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Consistently
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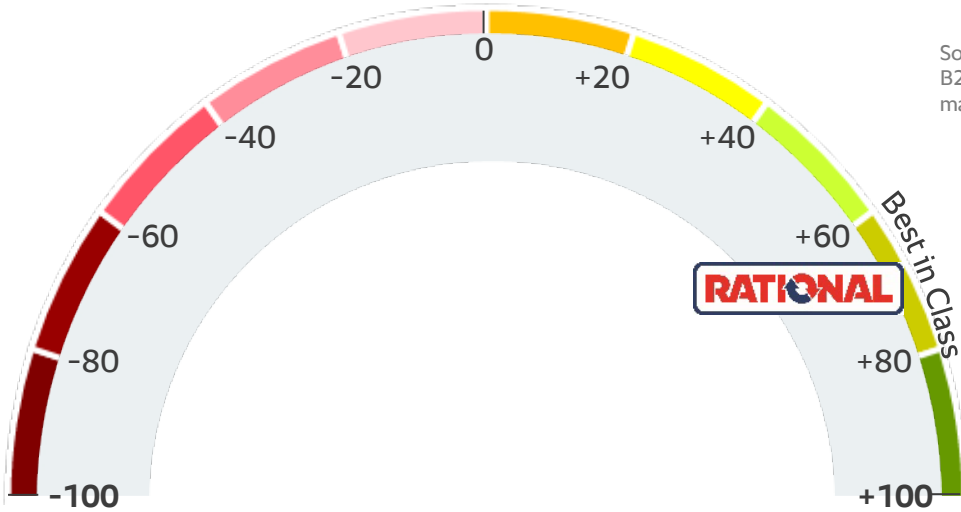


Earnings Call
9M 2022

RATIONAL increases already best in class customer satisfaction

Net promoter score (NPS) increased by 3 points to 64

Source:
B2B International (2022) – in 17
markets of RATIONAL AG



| | |
|-----------------------|-----|
| RATIONAL | +64 |
| Food & Drink Average | +37 |
| B2B Average | +32 |
| Manufacturing Average | +30 |



Finding a healthier way of cooking Cantonese cuisine

Mitang, China

Quote:

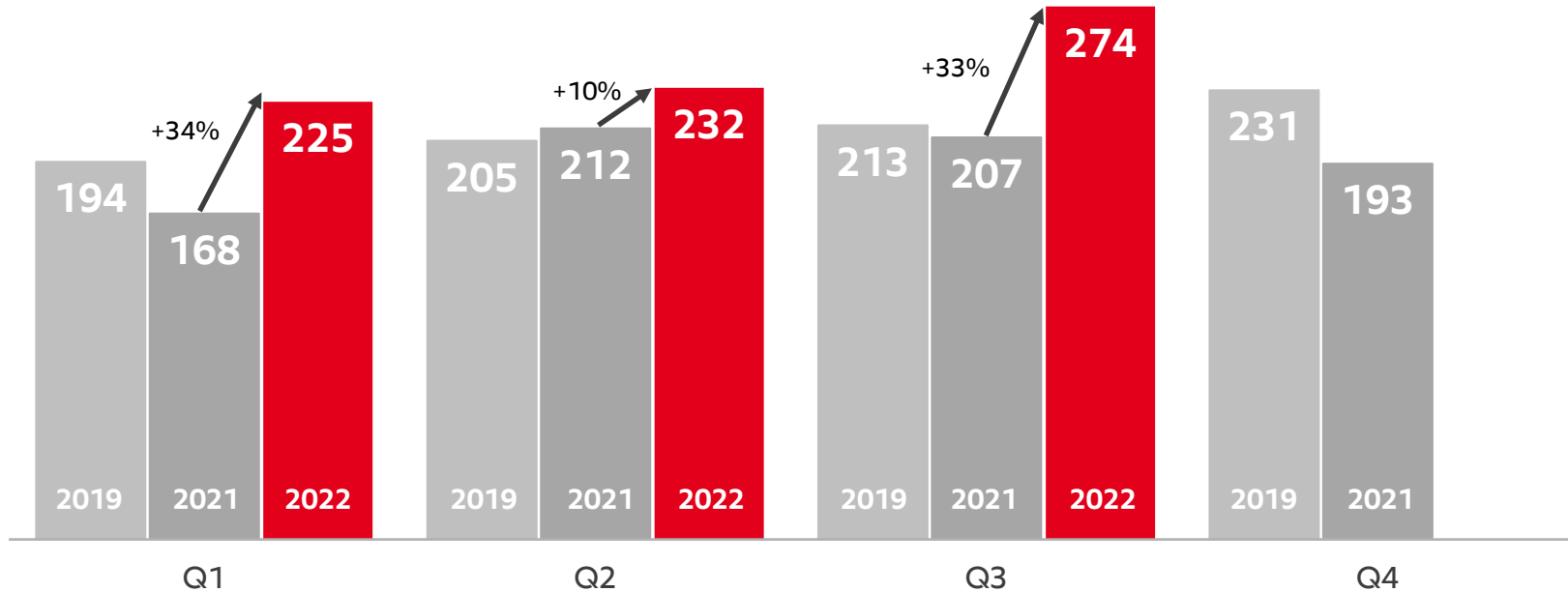
„RATIONAL's sustainable philosophy coincides with our business philosophy: energy saving, reduce raw material costs and cook healthier.“

