



new dimensions

10 August 2023
Q2 2023 earnings

Dr. Marco Ferber, CFO

10 August 2023

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Key facts Q2 2023

40.9_{m EUR}
order intake



+13.4%
revenue



2.6_{m EUR}
EBIT



-10.5_{m EUR}
operating
cash flow



^{2nd} **Share
buyback**
finalized

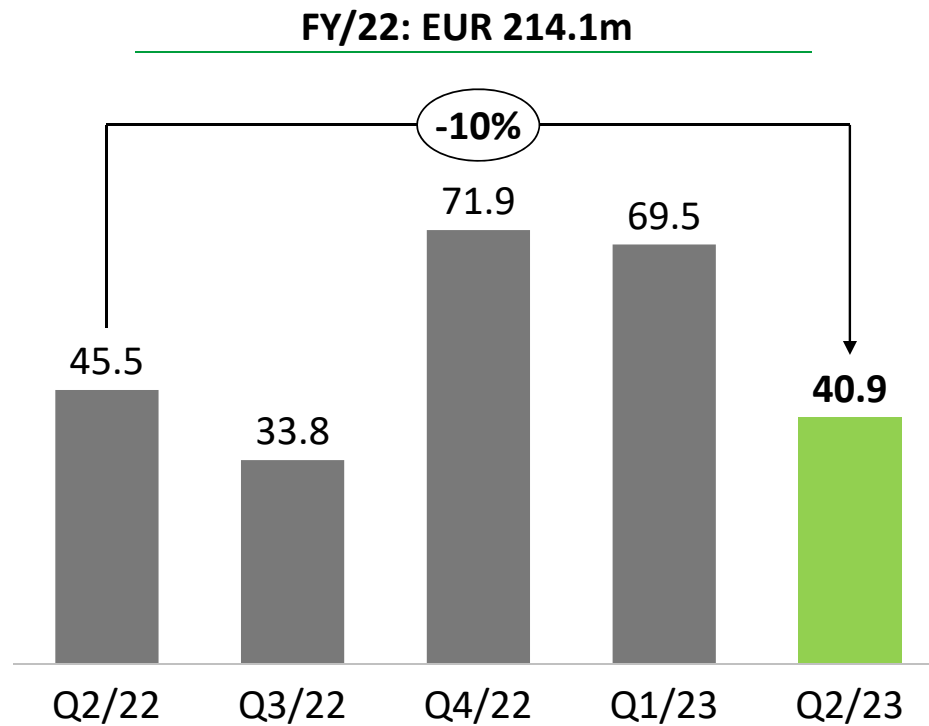


Outlook
confirmed



Order intake

(EURm)



Order
backlog

170	159	164	195	184
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110.5_{m EUR}

