



**A strong fourth
quarter 2021
with new orders
up by 13%**



14 February
January–December 2021

glaston
seeing it through®

Content

- Q4/2021 highlights
- Market review
- Financial development
- The EU taxonomy
- Outlook 2022



International Year of Glass 2022

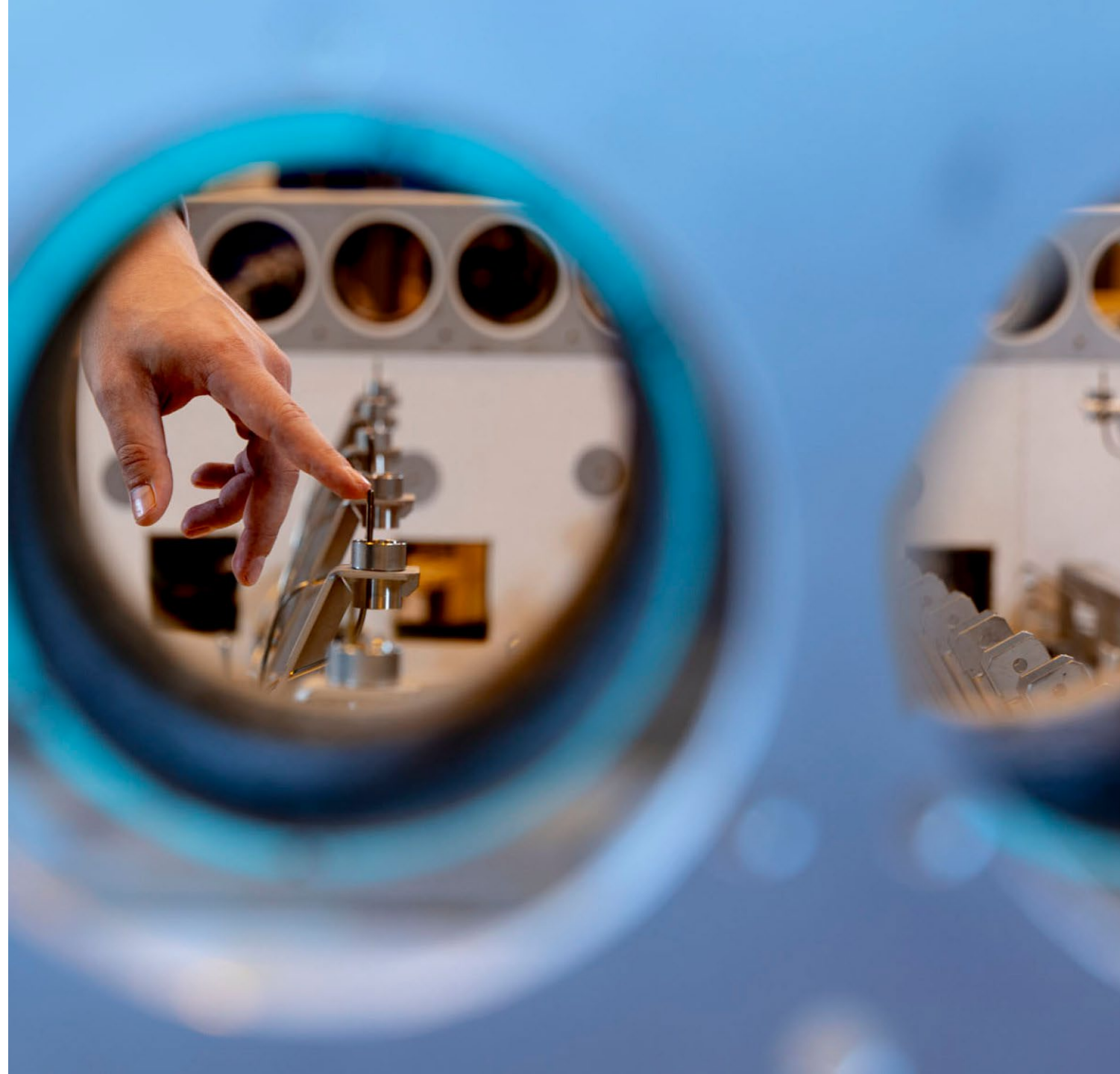


- To acknowledge the essential role glass has and continues to have in society, the General Assembly of the United Nations has designated the year 2022 as the **International Year of Glass** (IYOG 2022)
- As the world faces increasing environmental pressures, advanced glass products are playing a central role in combating climate change
- Glaston develops and sells advanced technology to produce insulating glass units for energy saving in buildings