Maggie, Owner, Restaurant Mitang,
Beijing China



Sales revenues grow from one all-time high to the next

Component availability, price increases and FX support strong growth



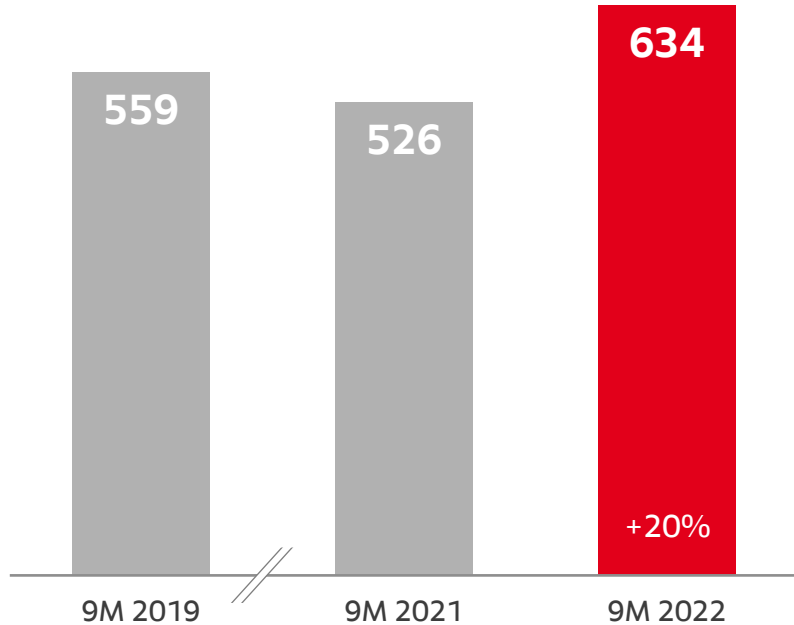
Sales revenues in mEUR
Sales revenues growth in %

Individual values and totals may differ in some cases due to rounding.

