



Q3

Quarterly Report  
03/2020

CENTROTEC

The European Energy-Saving Company



# Highlights

- > Positive development of both core segments continues in third quarter, underpinned by still-strong domestic markets (DE/NL); negative impacts of coronavirus pandemic remain regionally limited and filtering through to only in a small number of business areas
- > Consolidated revenue for Q3 up 4.9% to EUR 179.7 million (previous year EUR 171.4 million); Q1-Q3 brings 6.6% rise to EUR 502.1 million (previous year EUR 471.1 million); high impact of the coronavirus pandemic on a number of international markets reduced the international share to 44% (previous year 47%)
- Climate Systems ups Q3 revenue by 4.1% to EUR 126.8 million (previous year EUR 121.7 million); 7.2% revenue growth for year to date, to a total of EUR 352.4 million (previous year EUR 328.8 million), thanks to good performance of domestic markets
- Gas Flue Systems increases Q3 revenue by 11.1% to EUR 39.7 million, and also for year to date by 7.6% to EUR 109.2 million (previous year EUR 35.7 million and EUR 101.5 million respectively)
- Medical Technology & Engineering Plastics registers 4.7% decline in revenue in third quarter to EUR 13.3 million (previous year EUR 13.9 million) as a result of cyclically sensitive Engineering Plastics area; this is behind revenue downturn of 0.7% to EUR 40.5 million (previous year EUR 40.8 million) over nine-month period
- > Operating result well up on previous year
- EBIT for Q3 rises overproportionally to revenue by 13.4% to EUR 15.8 million (previous year EUR 14.0 million); for year to date, up 47.5% to EUR 32.6 million (previous year EUR 22.1 million)
- Net interest shows slight improvement for Q3 and year to date; Q3 financial result up year on year, but from a full-year perspective still displaying negative effects of slump in first quarter
- EPS of EUR 0.94 (previous year EUR 0.62) in Q3; up to end of September EUR 1.37 (previous year EUR 1.04)
- > For the full year, in mid-October the forecast range for revenue was increased to EUR 690 to 710 million (previously EUR 670 to 690 million) and EBIT to EUR 43 to 46 million (previously EUR 34 to 36 million). This forecast incorporates an anticipated revenue contribution of around EUR 8 million and a negligible contribution to the operating result (due to capitalisation, depreciation and amortisation under IFRS rules) from the takeover of the PARI Group with effect from October 1.
- > The attractive financial support available in Germany for replacement heating systems and the reduced VAT rate point to the German sales market continuing strongly until the end of the year. The annual result forecast also includes exceptional cost savings from reduced travel and trade show activities as a result of the pandemic, as well as profit contributions from sales of air purifiers amounting to some EUR 9 million. The anticipated negative effects of the downturn in commercial construction especially on sales of room ventilation systems will probably not materialise until into 2021.

# Consolidated Key Figures

	30/09/2020 [EUR '000]	30/09/2019 [EUR '000]	Changes [Percent]
<b>Total revenue</b>	<b>502,078</b>	<b>471,054</b>	<b>6.6</b>
Climate Systems	352,393	328,798	7.2
Gas Flue Systems	109,184	101,463	7.6
Medical Technology & Engineering Plastics	40,501	40,793	(0.7)
 <b>Earnings</b>			
EBITDA	57,183	45,140	26.7
EBIT	32,582	22,094	47.5
EBIT yield (in %)	6.5	4.7	
EBT	25,977	23,220	11.9
EAT	19,054	16,852	13.1
EPS (in EUR; basic)	1.37	1.04	
 <b>Balance sheet structure</b>			
Balance sheet total	623,456	614,613	1.4
Shareholders' equity	228,350	221,668	3.0
Equity ratio (%)	36.6	36.1	
Property, plant and equipment	167,153	155,485	7.5
Intangible assets	49,166	46,596	5.5
Goodwill	77,953	77,879	0.1
Net financial position*	(92,332)	(85,324)	8.2
Net working capital*	95,988	95,788	0.2
 <b>Cash flow statement</b>			
Cash flow I (EAT & depreciation/ amortisation)	43,655	39,899	9.4
Cash flow from operating activities	33,204	10,067	
Cash flow from investing activities**	(29,337)	(34,030)	(13.8)
 <b>Employees</b>			
Total (in FTE)	3,239	3,273	(1.0)
 <b>Shares</b>			
Number of shares***	13,925	16,191	
Quarterly-highest quotation****	15.54	14.00	
Quarterly-lowest quotation****	13.06	11.50	
Quarterly-end quotation****	14.50	14.00	