Q4 / 2021 HIGHLIGHTS

January–December 2021



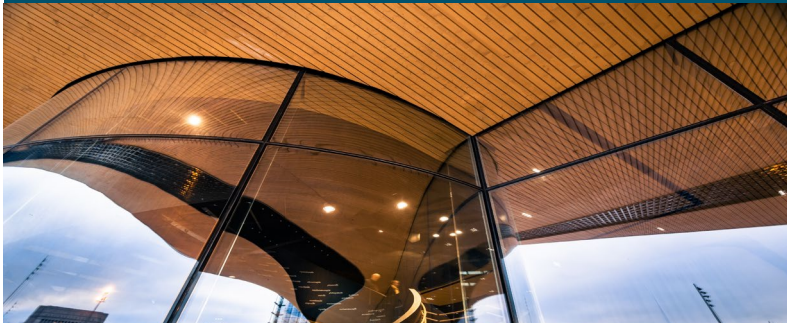
Q4 2021 highlights

- **Order intake** increased by 13% to EUR 59.1 (52.1) million
- **Net sales** for the fourth quarter were EUR 52.6 (38.3) million, up 37%
- **Comparable EBITA** margin improved
 - Q4: EUR 3.5 (2.1) million, i.e. 6.6 (5.4)% of net sales
- **Order backlog** EUR 94.8 (63.9) million
- The Board of Directors proposes a **capital repayment** of EUR 0.03 per share



Architectural market Q4

EMEA



- Increasing market activity, particularly in Europe
- The positive development boosted demand for advanced Heat Treatment and Insulating Glass technologies equipment

Americas



- Driven by the residential glass sector, market recovery in North America continued at a good level
- The increasing market activity boosted demand, especially for the Thermoplastic Spacer (TPS®) technology, as well as for the flat tempering and laminating lines

Asia



- In China, strong market recovery was noted and customers showed increasing interest in large-sized lines and automation
- Elsewhere in the APAC region, activity continued to remain at a lower level mainly due to coronavirus-related restrictions, although signs of increased activity were noted

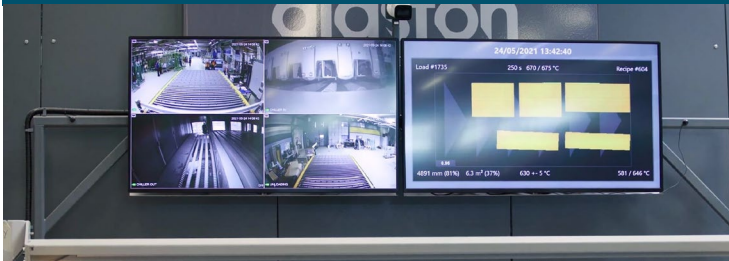
Automotive market in Q4



- Automotive production continued to face difficulties due to component shortages
- The general market sentiment continues to be positive as the development in the automotive end market has a better outlook
- Services activity was affected by the supply chain shortages
- China remained the most active market with many new projects, although North America also remained quite active

Glaston's segments Q4 2021 in brief

Heat Treatment



- Market recovery continued with growing demand for Heat Treatment equipment
- Good activity level in Europe. In North America development continued at a good level and was especially driven by the residential glass sector
- Activity in the APAC region remained at a lower level but signs of activity increased

Insulating Glass



- In the fourth quarter, the Insulating Glass segment's market continued strong
- In Europe, demand was strong and was supported by the successful participation at the Vitrum 2021 exhibition in Milan in October
- In China, a high increase in new orders was noted. The TPS® technology and high-end Insulating Glass lines were in high demand

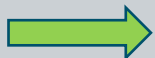



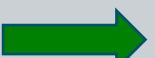

Automotive & Display



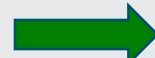

- After a slow start to the year, demand in the Automotive market picked up in the second quarter and the positive development culminated in the fourth quarter
- In order to meet future requirements, customers have identified the need to update their existing equipment. Consequently, increased investment activity for new machines was noted

Strategic targets – performance in 2021

FINANCIAL TARGETS

Performance 2020	Performance 2021		Target
Net sales -17%	Net sales + 7%		 NET SALES Annual average clearly exceeding the addressable equipment market growth
EBITA 4.6%	EBITA 6.1%		 EBITA 10%
ROCE 4.7%	ROCE 6.1%		 ROCE 16%

NON-FINANCIAL TARGETS

Performance 2020	Performance 2021		Target
	Measurement will start in 2022		Net Promoter Score > 40
LTIFR 10.8 (14 lost time accidents)	LTIFR 3.3 (5 lost time accidents)		Lost Time Accidents 0
	Measurement will start in 2022		Employee Engagement > 75
2,777 tons of CO2	2,608 tons of CO2. Emissions down 13%		CO ² Emissions -50%