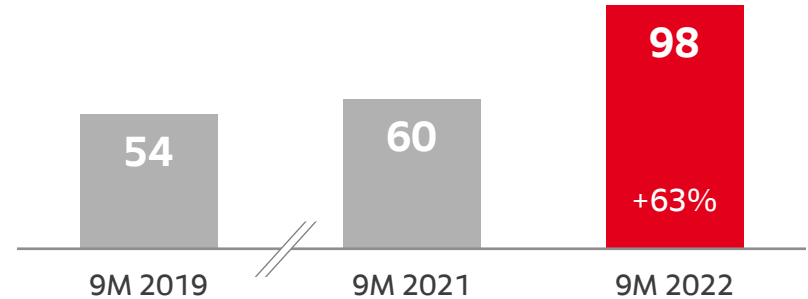
iVario to exceed 100 mEUR of sales revenues in 2022

Both product groups were in strong demand

Sales revenues iCombi



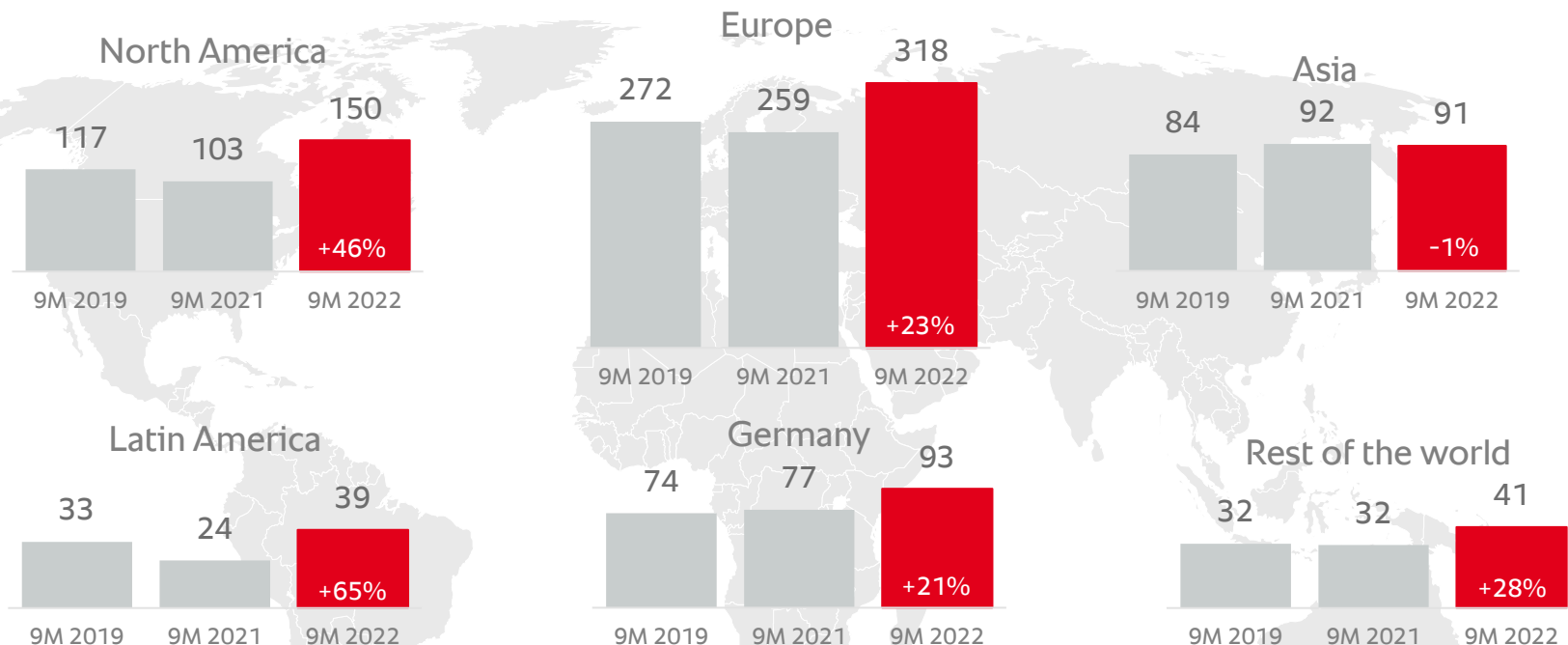
Sales revenues iVario



Sales revenues in mEUR
Sales revenue growth in %

9M 2022 – sales revenue by region

All regions well above 2019 – Asia slightly below previous year



Sales revenues in mEUR
Sales revenues growth compared to previous year

Individual values and totals may differ in some cases due to rounding.

