



OFFICIAL SPONSOR

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**Glaston Q3 2022:
Record high
order intake at
EUR 86.2 million**

glaston
seeing it through®

Content

- Q3/2022 highlights
- Financial development
- Outlook 2022



Q3/2022 HIGHLIGHTS



Q3 2022 highlights

- **Order intake** was EUR 86.2 (45.4) million, up 90%
- **Net sales** were EUR 47.9 (46.4) million, up 3%
 - For **Services business**, 8% net sales growth
- **Comparable EBITA** down 23%
 - Q3: EUR 2.5 (3.2) million, i.e. 5.1 (6.9)% of net sales
- **Order backlog at** EUR 142.3 (86.1) million



Q3 2022 highlights

- A strategically important order at EUR 31 million for multiple insulating glass lines, MULTI'ARRISSERS and machines for spacer frame production
- Strong entry into the Automotive market in China by securing orders for the standard CHAMP EVO pre-processing lines
- The first win for Glaston's new tailor-made concept for the solar industry. Deal for five flat tempering lines for solar panel tempering signed



Architectural market Q3

EMEA

- EMEA, and Europe in particular, remained the strongest market for Insulating Glass
- For Heat Treatment, demand continued at a good level
- Services' business environment continued to be mixed: demand for daily services was strong whereas upgrade demand was weaker

Americas

- Good demand for Heat Treatment equipment continued
- For Insulating Glass, demand was subdued
- For Services, demand for daily services was very strong, while demand for upgrades slowed down

APAC

- In China, the architectural market slowed down. Demand for high-end Insulating Glass machines was on a reasonable level
 - Elsewhere in the APAC region, the markets for new machines were slow. In Services, activity was at a very high level, as countries opened up for travel
- A first win for Glaston's new tailor-made concept for the **solar** industry with the CHF Solar lines to Malaysia

Automotive market Q3

EMEA

- In Europe, the market was still very slow as the automotive glass business consolidates but some early signs of slightly improving markets were visible

Americas

- In North America, the market continued to be good for special products such as recreational and heavy vehicles
- Cautious signs of market recovery in South America

APAC

- Market activity in China continued at a good level and was supported by Glaston's decision to establish the production of standard pre-processing automotive lines in Tianjin

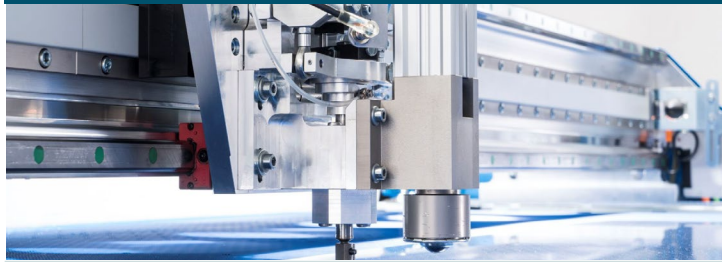
Glaston's segments Q3 2022 in brief

Heat Treatment



- Driven by the good development in the architectural business, market activity and demand remained at a good level
- Strong demand for flat tempering and laminating lines
- Weak quarter for HT upgrades

Insulating Glass



- The markets remained strong, with an excellent pick-up in order intake with order intake from EMEA in the lead
- The high-speed TPS® insulating glass solution continued to see strong demand
- Solid growth for IG upgrades

Automotive & Display



- After a slow start to the quarter, market activity steadily picked up
- Significant orders received in China for the locally manufactured pre-processing CHAMP EVO line. Other orders received from South America and Europe