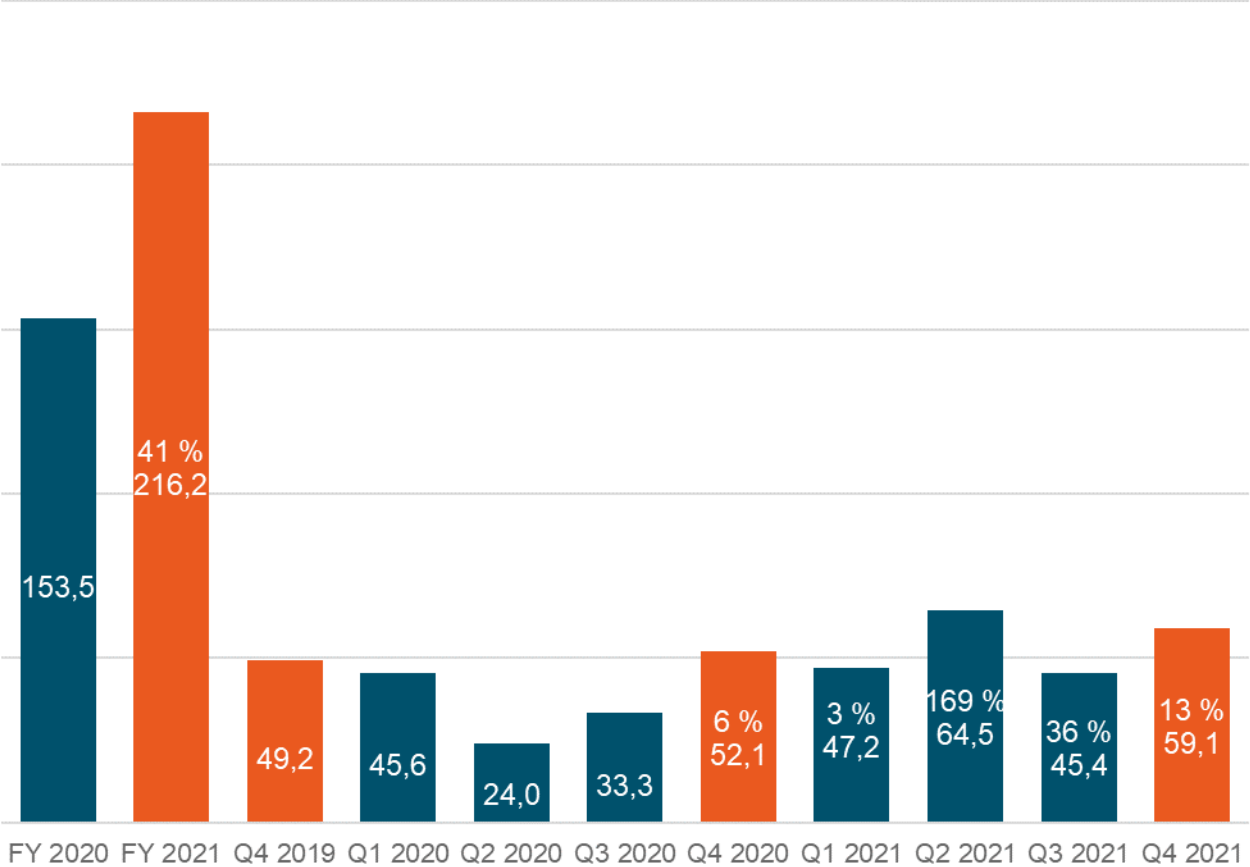
FINANCIAL DEVELOPMENT



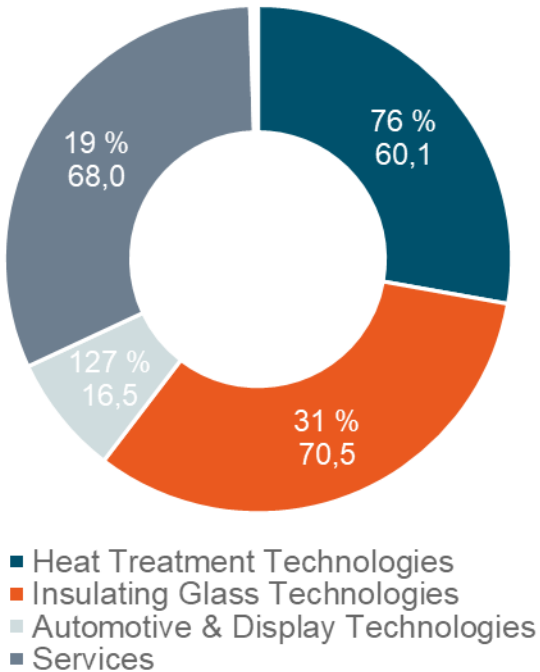
Glaston offering shows strength in a growing market, Q4 orders up 13%