RATIONAL Japan is celebrating its 30th anniversary

Congratulations to our colleagues – good luck for the next 30 years!

Profile:

- › Established in 1992, RATIONAL Japan was our first subsidiary overseas.
- › With around 70 employees, it is one of our largest subsidiaries.
- › Japan accounts for around 4% of our total sales revenues.
- › We look forward to continuing our successful cooperation with our Japanese colleagues.



RATIONAL was named Factory of the Year 2022

Particularly high production figures and flexibility were honored

- › The "Factory of the Year" is one of the most renowned industry competitions in Europe.
- › In addition to RATIONAL as the overall winner, internationally esteemed companies such as individual locations of the Siemens Group or Rolls Royce Power Systems received awards.
- › We take part in these competitions because they also show us where our weaknesses lie and what we can still improve.
- › In addition to operational excellence, the promotion and retention of our employees were also positively highlighted.

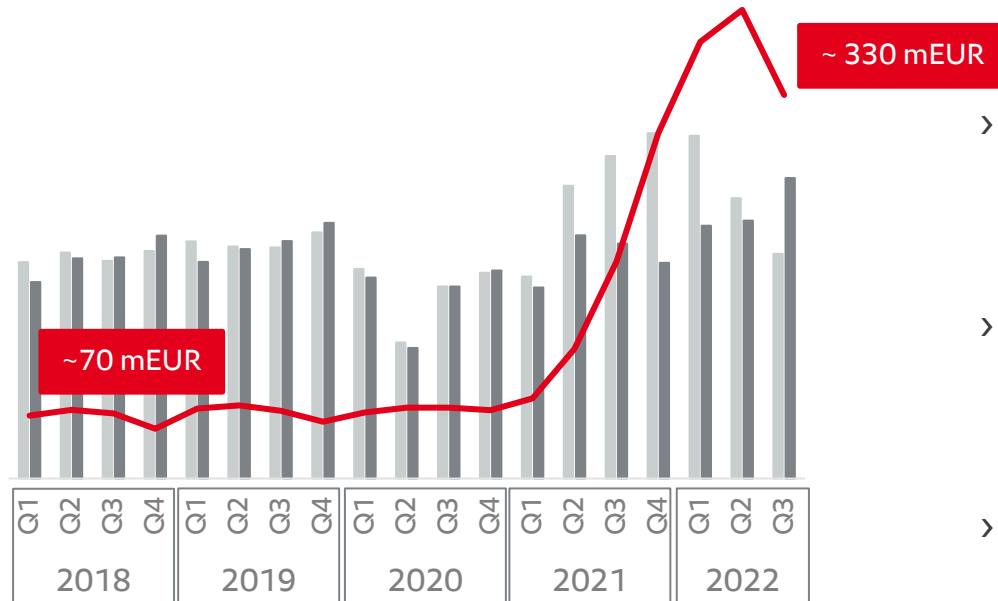