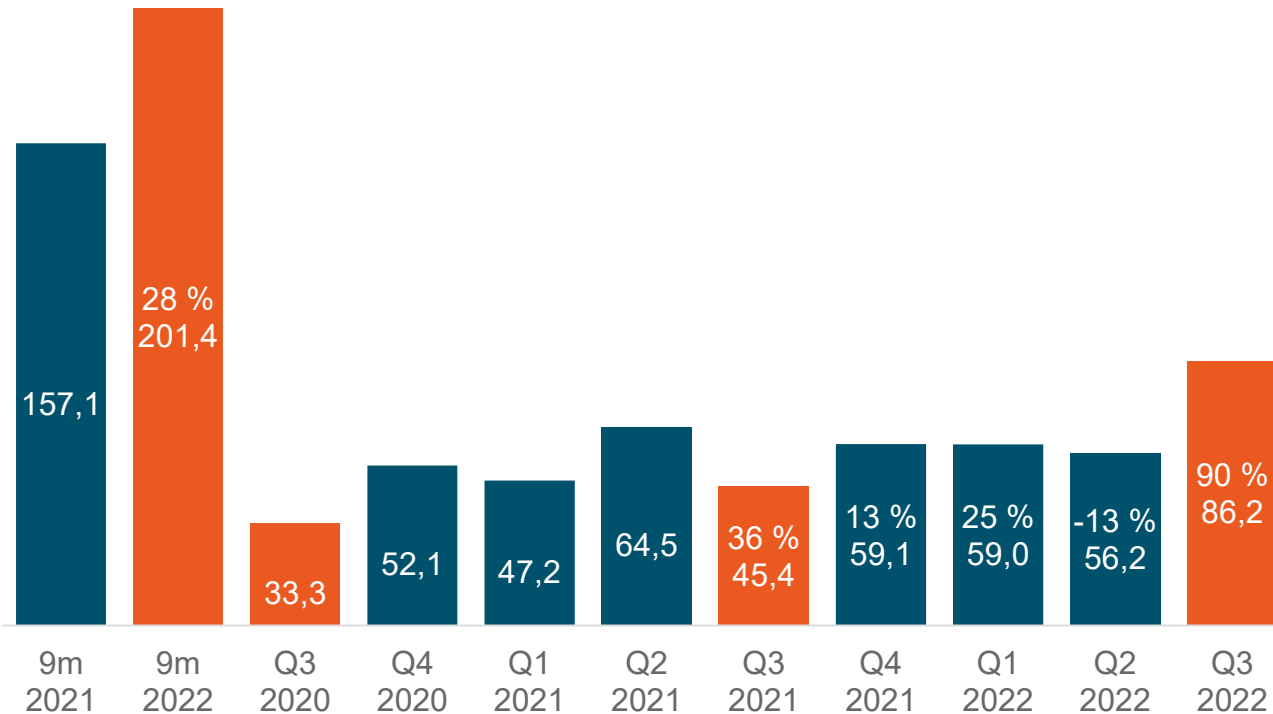
FINANCIAL DEVELOPMENT



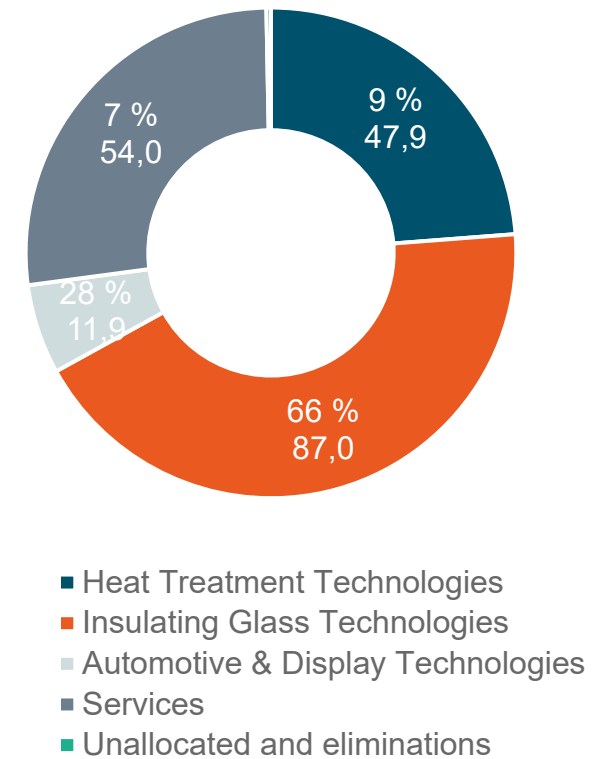
Order intake hits a new record with a wide margin