Group orders received, M€ and yoy%



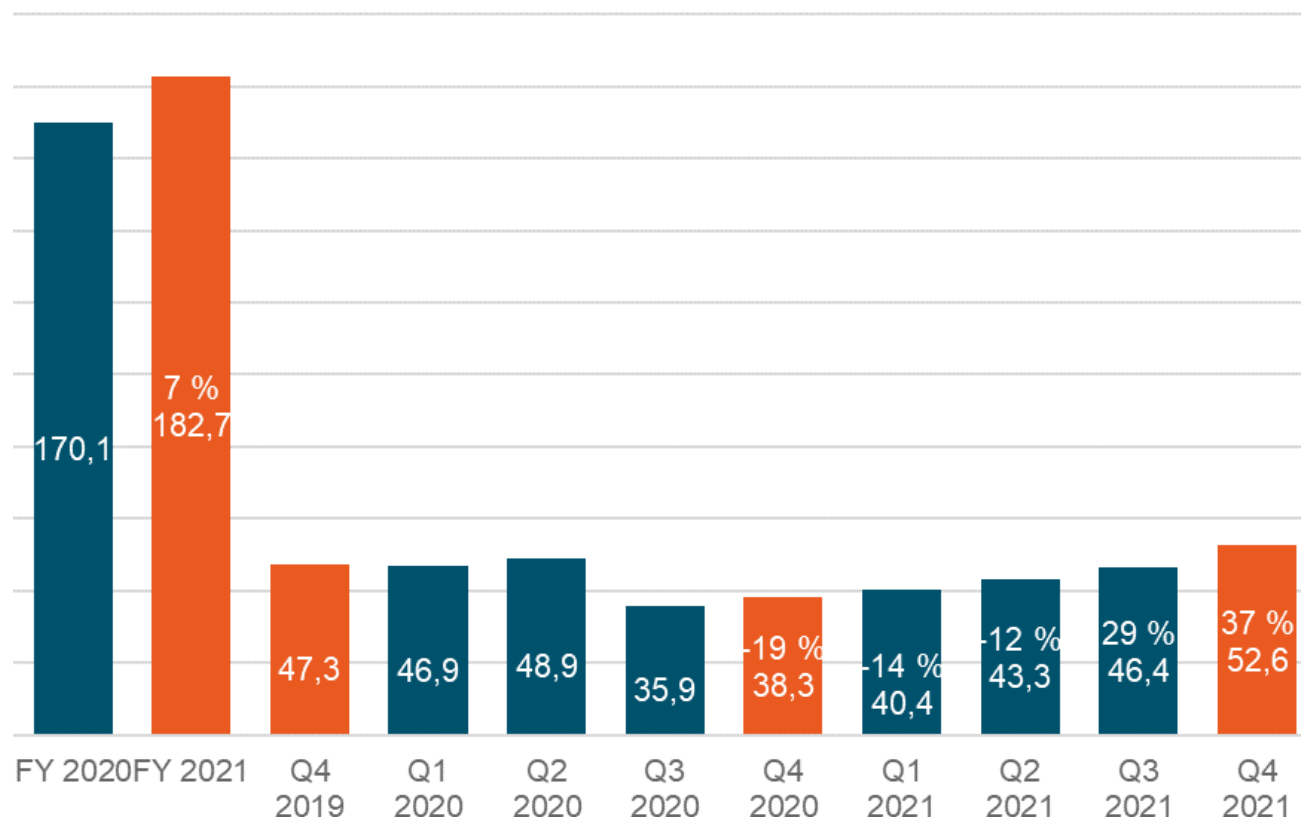
FY 2021 orders received by product area, M€ and yoy%



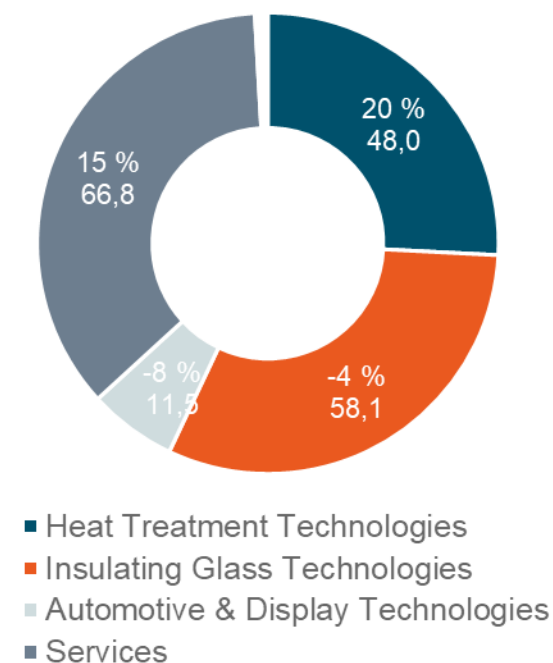
Net sales recovery continued in Q4, full year at 7% growth