order intake

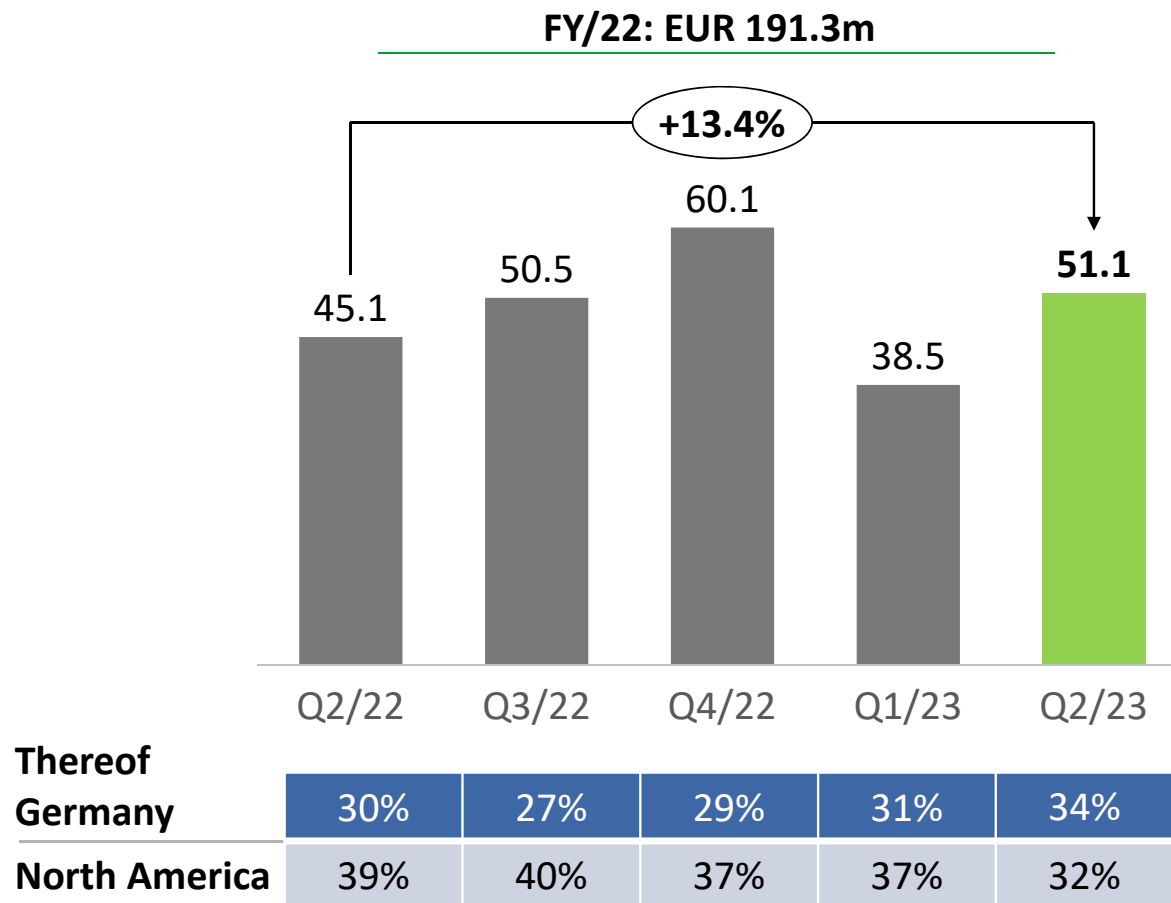
YTD 30 June 2023 (PY: 108.3m EUR)

- strong demand in optical components business continues
- project business affected by typical fluctuations in order intake and does not include framework agreements with call-downs over time



Revenue development

(EUR m)



89.6 m EUR

revenue

YTD 30 June 2023 (PY: 80.7m EUR)

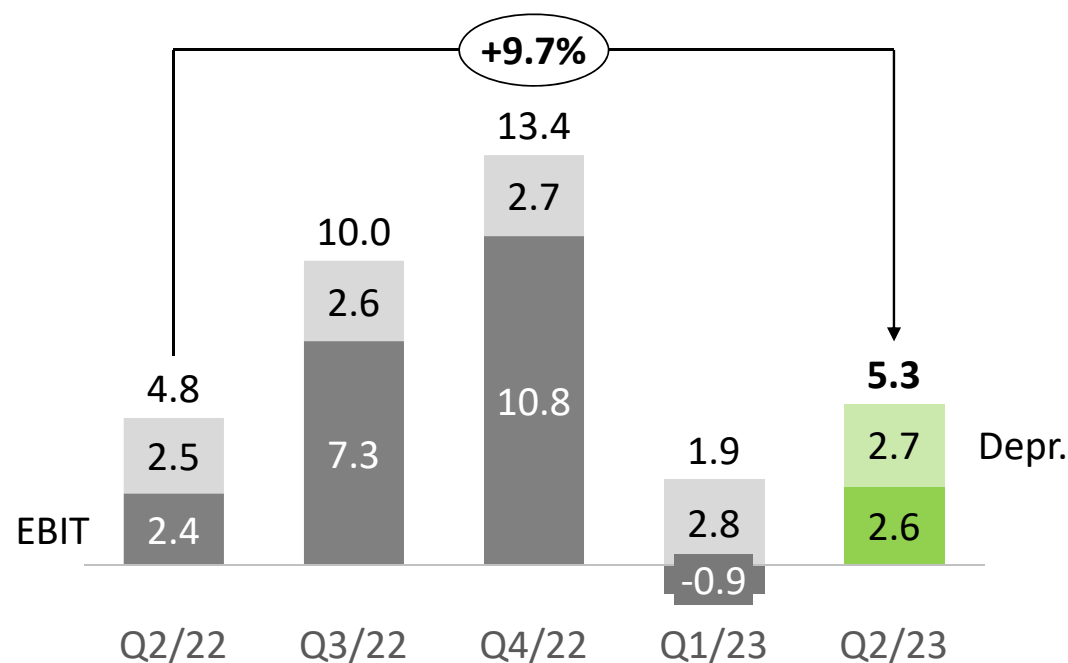
- compared to previous year and quarter slightly higher contribution from German project business
- overall slight increase in revenue share from maintenance business