Group orders received, MEUR and yoy%

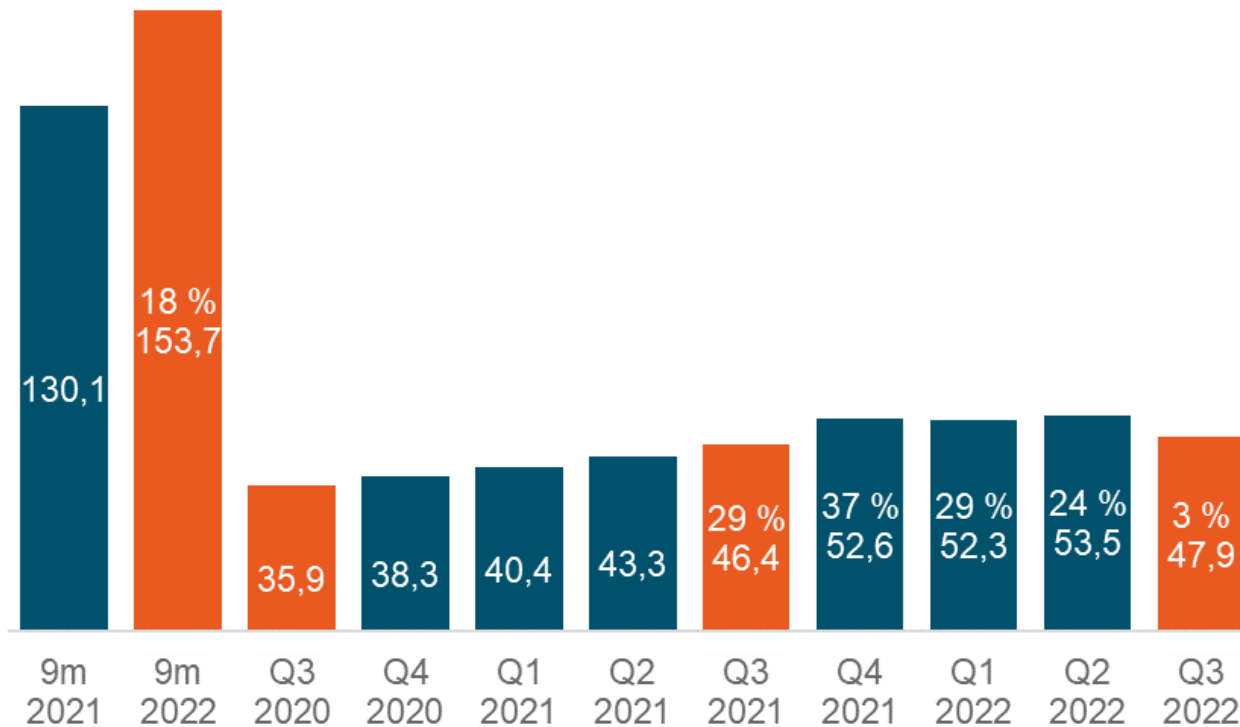


9m 2022 orders received by product area, MEUR and yoy%

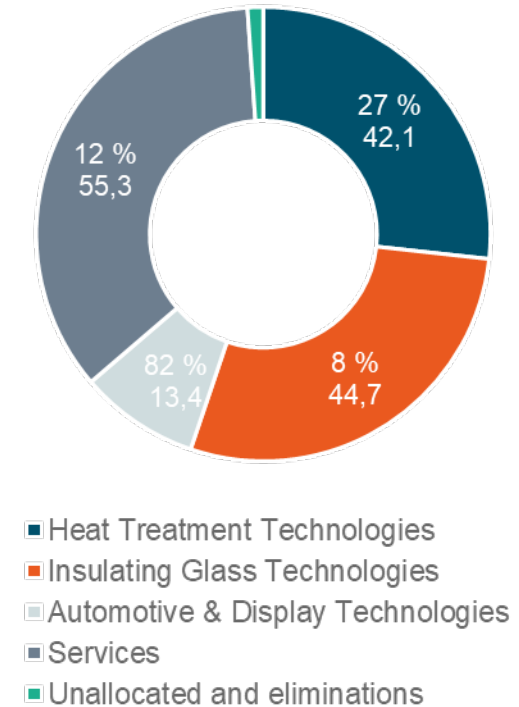