\* taking account for short-term financial assets

\*\* without short-term financial assets

\*\*\* weighted average shares outstanding (basic; in thousand)

\*\*\*\* quotation in EUR

# THE WHOLE WORLD OF HEATING SYSTEMS

## Apartment buildings

### Collective exhaust systems

### Heating systems

Centrotherm and Ubbink have developed collective flue systems that enable multiple-floor connections to one common vertical flue exhaust liner. These collective flue systems also include in-cascade installations where several centrally installed heating systems again share one common flue exhaust liner. Wolf medium and large boiler series cover large heating capacities of several 1000 kW.

Decentralized heat generation through individual gas condensing heating systems with multiple occupancy across floors



Middle and large boiler series for central heat generation



# Quarterly Report

The third quarter of 2020 saw CENTROTEC continue the positive development of the first half and generate consolidated revenue of EUR 179.7 million, representing an increase of 4.9% on the prior-year figure of EUR 171.4 million. This pushed up revenue for the first nine months of the current financial year by 6.6% to EUR 502.1 million (previous year EUR 471.1 million). The revenue share achieved outside Germany declined to 44% (previous year 47%) in a reflection of the decidedly strong business performance in Germany over the year to date, but also to some extent because of the difficult situation in some international markets.

In the **Climate Systems** segment, Q3 revenue rose by 4.1% to EUR 126.8 million (previous year EUR 121.7 million). Over the year to date, the increase was 7.2% taking the total to EUR 352.4 million (previous year EUR 328.8 million). The healthy development in German heating business, which was also aided by nationwide financial support measures and saw especially strong growth for heat pumps, underpinned this growth in the third quarter, as indeed over the entire year to date. Market shares for ventilation business in Germany were also increased. The third quarter again brought a stable development for combined heat and power technology and climate control business. Broken down geographically, outside Germany there was also a positive development in the Netherlands both in the third quarter itself and over the entire course of the financial year to date. By contrast the coronavirus pandemic meant Italy, France, Croatia and China brought in less revenue over the year to date and in the quarter under review.

The **Gas Flue Systems** segment achieved revenue of EUR 39.7 million in the third quarter, and therefore 11.1% more than in the corresponding prior-year period (EUR 35.7 million). In the first nine months of 2020, revenue for the segment climbed by 7.6% to EUR 109.2 million (previous year EUR 101.5 million). Organic revenue growth after elimination of the revenue contributions of the roof products subsidiary IVT acquired from the third quarter of the previous year came to 4.8% for the year to date. Revenue growth in the third quarter and over the year to date was achieved mainly in Germany and the Netherlands, whereas the revenue development in France only moved back into positive territory in the third quarter after a difficult first half. The segment's principal product groups such as its gas flue ducting systems and air piping systems for home ventilation enjoyed the steepest growth.

In the **Medical Technology & Engineering Plastics** segment, revenue overall was down because of the much weaker performance in the segment's cyclically sensitive Engineering Plastics area, alongside constant growth in Medical Technology business. Third-quarter revenue of EUR 13.3 million was 4.7% below the prior-year figure of EUR 13.9 million. This reduced revenue for the segment over the year to date by 0.7% to EUR 40.5 million, compared with EUR 40.8 million in the previous year.