EBIT(DA)

(EUR m)

FY/22: EUR 31.2 (EBITDA) / 21.0m (EBIT)



EBITDA margin	10.7	19.8	22.4	4.8	10.4
EBIT margin	5.2	14.6	18.0	-2.4	5.0

1.6_{m EUR}

EBIT

YTD 30 June 2023 (PY: 2.9m EUR)

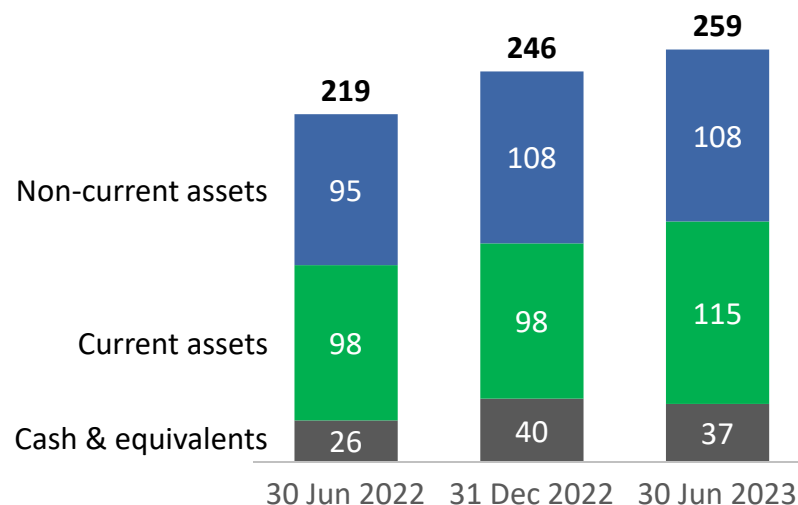
- margins in Q2 on prior year level
- improved gross margin off-set by higher cost in SG&A following increased selling and marketing activities



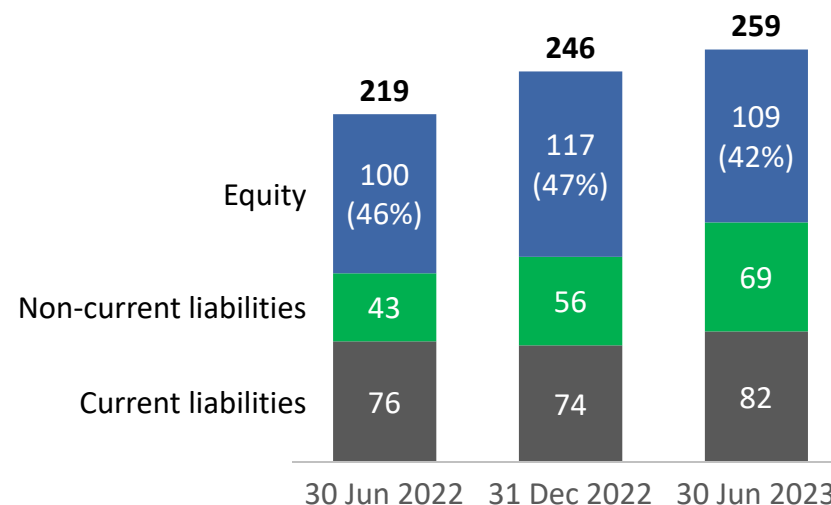
Balance sheet

(EURm)