Source: SV Veranstaltungen GmbH



Delivery times are returning to normal in some markets

330 mEUR or 36,000 units in order backlog end of Q3 2022



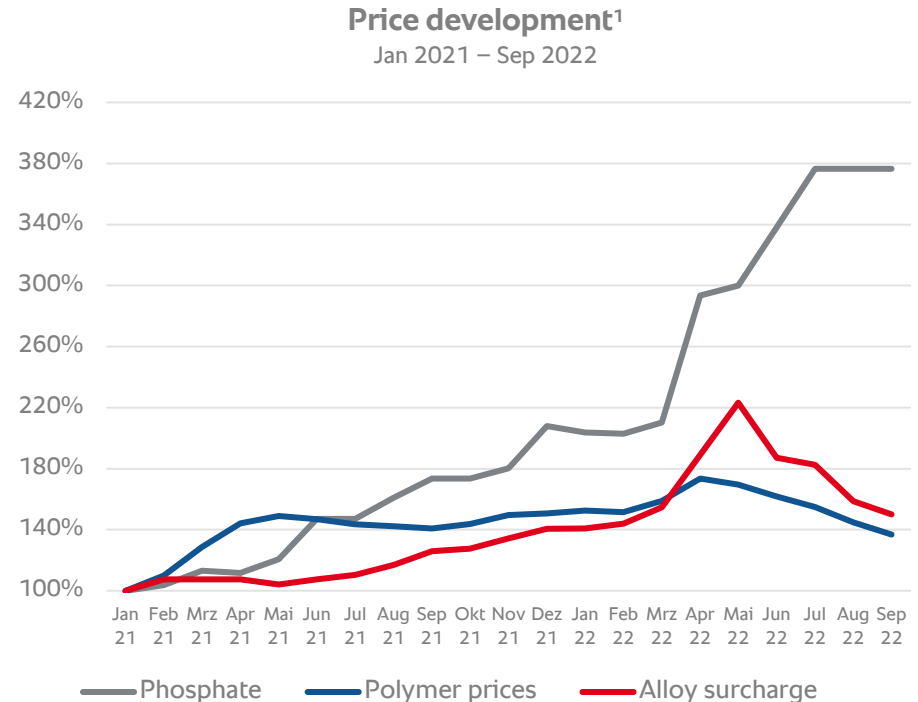
- > In **some markets** (e.g. UK) new orders can be **delivered** within **4-8 weeks**.
- > We expect **lead times** and partially order backlog to get **back to pre-crisis level** in **Q1 2023**.
- > Number of **semi-finished iCombi units** at around **6,200** (-20 % vs. **December 2021**)
- > **No more semi-finished iVario units.**

Orders Sales revenues Order backlog

Prices of raw materials and components stabilised in Q3 2022

Cost pressure on suppliers due to inflation and energy costs is a challenge

- › After the peaks in spring, **some raw materials stabilized.**
- › With the prices increases for our own products, we see a **stabilizing effect of our gross margin.**
- › The **impact of high energy costs and wage inflation** next year is **difficult to predict.**
- › **Balancing price effects on sales and raw material purchases will remain our focus** in the coming months.