Revenue by segment	Q3 2020	Q3 2019	Delta	Q1–Q3 2020	Q1–Q3 2019	Delta
[EUR million]			%			%
Climate Systems	126.8	121.7	4.1	352.4	328.8	7.2
Gas Flue Systems	39.7	35.7	11.1	109.2	101.5	7.6
Medical Technology & Engineering Plastics	13.3	13.9	(4.7)	40.5	40.8	(0.7)
<b>Total</b>	<b>179.7</b>	<b>171.4</b>	<b>4.9</b>	<b>502.1</b>	<b>471.1</b>	<b>6.6</b>

Both the consolidated result for the third quarter and the figures achieved for the year to date were well up on the prior-year figures. **EBITDA** for the third quarter climbed 7.1% to EUR 24.3 million (previous year EUR 22.7 million), and **EBIT** of EUR 15.8 million was equally up on the prior-year figure of EUR 14.0 million by 13.4%. In the first nine months of the current financial year EBITDA was increased by 26.7% to EUR 57.2 million (previous year EUR 45.1 million), with EBIT rising even more sharply by 47.5% to EUR 32.6 million (previous year EUR 22.1 million).

In the **Climate Systems** segment there was another healthy jump in earnings at EBIT level of 7.9% to EUR 10.2 million (previous year EUR 9.4 million). In the first nine months of the current financial year, EBIT growth of 66.3% was achieved, taking the total to EUR 20.3 million (previous year EUR 12.2 million). These growth rates rested on economies of scale from revenue expansion in almost every product area and the special measures to improve margins in commercial ventilation business, as well as pandemic-related savings within travel, trade show and entertainment costs.

EBIT for the **Gas Flue Systems** segment climbed nearly 52.8% to EUR 5.3 million (previous year EUR 3.5 million) in Q3 2020 and by 45.8% over the year to date to EUR 11.1 million, up from EUR 7.6 million in the previous year, with the previous year's acquisition IVT contributing a low six-figure EUR amount. The rise in earnings was based on the increased volume of business and the reduced expenditure for trade shows, travel and similar also for this segment as a result of the coronavirus pandemic, outweighing the costs incurred through the pandemic.

The result in the **Medical Technology & Engineering Plastics** segment with EBIT of EUR 0.4 million for the quarter and EUR 1.3 million for the first nine months was well down on the prior-year figures (EUR 1.1 million / EUR 2.3 million). The main cause of this development is the cyclically weaker performance of the segment's Engineering Plastics area.

The third quarter brought not only an improved operating result, but also a positive trend in net interest compared with the prior-year quarter (EUR -1.1 million as against EUR -1.2 million), in the other financial result (EUR 1.1 million as against EUR 0.6 million) and in earnings before tax (EBT) of EUR 15.9 million (previous year EUR 13.4 million). The negative other financial result for the first half of 2020, in a turnaround from the previous year, meant earnings before tax for the first nine months showed only a relatively moderate increase compared with the operating result, rising 11.9% to EUR 26.0 million (previous year EUR 23.2 million). A slightly reduced effective tax rate for the third quarter due to a non-recurring local factor brought a 28.2%

increase in earnings after taxes (EAT) to EUR 12.7 million (previous year EUR 9.9 million). Over the entire year to date, the increase was 13.1% taking the total to EUR 19.1 million (previous year EUR 16.9 million). Earnings per share for the third quarter reached EUR 0.94 (previous year EUR 0.62), and EUR 1.37 (previous year EUR 1.04) for the first nine months.

The **balance sheet total** for the CENTROTEC Group at September 30, 2020 came to EUR 623.5 million, representing a slight increase of only 1.4% on the previous year (EUR 614.6 million), despite the substantially higher volume of business. On the other hand the increase compared with the balance sheet date of the previous year (EUR 588.1 million) was more marked due to the seasonal nature of business. The year-on-year increase in property plant and equipment of EUR 11.7 million to EUR 167.2 million is the most sizeable assets-side change attributable to operations, alongside the EUR 12.2 million rise in inventories to EUR 106.0 million. The process embarked on at the start of the year, and now almost completed, to reclassify current investments (previous year EUR 87.1 million/ EUR 7.2 million at September 30, 2020) as cash and cash equivalents (previous year EUR 29.7 million/ EUR 91.9 million at September 30, 2020) is much more substantial in volume terms but is not in essence driven by operational considerations. Its purpose was to pave the way for the share buyback programme and prepare for the acquisition of the Pari Group. **Net working capital** remained virtually constant at EUR 96.0 million (previous year EUR 95.8 million) despite the increased volume of business, but was up EUR 14.8 million on the year-end figure (EUR 81.2 million) because of CENTROTEC's seasonal core business. On the equity and liabilities side, consolidated profit more than compensated for the cash used for the share buyback that was completed in the third quarter, increasing equity from EUR 221.7 million (at September 30, 2019) to EUR 228.4 million. The **equity ratio** was consequently 36.6% (previous year 36.1%/ end of previous year EUR 39.1%). Other changes of note on the equity and liabilities side included the increase in current other financial liabilities to EUR 38.9 million (previous year EUR 30.7 million) as a result of higher customer bonuses. Interest-bearing liabilities were reduced from EUR 198.0 million to EUR 186.7 million. The **net financial position** nevertheless deteriorated from EUR -85.3 million to EUR -92.3 million because of cash used for the share buyback (EUR 20.5 million).