Assets



Liabilities and Equity

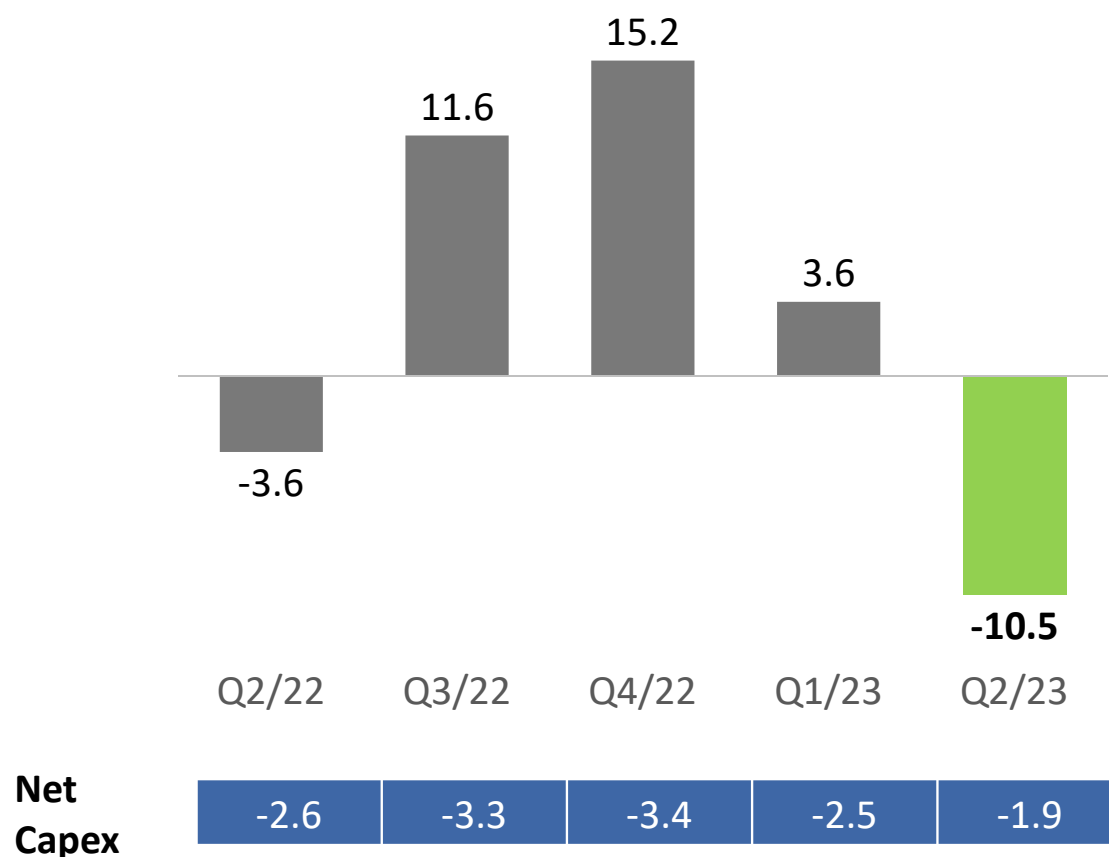


- Q2/23 with strong increase in customer receivables and contract assets, temporary in nature
- compared to prior year also significant increase in inventories to mitigate potential supply chain bottlenecks

- equity as of 30 Jun 2023 down versus 31 Dec 2022 due to dividend payout
- increase in non-current liabilities essentially due to conversion of short to long-term borrowings

Operating cash flow

(EUR m)