Slowdown in net sales growth for Q3

Group net sales, M€ and yoy%



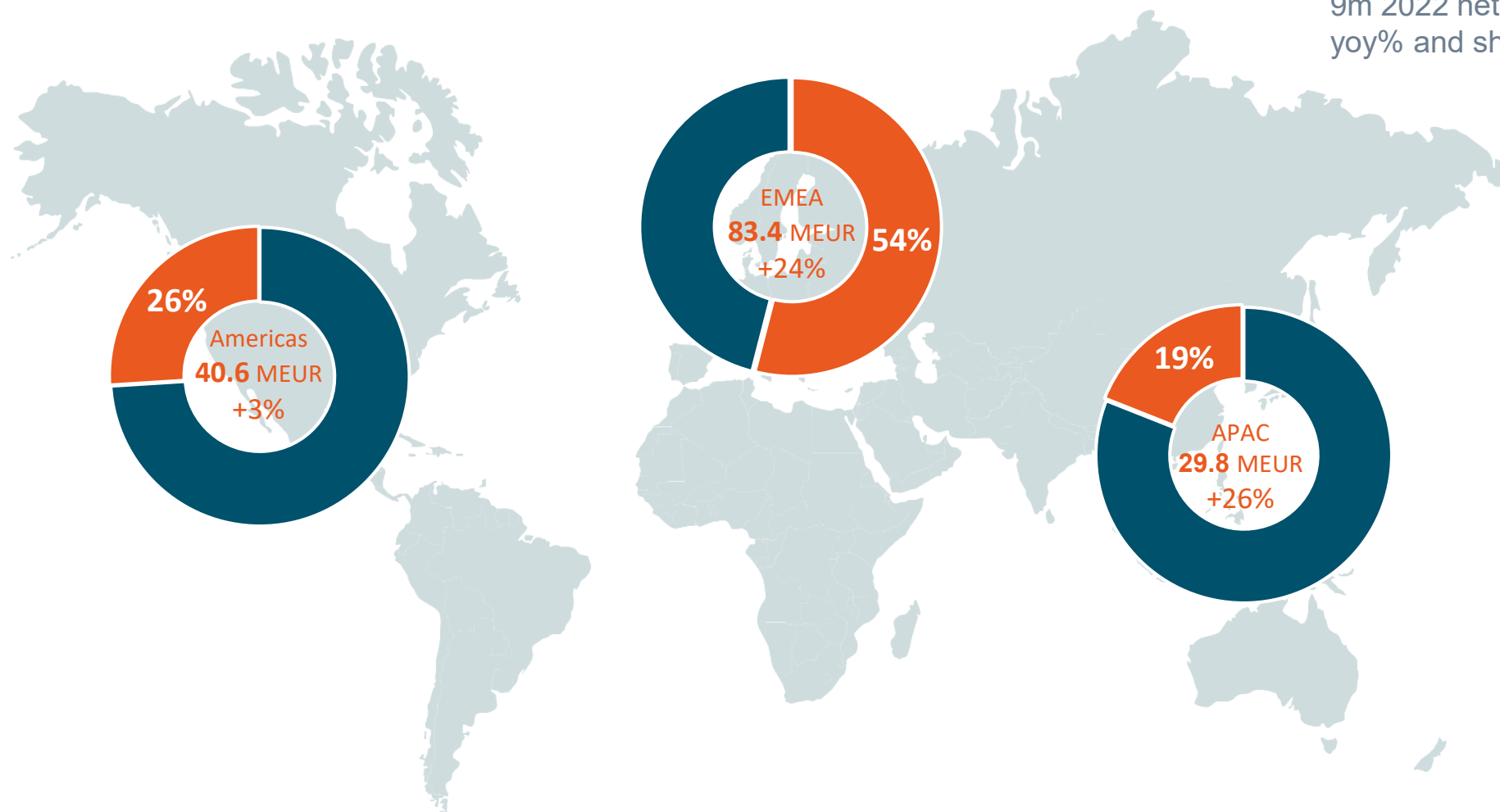
9m 2022 net sales by product area, M€ and yoy%