On August 24, 2020 CENTROTEC signed an agreement on the takeover of PARI Group AG. The takeover was completed on October 1, 2020 at a final purchase price amounting to EUR 6.55 per share, or EUR 43,349,800. Net borrowings in the amount of EUR 16.9 million and working capital in the amount of EUR 4.9 million were acquired as part of the transaction. Because the transaction was only completed after the period under review, the above figures are not yet reflected in the financial statements for the quarter.

#### Key financial figures

[EUR million]	30/09/2020	31/12/2019	30/09/2019
Balance sheet total	<b>623.5</b>	588.1	614.6
Equity	<b>228.4</b>	230.2	221.7
Equity ratio (percent)	<b>36.6</b>	39.1	36.1
Net financial position*	<b>(92.3)</b>	(66.9)	(85.3)
Net working capital**	<b>96.0</b>	81.2	95.8

\* Cash and cash equivalents + current investments – current and non-current borrowings

\*\* Current assets – cash and cash equivalents – current investments – current, non-interest-bearing borrowed capital

The appreciably higher result for the period, together with the increased current liabilities, was the main reason for the sharp rise in the **cash flow** from operating activities. This reached EUR 33.2 million over the first nine months of the current year, having been EUR 10.1 million in the corresponding period of the previous year. The cash flow from investing activities rose from EUR -14.4 million to EUR 44.0 million mainly as a result of the reclassification of current investments amounting to EUR 73.3 million as cash and cash equivalents. When considering the cash flow from financing activities, an almost identical amount of cash used for the acquisition of treasury stock served as the basis for the calculation. The cash flow from financing activities for the period under review of EUR -29.1 million was EUR 5 million lower than in the previous year (EUR -24.1 million) despite the suspended dividend payment. Financial resources overall increased by EUR 47.5 million to EUR 72.2 million following the reclassification of current investments during the year in progress, having amounted to only EUR 5.3 million at the end of the corresponding prior-year period.

The CENTROTEC Group invested EUR 7.4 million in the third quarter (previous year EUR 7.8 million). The investment volume for the year to date came to EUR 29.4 million and was therefore just short of the record level of EUR 31.1 million reached in the previous year. The biggest single investment in the third quarter, but also in the year to date, was in the now-commissioned cross-segment production location in China.

For the full year, CENTROTEC has increased the forecast range for revenue to EUR 690 to 710 million (previously EUR 670 to 690 million) and for EBIT to EUR 43 to 46 million (previously EUR 34 to 36 million). This forecast incorporates an anticipated revenue contribution of around EUR 8 million and a negligible contribution to the operating result (due to capitalisation, depreciation and amortisation under IFRS rules) from the takeover of the PARI Group with effect from October 1. The basis for this upgrading of the forecast is the successful course of the year to date, which it should be possible to maintain thanks to the attractive financial support currently available in Germany for replacement heating systems as well as the reduced VAT rate that applies until the end of the year. However it should be noted that this forecast also includes exceptional cost savings from reduced travel and trade show activities plus to a lesser extent profit contributions from the sale of air purifiers amounting to some EUR 9 million overall; while this scenario could continue into the first quarter of next year due to the coronavirus pandemic, it is not likely to be permanent. In addition, the impact of the coronavirus pandemic on the construction sector that is relevant for CENTROTEC suggests a rather cautious outlook. Current research indicates that although a solid market development can be expected in new housing construction, incoming orders in the commercial construction segment are already showing a clear downturn. This could also adversely affect sales of room ventilation systems. All in all, we expect the market environment to remain highly volatile.