-6.9 m EUR

OCF

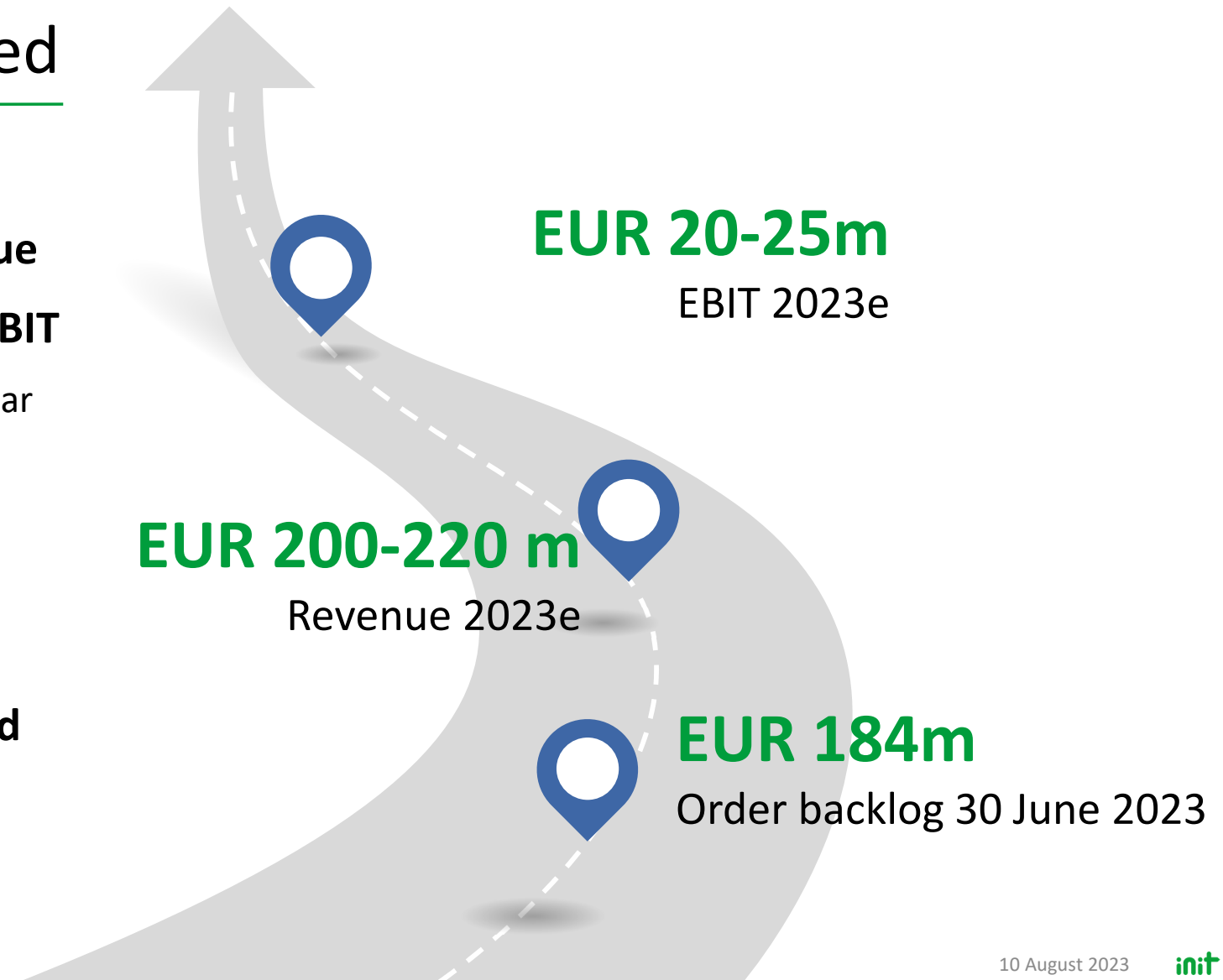
YTD 30 June 2023 (PY: -2.4m EUR)

- mainly due to a stronger increase in trade receivables and contract assets
- only partially off-set by an increase in contract payables



Outlook confirmed

- ✓ **Q2** with continued **revenue uptake** and **improved EBIT** contribution versus prior year
- ✓ Overall **performance on track**
- ✓ Outlook **FY/23 confirmed**



Thank you for your interest



Dr. Marco Ferber, CFO

Disclaimer

Decimal places, especially for percentages, may be subject to rounding differences.

This presentation contains future-related statements, which are based on current estimates of company with regard to future developments. Such statements are inherently subject to risks and uncertainties, as they may be affected by factors that are neither controllable nor foreseeable by init, such as on the development of the future market environment and economic conditions, the behaviour of other market participants and government measures.

If one of these uncontrollable or unforeseeable factors occurs respectively changes or the assumptions on which these statements are based prove inaccurate, actual developments and results could differ materially from the results cited explicitly or contained implicitly in these statements.

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Financial Calendar 2023

9 November 2023

Quarterly Statement Q3 2023

27/28 November 2023

Equity Forum 2023

1-on-1 meetings Frankfurt

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