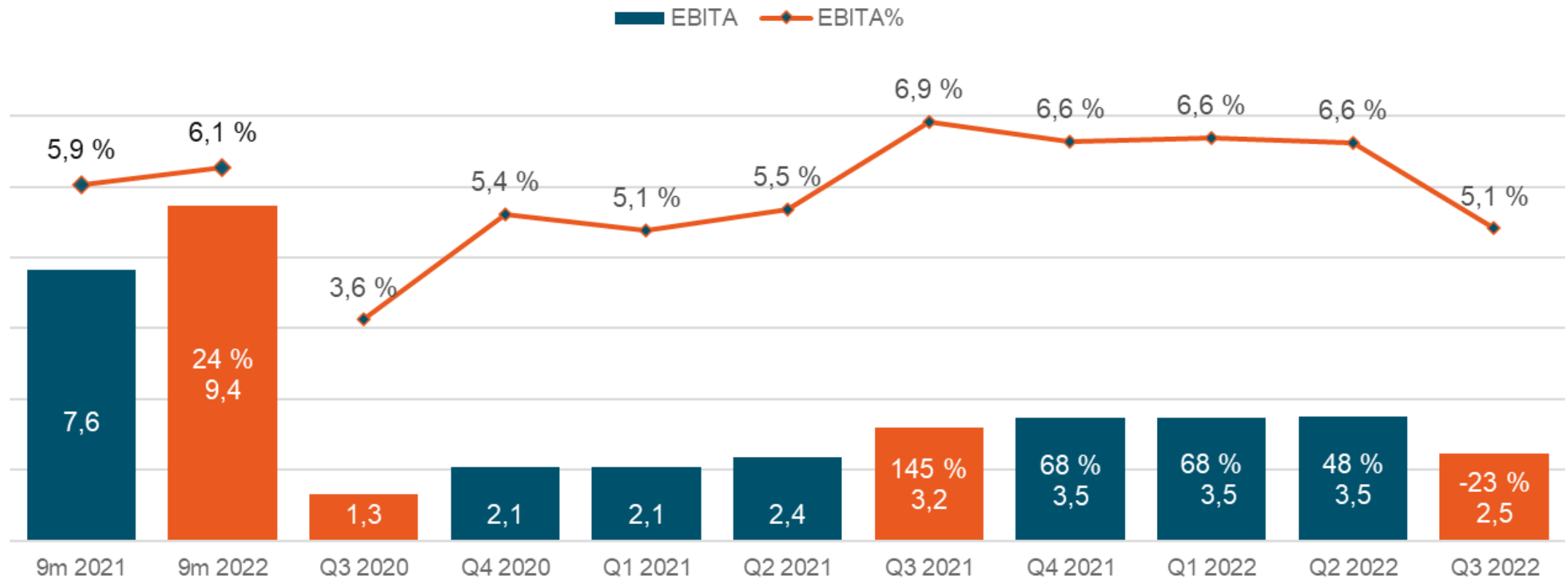
EMEA driving Group net sales growth



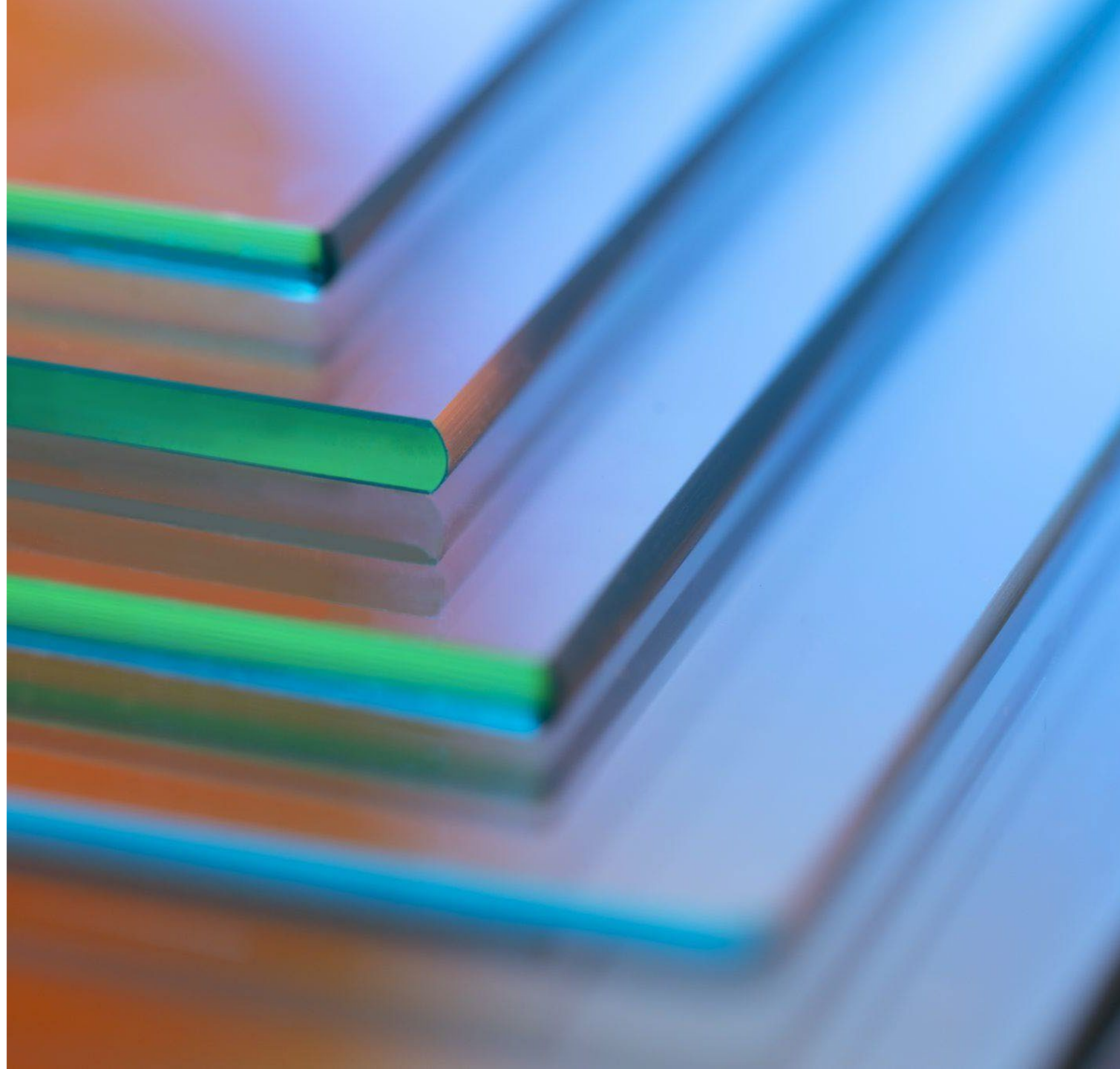
9m 2022 net sales by region MEUR, yoy% and share of total



Net sales growth not sufficient to cover increased cost base, EBITA and EBITA% lower



Heat Treatment



Heat Treatment – Net sales dip impacting profitability



- Market continued strong - order intake up 30%
- Net sales down 15% due to component situation, an exceptionally high comparison period and capacity constraints
- Lower volume and higher fixed costs lead to profitability decline
 - Marketing, travel & external services
 - Positive margin development, higher share of services and increase in other operating income softened the decline

MEUR	1-9 2022	Vs 1-9 2021*	Q3 2022	Vs Q3 2021*
Order intake	69.7	6.5%	23.8	30.1%
Order backlog	52.0	25.3%		
Net sales	63.2	20.5%	17.9	-14.8%
Comparable EBITA	4.1	53.3%	0.8	-57.3%
Comparable EBITA%	6.5%	5.1%	4.2%	8.4%

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

Insulating Glass



Insulating Glass – Super orders, profitability under pressure



- Very strong demand continued – high growth in orders and further boost by the 31M€ record-high order in Europe
- Net sales up 14%, component shortages and lock-downs in China slowed-down growth
- EBITA and EBITA margin declined
 - Some margin pressure from the supply chain difficulties, causing higher costs and inefficiencies
 - Operation geared for higher net sales levels and thus fixed cost increase (personnel, marketing, external services)

MEUR	1-9 2022	Vs 1-9 2021*	Q3 2022	Vs Q3 2021*
Order intake	107.2	53.5%	55.0	185.0%
Order backlog	81.1	116.8%		
Net sales	64.4	10.1%	21.8	14.3%
Comparable EBITA	4.2	2.9%	0.9	-34.3%
Comparable EBITA%	6.5%	7.0%	4.2%	7.4%