Brilon, November 2020

The Management Board

# SYSTEM PROVIDER FOR RENEWABLE ENERGIES

## Residential buildings

### Condensing heating technology

#### Heat pumps

The highly efficient Wolf heat pumps open up the potential of renewable energies for future-oriented building heating technology for new residential buildings. Condensing systems for oil and gas in combination with solar thermal are ideal for the energy renovation of the existing building stock. They make optimum use of these fossil fuels and thus conserve scant resources. Both alternatives in combination with a ventilation system with heat recovery up to 95% ensure a permanently high indoor air quality with the highest energy efficiency.

Wolf split heat pump in combination with an integrated ventilation system by Brink



Wolf heat pump range



# Consolidated Statement of Financial Position

<b>Assets</b> in EUR thousand	30/09/2020	31/12/2019	30/09/2019
<b>Non-current assets</b>			
Goodwill	77,953	77,882	77,879
Intangible assets	49,166	48,283	46,596
Property, plant and equipment	167,153	159,146	155,485
Financial investments accounted for using the equity method	0	67	109
Loans and investments	541	697	914
Other financial assets	21	21	4
Other assets	29	36	39
Deferred tax assets	11,088	10,156	13,847
	<b>305,951</b>	<b>296,288</b>	<b>294,873</b>
<b>Current assets</b>			
Inventories	105,984	86,379	93,802
Trade Receivables	99,840	72,357	99,906
Income tax receivable	4,055	2,694	1,250
Cash and cash equivalents	91,913	39,068	29,706
Other financial assets	7,168	83,248	87,063
Other assets	8,545	8,036	8,013
	<b>317,505</b>	<b>291,782</b>	<b>319,740</b>
<b>Assets</b>	<b>623,456</b>	<b>588,070</b>	<b>614,613</b>

<b>Equity and Liabilities</b> in EUR thousand	30/09/2020	31/12/2019	30/09/2019
<b>Shareholders' equity</b>			
Share Capital	13,168	16,257	16,257
Capital reserves	40,659	40,659	40,659
Treasury stock	0	(20,482)	(20,482)
Retained earnings and profit carryforward	155,469	170,283	168,382
Profit attributable to shareholders of CENTROTEC SE	19,054	23,433	16,852
	<b>228,350</b>	<b>230,150</b>	<b>221,668</b>
Non-controlling interests presented within equity	0	0	0
	<b>228,350</b>	<b>230,150</b>	<b>221,668</b>
<b>Non-current liabilities</b>			
Pension provisions	56,087	55,927	58,487
Other provisions	13,252	12,828	12,722
Financial liabilities	155,187	158,683	159,950
Other financial liabilities	1,263	1,543	1,318
Other liabilities	13	13	12
Deferred tax liabilities	10,642	10,103	11,130
	<b>236,444</b>	<b>239,097</b>	<b>243,619</b>
<b>Current liabilities</b>			
Other provisions	5,011	4,052	4,239
Income tax payable	3,981	3,599	1,886
Financial liabilities	31,551	26,445	38,023
Trade liabilities	38,252	32,256	36,254
Other financial liabilities	38,860	20,938	30,680
Other liabilities	41,007	31,533	38,244
	<b>158,662</b>	<b>118,823</b>	<b>149,326</b>
<b>Equity and Liabilities</b>	<b>623,456</b>	<b>588,070</b>	<b>614,613</b>

