6%	-24.3%	-13.7%	-3.1%	-13.2%
currency	+1.4%	+0.9%	-1.7%	-2.8%	-0.6%
acquisition/divestment	-	-	-	-	-
Web-focused Commerce in EUR	+5.5%	-6.8%	-8.6%	-10.5%	-5.3%
organic	-3.8%	-9.2%	-6.5%	-5.6%	-6.3%
currency	+1.9%	+0.2%	-2.1%	+4.9%	-1.3%
acquisition/divestment	+7.4%	+2.2%	-	-	+2.3%

TAKKT investor relations

IR Contact

Michael Loch / Benjamin Bühler / Tim Schmid
Phone: +49 711 3465-8222 / -8223 / -7338
Fax: +49 711 3465-8100
e-mail: investor@takkt.de

www.takkt.com

TAKKT AG is headquartered in Stuttgart, Germany.

Upcoming Events

March

29. Annual report and analysts' conference
30./31. Jefferies Pan-European Mid-Cap Virtual Conference

April

14./15. Virtual Roadshow
29. Earnings call Q1

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)