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

Automotive & Display



Automotive & Display – From break-even to over 9% EBITA margin

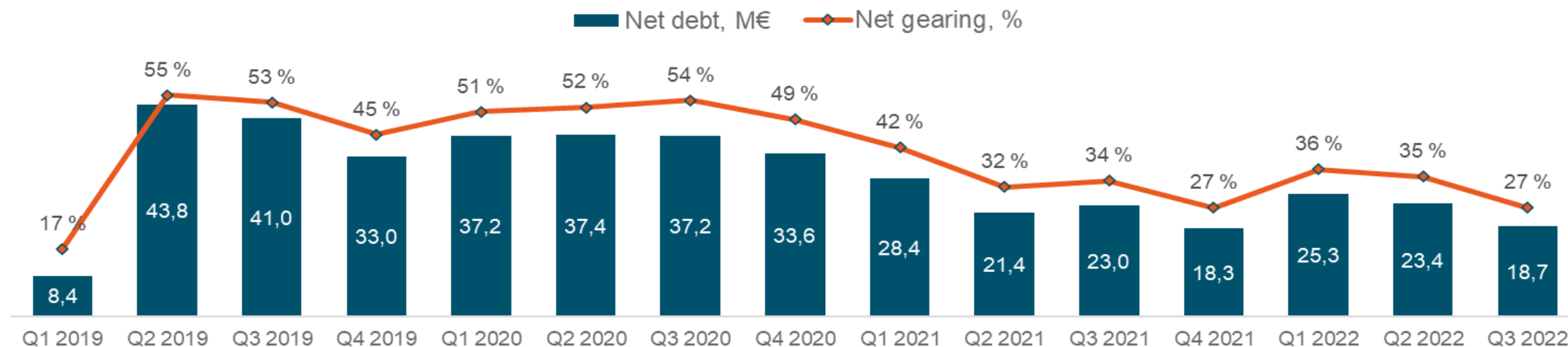
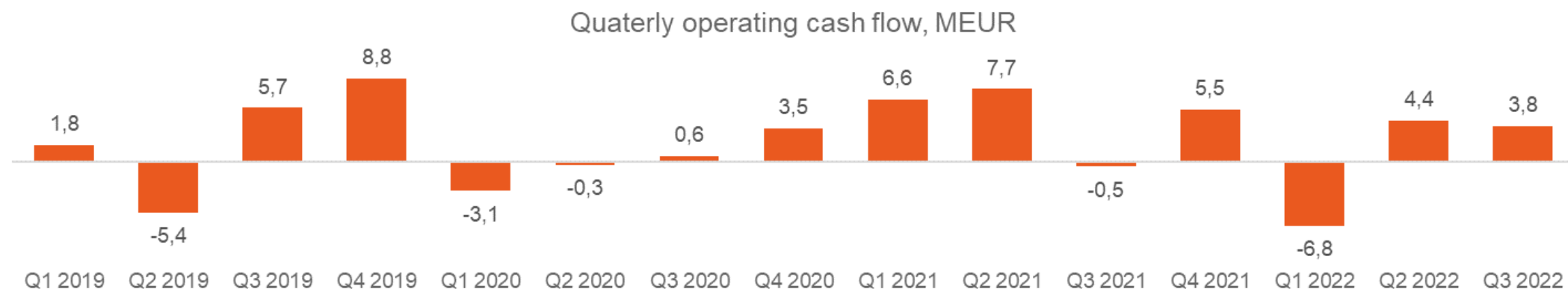


- Low machine orders, services order intake grew slightly
- Net sales increased 33% supported by the order intake pick-up in the previous quarters and 17% growth in services net sales
- Comparable EBITA improved mainly due to the volume growth and higher machines margin as the geographical mix was more beneficial

MEUR	1-9 2022	Vs 1-9 2021*	Q3 2022	Vs Q3 2021*
Order intake	23.8	12.3%	7.2	-4.0%
Order backlog	9.2	27.8%		
Net sales	25.4	38.8%	7.9	32.8%
Comparable EBITA	1.2	41.9%	0.7	4265.6%
Comparable EBITA%	4.6%	4.5%	9.1%	-0.3%

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

Good working capital performance, gearing declined to 27%



OUTLOOK 2022



Glaston's specified outlook for 2022



Taking into account the prevailing uncertainties, Glaston Corporation estimates that its net sales will increase in 2022 from the levels reported for 2021 and comparable EBITA will increase to EUR 12–14 million.

In 2021, Group net sales totaled EUR 182.7 million and comparable EBITA was EUR 11.1 million.

Previous outlook: Despite the prevailing uncertainties, Glaston Corporation estimates that its net sales will increase in 2022 from the levels reported for 2021 and specifies its outlook for comparable EBITA, which is estimated to increase to EUR 12–15 million.