# Consolidated Income Statement

in EUR thousand	01/07/2020 30/09/2020	01/07/2019 30/09/2019	01/01/2020 30/09/2020	01/01/2019 30/09/2019
<b>Revenues</b>	<b>179,746</b>	<b>171,353</b>	<b>502,078</b>	<b>471,054</b>
Cost of purchased materials and services	(84,943)	(83,467)	(240,356)	(231,238)
Changes in inventories of finished goods and work in progress	1,363	1,909	6,700	7,403
Production for own fixed assets capitalised	1,040	1,309	3,243	3,613
Other income	1,931	2,114	6,612	6,124
Personnel expenses	(50,317)	(45,284)	(147,833)	(136,098)
Other expenses	(24,481)	(25,217)	(73,261)	(75,718)
<b>EBITDA</b>	<b>24,339</b>	<b>22,717</b>	<b>57,183</b>	<b>45,140</b>
Depreciation and amortisation	(8,494)	(8,743)	(24,601)	(23,046)
<b>Operating income (EBIT)</b>	<b>15,845</b>	<b>13,974</b>	<b>32,582</b>	<b>22,094</b>
Interest income	27	71	65	167
Interest expense	(1,134)	(1,243)	(3,217)	(3,545)
Other financial result	1,118	591	(3,453)	4,504
<b>Result before income taxes (EBT)</b>	<b>15,856</b>	<b>13,393</b>	<b>25,977</b>	<b>23,220</b>
Income taxes	(3,128)	(3,462)	(6,923)	(6,368)
<b>Net income (EAT)</b>	<b>12,728</b>	<b>9,931</b>	<b>19,054</b>	<b>16,852</b>
attributable to:				
Non-controlling interest	0	0	0	0
Shareholders of CENTROTEC SE	12,728	9,931	19,054	16,852
<b>EPS (Earnings per share in EUR)</b>				
Earnings per share (basic)	0.94	0.62	1.37	1.04
Earnings per share (diluted)	0.94	0.62	1.37	1.04
Weighted average shares outstanding (in thousand units; basic)	13,311	16,062	13,925	16,191
Weighted average shares outstanding (in thousand units; diluted)	13,311	16,062	13,925	16,191

# Consolidated Statement of Comprehensive Income

in EUR thousand	01/07/2020 30/09/2020	01/07/2019 30/09/2019	01/01/2020 30/09/2020	01/01/2019 30/09/2019
<b>Net income (EAT)</b>	<b>12,728</b>	<b>9,931</b>	<b>19,054</b>	<b>16,852</b>
<b>Items that may be reclassified subsequently to profit or loss</b>				
Exchange Rate differences on translation	(71)	(138)	(557)	(127)
Derivative financial instruments	32	(72)	1	(480)
Income tax relating to components of other comprehensive income	61	38	175	170
<b>Other comprehensive income for items that may be reclassified subsequently to profit or loss</b>	<b>22</b>	<b>(172)</b>	<b>(381)</b>	<b>(437)</b>
<b>Items that will not be reclassified to profit or loss</b>				
Remeasurements of defined benefit plans	(998)	(7,629)	13	(12,573)
Income tax relating to components of other comprehensive income	292	2,232	(4)	3,680
<b>Other comprehensive income for items that will not be reclassified to profit or loss</b>	<b>(706)</b>	<b>(5,397)</b>	<b>9</b>	<b>(8,893)</b>
<b>Other comprehensive income</b>	<b>(684)</b>	<b>(5,569)</b>	<b>(372)</b>	<b>(9,330)</b>
<b>Total comprehensive income</b>	<b>12,044</b>	<b>4,362</b>	<b>18,682</b>	<b>7,522</b>
attributable to:				
Non-controlling interest	0	0	0	0
Shareholders of CENTROTEC SE	12,044	4,362	18,682	7,522

# Consolidated Statement of Cash Flows

	01/01/2020 30/09/2020	01/01/2019 30/09/2019
in EUR thousand		
Net income before interest and taxes (EBIT)	32,582	22,094
Depreciation and amortisation	24,601	23,046
Gain/ loss on disposal of fixed assets	127	(90)
Other non-cash items	739	(548)
Increase/ decrease in provisions	1,655	212
Increase/ decrease in inventories, trade receivables and other assets that cannot be allocated to investing or financing activities	(49,253)	(47,363)
Increase/ decrease in trade payables and other liabilities that cannot be allocated to investing or financing activities	34,049	23,573
Interest received	65	279
Interest paid	(3,281)	(3,000)
Income tax paid	(8,080)	(8,136)
<b>Cash flow from operating activities</b>	<b>33,204</b>	<b>10,067</b>
Acquisition of shares in participations less net cash aquired	(205)	(3,425)
Purchase of property, plant and equipment/ intangible assets/ investments/ financial assets/ loans receivable	(29,457)	(30,814)
Proceeds from disposal of property, plant and equipment/ intangible assets/ loans receivable	325	209
Proceeds and Purchase of investments in short-term financial assets	73,321	19,648
<b>Cash flow from investing activities</b>	<b>43,984</b>	<b>(14,382)</b>
Purchase of treasury stock	(20,482)	(20,482)
Proceeds from financial liabilities	1,105	10,233
Repayment of financial liabilities	(9,769)	(8,983)
Dividend payment	0	(4,877)
<b>Cash flow from financing activities</b>	<b>(29,146)</b>	<b>(24,109)</b>
<b>Change in financial resources</b>	<b>48,042</b>	<b>(28,424)</b>
Foreign currency exchange gain/ loss of the financial resources	(565)	121
Financial resources at the beginning of the financial year*	24,738	33,574
Financial resources at the end of the period*	72,215	5,271