Gross margin in Q3 increased vs. the low level of Q2

High sales volume brings EBIT margin to 25.6% in Q3 / YTD 22.3 %

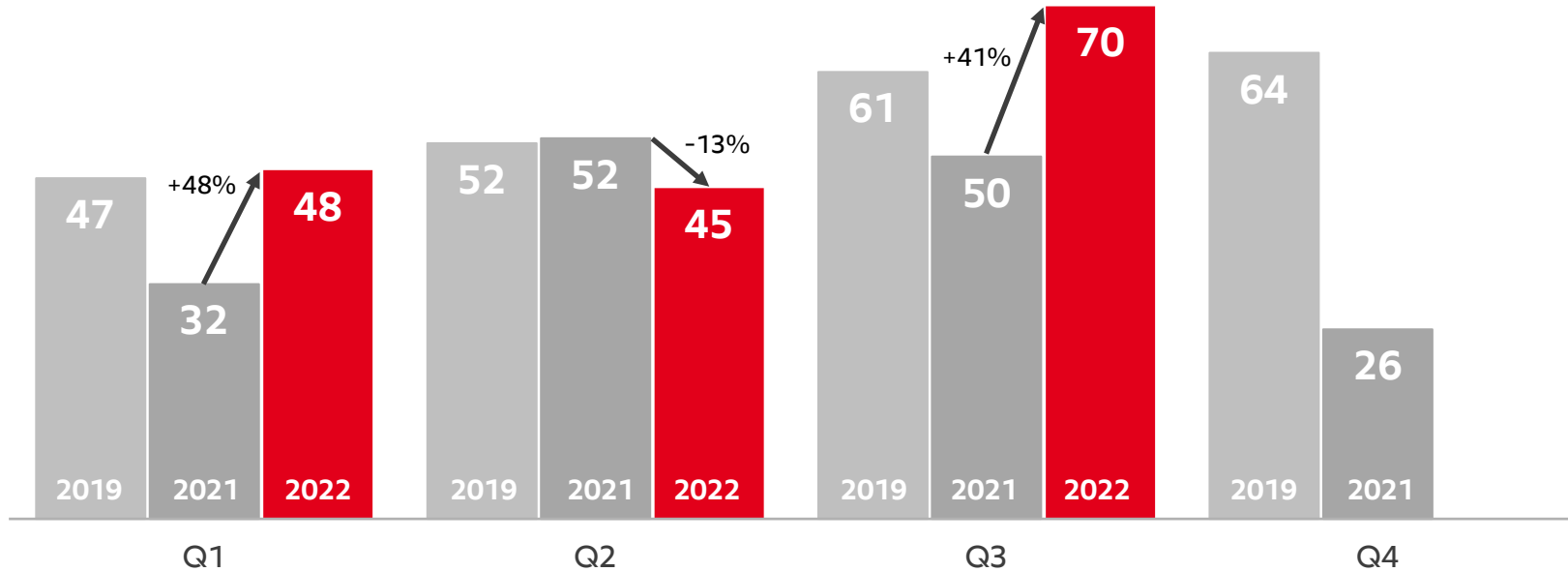
| in mEUR | 9M 2022 vs. 9M 2021 | | Change Margin Impact ¹ | |
|---------------------------|---------------------|--------------|-----------------------------------|--------------|
| | 9M 2022 | 9M 2021 | | |
| sales revenue | 732 | 586 | +25% | --- |
| COGS | -335 | -258 | +30% | -1,7% |
| Gross Profit | 397 | 328 | +21% | --- |
| Gross Margin | 54,3% | 56,0% | --- | --- |
| Sales and Service | -170 | -135 | +26% | -0,2% |
| R&D | -32 | -33 | -4% | +1,3% |
| Administration | -34 | -29 | +17% | +0,3% |
| Operating Expenses | -237 | -198 | +20% | +1,4% |
| Other operating inc./exp | 1 | 1 | --- | -0,1% |
| Currency Result | 2 | 2 | --- | -0,1% |
| EBIT | 163 | 134 | +22% | --- |
| EBIT Margin | 22,3% | 22,9% | --- | -0,5% |

- > **Gross margin:** YTD still below PY due to time lag of unit price increases (high order backlog).
- > **OPEX Sales and Service:** Increasing freight costs, marketing expenses, customer visits and travel.
- > **EBIT:** New absolute record for 9M EBIT margin Q3 at 25.6%.
- > **FX:** Weak EUR contributes to EBIT growth by around 10%.