QUESTIONS



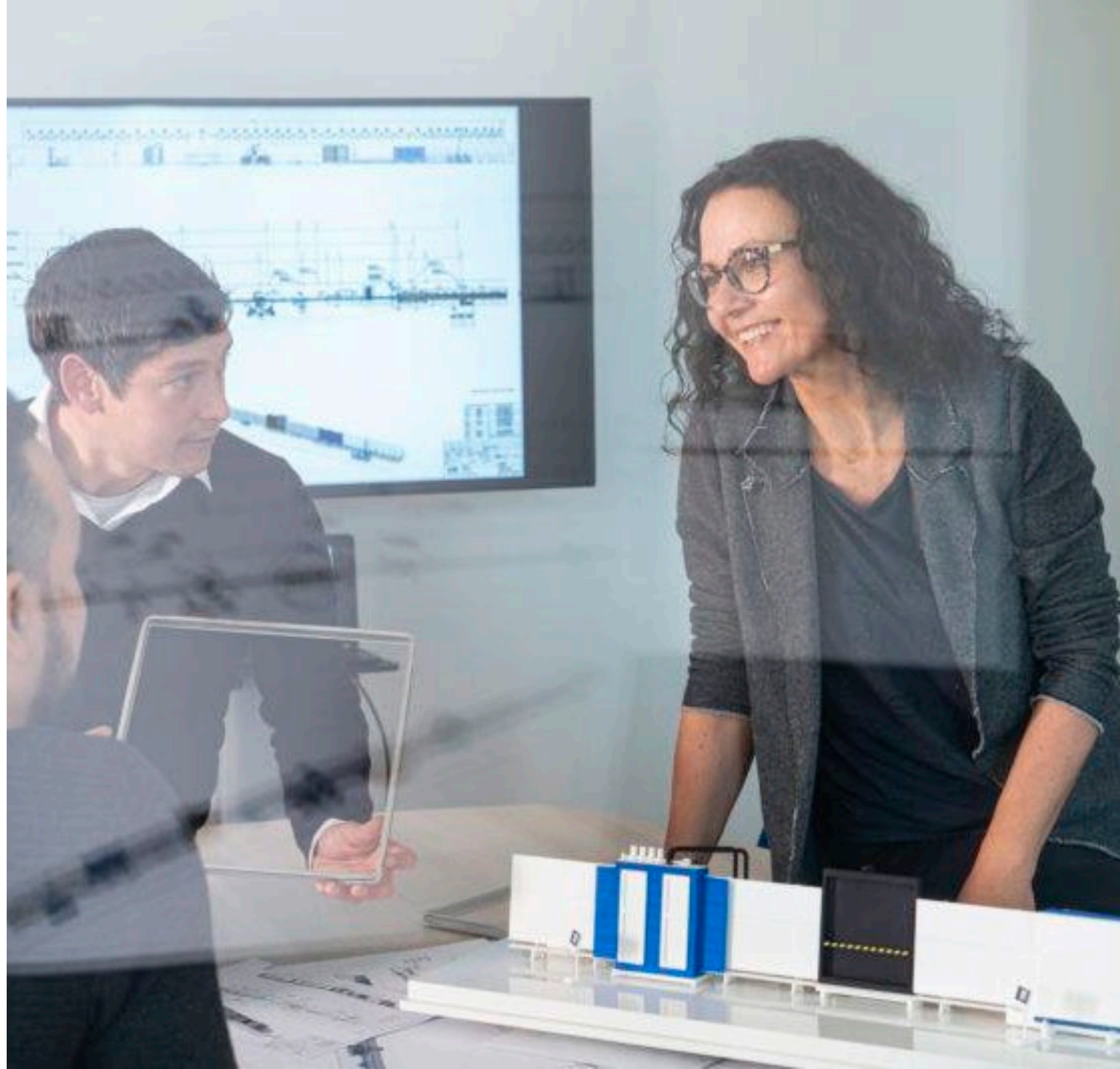
Financial reports in 2023

Financial Statement Bulletin 2022,
on 9 February 2023

Interim report January-March 2023,
on 26 April 2023

Half year financial report January-June 2023,
on 1 August 2023

Interim report January-September 2023,
on 26 October 2023



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.



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Thank you!

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