\* Cash and cash equivalents deducted of credits current account

# Consolidated Segment Reporting (Part of the Notes)

Segment Structure in EUR thousand <b>Income Statement</b>	Climate Systems		Gas Flue Systems		Medical Technology & Engineering Plastics		Consolidation		TOTAL	
	01/01/2020	01/01/2019	01/01/2020	01/01/2019	01/01/2020	01/01/2019	01/01/2020	01/01/2019	01/01/2020	01/01/2019
	30/09/2020	30/09/2019	30/09/2020	30/09/2019	30/09/2020	30/09/2019	30/09/2020	30/09/2019	30/09/2020	30/09/2019
Revenue from third parties	352,393	328,798	109,184	101,463	40,501	40,793	0	0	502,078	471,054
Revenue from other segments	3,181	1,552	7,114	5,782	19	9	(10,314)	(7,343)	0	0
Cost of purchased materials and services	(168,216)	(160,027)	(53,739)	(51,146)	(28,624)	(27,391)	10,223	7,326	(240,356)	(231,238)
Changes in inventories of finished goods and work in progress	4,209	6,072	1,092	753	1,399	578	0	0	6,700	7,403
Personnel expenses	(115,442)	(106,951)	(29,239)	(26,027)	(3,152)	(3,120)	0	0	(147,833)	(136,098)
Other expenses and income	(40,674)	(42,594)	(16,905)	(17,405)	(5,827)	(5,982)	0	0	(63,406)	(65,981)
<b>EBITDA</b>	<b>35,451</b>	<b>26,850</b>	<b>17,507</b>	<b>13,420</b>	<b>4,316</b>	<b>4,887</b>	<b>(91)</b>	<b>(17)</b>	<b>57,183</b>	<b>45,140</b>
Depreciation and amortisation	(15,118)	(14,624)	(6,433)	(5,822)	(3,050)	(2,600)	0	0	(24,601)	(23,046)
<b>Segment result (EBIT)</b>	<b>20,333</b>	<b>12,226</b>	<b>11,074</b>	<b>7,598</b>	<b>1,266</b>	<b>2,287</b>	<b>(91)</b>	<b>(17)</b>	<b>32,582</b>	<b>22,094</b>
Interest income	80	166	191	196	8	0	(214)	(195)	65	167
Interest expenses	(1,408)	(1,743)	(1,619)	(1,587)	(404)	(410)	214	195	(3,217)	(3,545)
Other financial result	(643)	508	(2,810)	4,392	0	0	0	(396)	(3,453)	4,504
<b>EBT</b>	<b>18,362</b>	<b>11,157</b>	<b>6,836</b>	<b>10,599</b>	<b>870</b>	<b>1,877</b>	<b>(91)</b>	<b>(413)</b>	<b>25,977</b>	<b>23,220</b>
 <b>Balance sheet key figures</b>										
Assets*	351,165	342,788	194,989	194,382	61,781	61,791	(163)	(468)	607,772	598,493
Financial investments accounted for using the equity method	0	0	0	0	0	109	0	0	0	109
Loans and investments	531	904	0	0	10	10	0	0	541	914
Net working capital	50,373	55,609	23,826	19,068	21,954	21,186	(165)	(75)	95,988	95,788
 <b>Investments</b>										
Total investments in property, plant, equipment and intangible assets**	15,342	18,657	12,137	8,131	1,943	4,274	0	0	29,422	31,062