Group net sales, M€ and yoy%

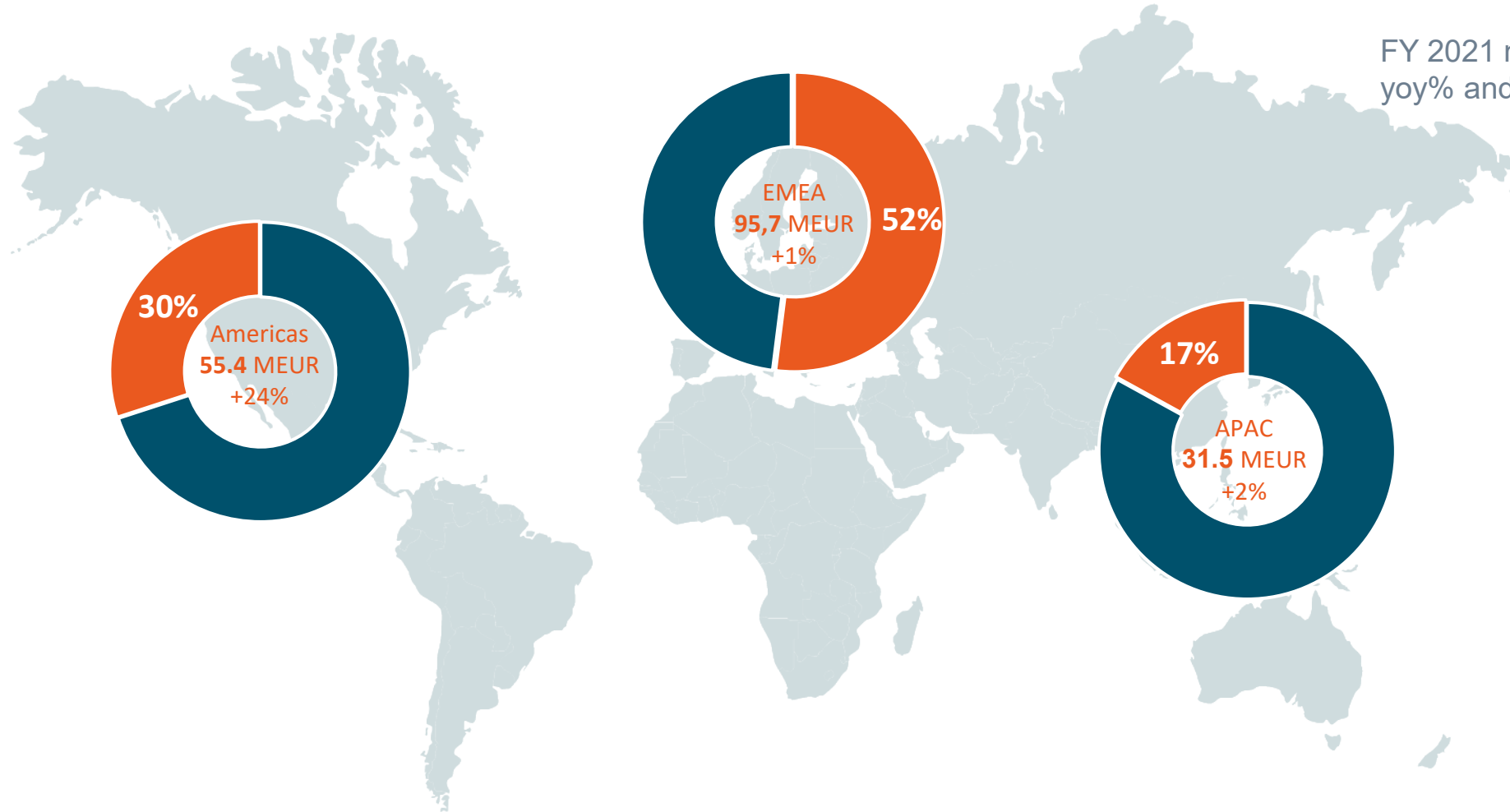


FY 2021 net sales by product area, M€ and yoy%

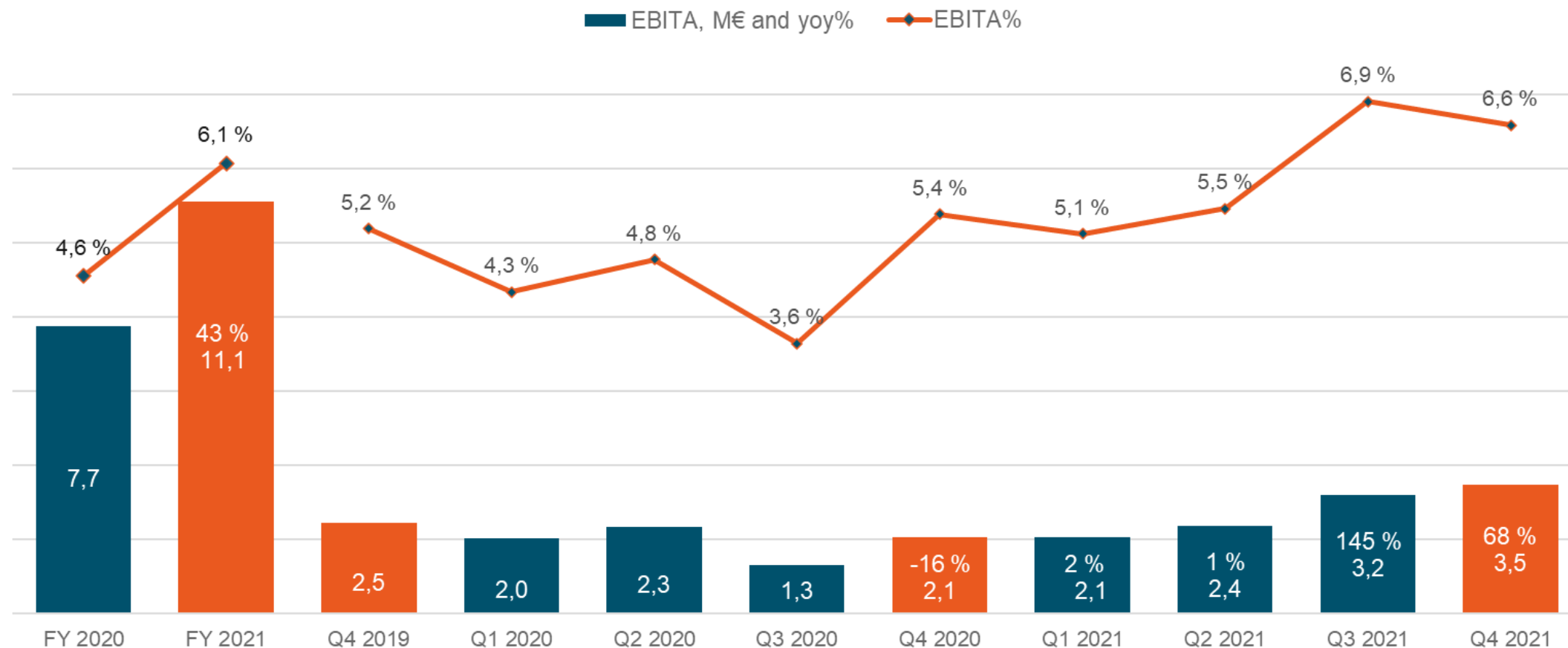


Americas region was the main growth contributor

FY 2021 net sales by region M€, yoy% and share of total



Full-year EBITA margin over 6%



Heat Treatment



Heat Treatment – growing demand



- The positive market trend continued and order intake increased by 14%
- Net sales grew 48% mainly supported by the good order intake since Q4 2020
- Q4 comparable EBITA was down 12%, the share of the higher margin services business declined and there were a few projects with a lower margin
- Full year EBITA and margin improved

MEUR	FY 2021	Chg*	Q4 2021	Chg*
Order intake	89.0	+59%	23.5	+14%
Order backlog	45.6	+45%		
Net sales	74.7	21%	22.1	+48%
Comparable EBITA	3.4	+69%	0.7	-12%
Comparable EBITA%	4.5%	3.2%	3.2%	5.4%

*Yoy% change and for EBITA% comparison figure same period previous year

Insulating Glass



Insulating Glass - very strong end for the year



- The Insulating Glass segment's market continued strong and orders received grew by 13%
- Due to a consistently good level of order intake during the year, Q4 net sales increased by 28%
- Full-year net sales grew operationally, reported net sales flat compared to 2020. IFRS transition boosted comparison period
- Q4 EBITA margin exceeded 10%, strong volume development boosted profitability

MEUR	FY 2021	Chg*	Q4 2021	Chg*
Order intake	95.0	+25%	25.1	+13%
Order backlog	38.5	+48%		
Net sales	81.6	-0%	23.1	+28%
Comparable EBITA	6.5	-10%	2.4	+47%
Comparable EBITA%	8.0%	8.9%	10.5%	9.2%

*Yoy% change and for EBITA% comparison figure same period previous year

Automotive & Display



Automotive & Display – major turnaround in 2021

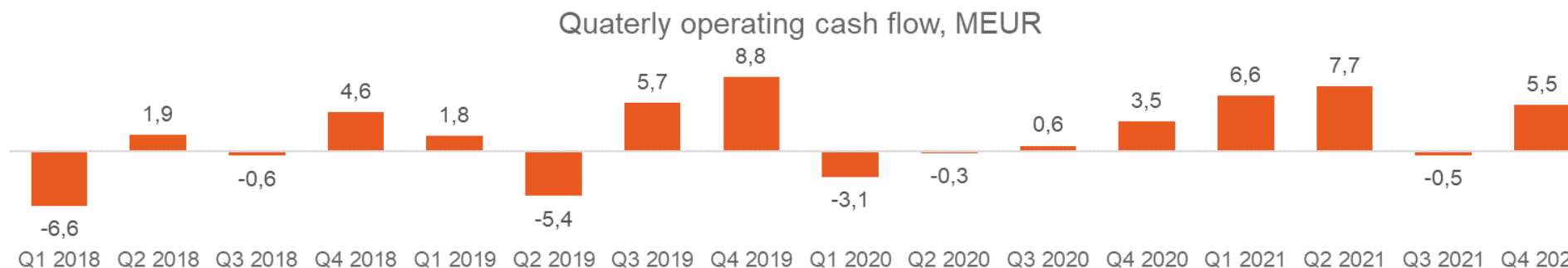
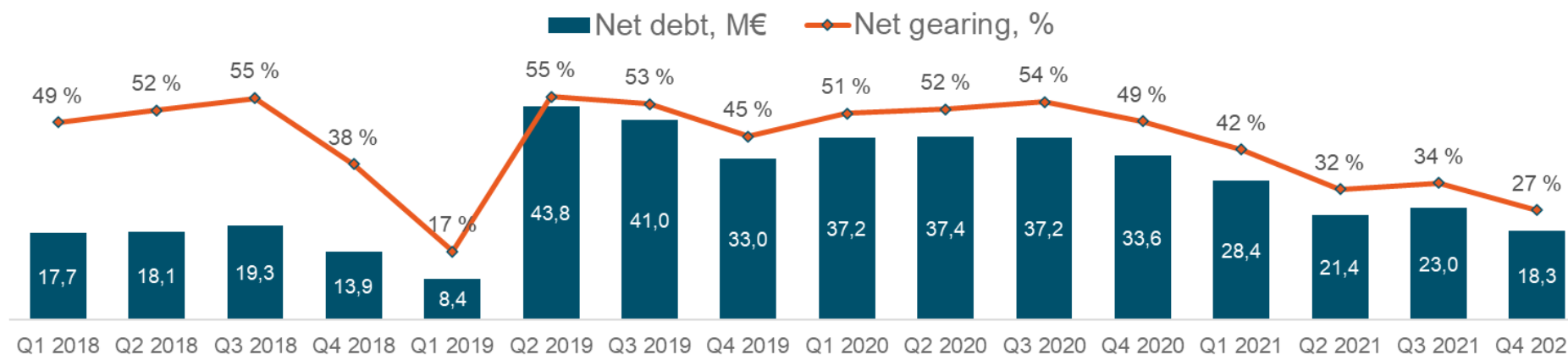


- Increased investment activity for new machines, order intake up by 14%
- Net sales improved due to higher order intake, but was somewhat affected by component shortages
- Full-year net sales growth was dampened by the IFRS transition impacts in the comparison period
- Improved profitability and major turnaround from 2020 with higher share of services and more beneficial regional mix

MEUR	FY 2021	Chg*	Q4 2021	Chg*
Order intake	31.2	+54%	10.0	+14%
Order backlog	10.7	+65%		
Net sales	25.6	+4%	7.3	+48%
Comparable EBITA	1.2	>pos	0.4	>pos
Comparable EBITA%	4.7%	-6.6%	5.2%	-10.4%

*Yoy% change and for EBITA% comparison figure same period previous year

Growing order intake supporting cash flow and gearing





14 February 2022

January–December 2021

Taxonomy

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The EU Taxonomy

- Insulating Glass technologies and related services, as well as all equipment and services to solar energy technology providers, are considered enabling activities that substantially contribute to climate change mitigation
- The manufacture of energy efficiency equipment for buildings, Section 3.5 of Annex 1*), identifies the manufacturing of high-performance windows and their key components as an economic activity that significantly contributes to climate change mitigation. These economic activities are covered by NACE codes C16.23 and C25.12
- Glaston's development of heat treatment equipment for processing glass for photovoltaic modules is regarded as an enabling activity as it is a key component for manufacturing renewable energy technologies (NACE C28.99).
- Consultations regarding the production technologies and processes for photovoltaic glass are regarded as a development of the processes and technologies dedicated to reducing GHG emissions (NACE M71.1.2)

Taxonomy-eligible/non-eligible economic activities

Turnover

Taxonomy-eligible activities, %	44%
Taxonomy-non eligible activities, %	56%

CapEx

Taxonomy-eligible activities, %	12%
Taxonomy-non eligible activities, %	88%

OpEx

Taxonomy-eligible activities, %	0%
Taxonomy-non eligible activities, %	100%

14 February 2022

OUTLOOK 2022

January-December 2021



Glaston's outlook for 2022



- In 2021, Glaston's markets saw a continued recovery and strong growth. We expect positive development to continue in 2022 with good progress for both machines and services business. At the start of 2022, our order backlog was 48% higher than the previous year providing a strong starting point for 2022 and supporting Glaston's net sales and profitability development.
- In 2022, Glaston will focus on the execution of its strategy which will incur costs and capital expenditure ahead of the effect on revenue growth. As the COVID-19 pandemic continues and supply chain disturbances have become a longer-term challenge, a higher than normal uncertainty is related to the development of economic activity and customers' investments.
- Glaston Corporation estimates that its net sales and comparable EBITA will improve in 2022 from the levels reported for 2021. In 2021, Group net sales totaled EUR 182.7 million and comparable EBITA was EUR 11.1 million.