\* Excl. financial investments accounted for using the equity method, loans and investments, entitlement to income tax rebates as well as deferred tax assets

\*\* Without IFRS 16 Leasing additions

# SYSTEM PROVIDER FOR AIR CONDITIONING AND POWER SUPPLY

## Commercial buildings

### Large air conditioning units

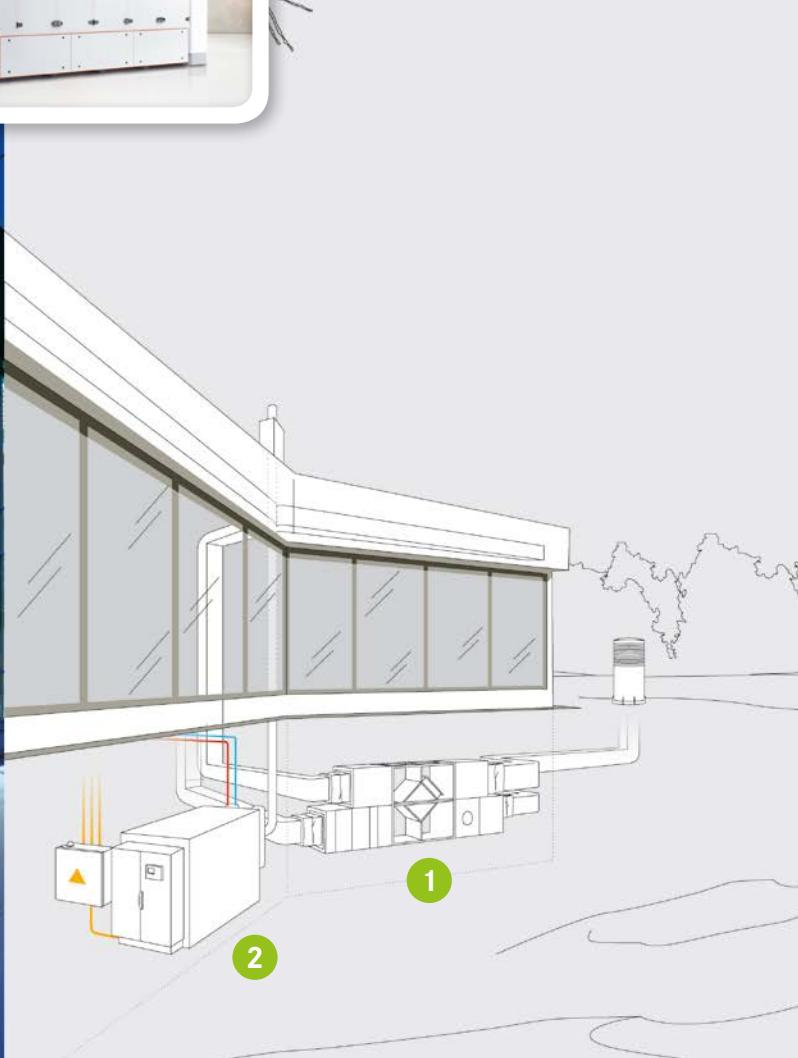
### CHP plants

Highly efficient climate control solutions from Wolf create a healthy indoor climate. Through heat recovery, they contribute significantly to energy savings and reduce heating and cooling energy requirements and CO<sub>2</sub> emissions. Combined Heat and Power (CHP) units from Wolf form the basis for an energy-efficient and decentralized generation of electricity and heat by means of CHP units at the point of consumption. Energy sources are used with a total energy efficiency of up to 90%.

Wolf large air conditioning unit



Wolf Combined Heat and Power unit



# SYSTEM COMPONENT PROVIDER

## Residential and commercial buildings

### Key components for system integrators

CENTROTEC is a system supplier and also offers key components for other system integrators. These include heat exchangers from Holmak for building ventilation with heat recovery up to 95%. For heating systems, Ubbink and Centrotherm offer flue and ventilation ductwork systems and components that are preferred by leading heating and ventilation manufacturers. Additionally, the Ubbink Centrotherm Group offers a complete range of system components that preserve the durability and life cycle of residential and commercial buildings.

Air-to-air heat exchanger



Residential ventilation components



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