QUESTIONS



Financial reports in 2022

Interim report January-March 2022

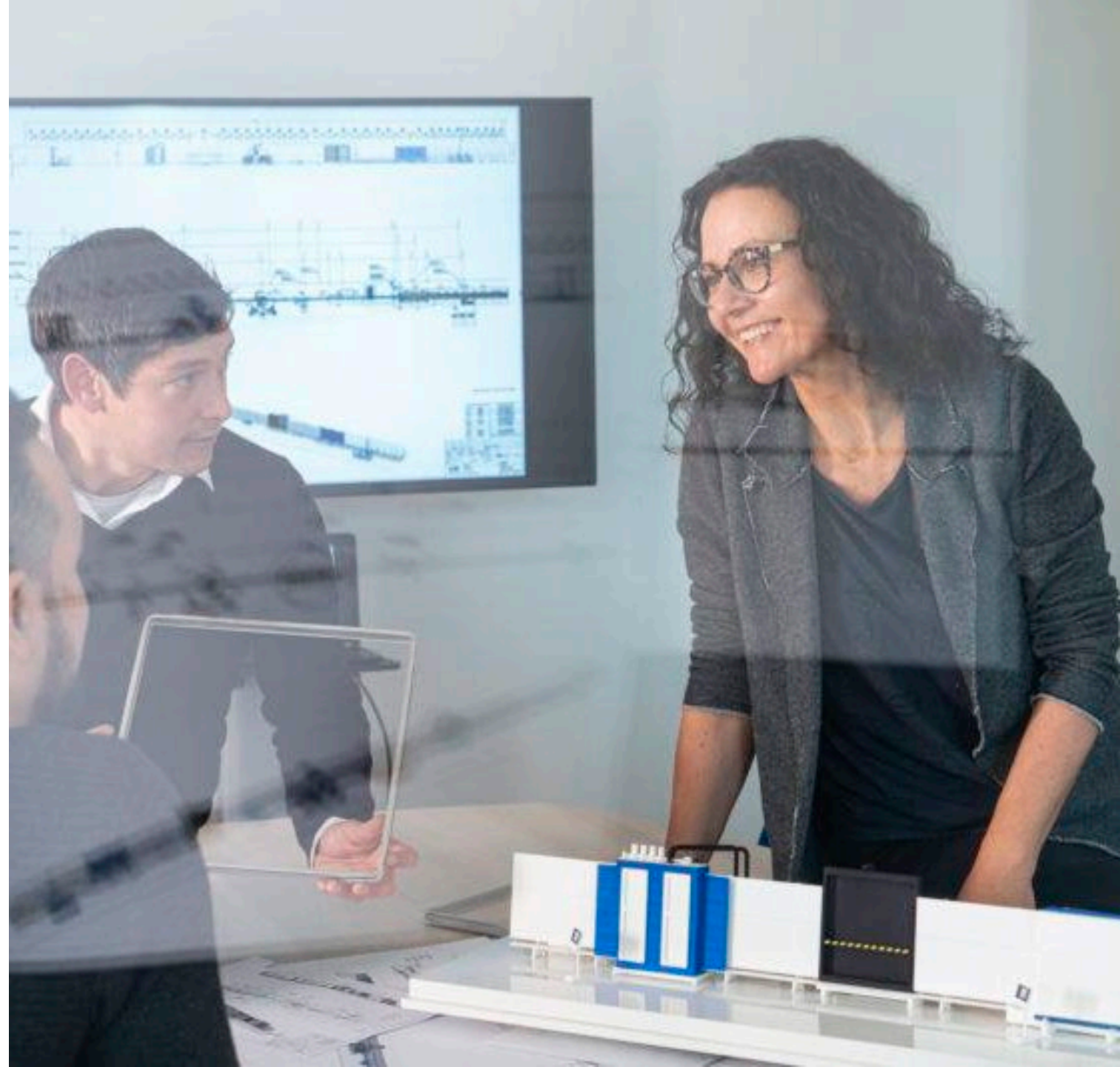
27 April 2022

Half year financial report January-June 2022

4 August 2022

Interim report January-September 2022

27 October 2022



This interim report provides future prospects involving risk and uncertainty factors, and other factors as a result of which the performance, operation, or achievements of Glaston may substantially deviate from the estimates.

Forward-looking statements relating to future prospects are subject to risks, uncertainties and assumptions, the implementation of which depends on the future business environment and other circumstances, such as the development of the COVID-19 pandemic.



> www.glaston.net

Thank you!

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