¹in percentage points

EBIT of 70 mEUR in 9M marks new all-time high

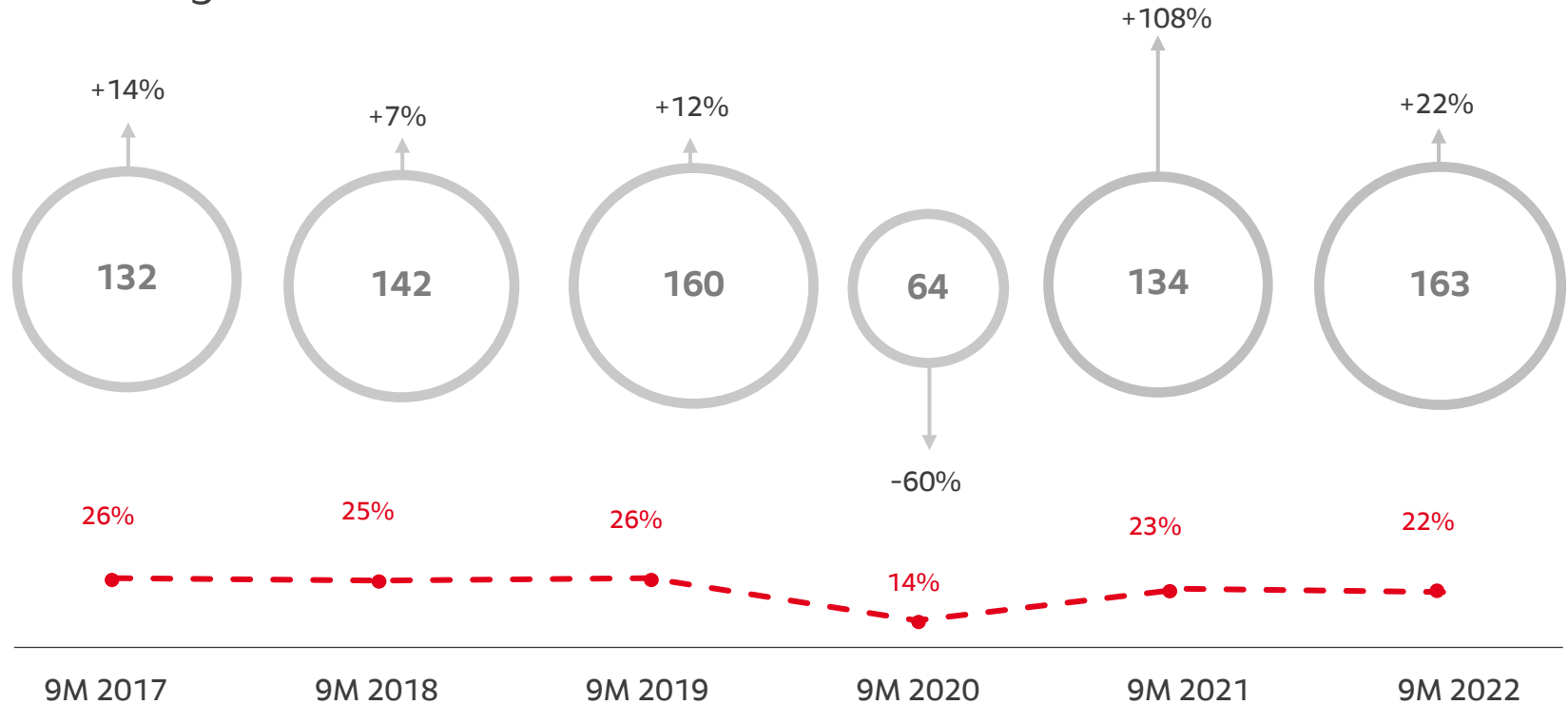
EBIT margin recovers in Q3 2022



EBIT in mEUR
EBIT growth in %

EBIT on all-time high with 22% growth

EBIT margin at 22% in 9M 2022



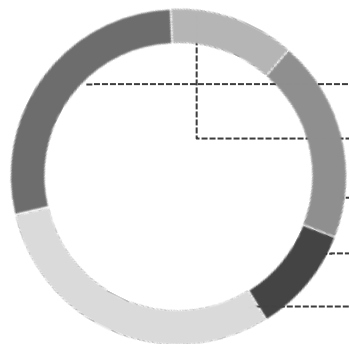
EBIT in mEUR

EBIT margin in %

EBIT growth in %

Solid balance sheet provides security and flexibility

High equity ratio and liquidity



in mEUR

Non-current assets

Inventories

Trade receivables

Other assets

Liquid funds

Total assets

9M 2022

9M 2021

234

216

101

77

163

117

86

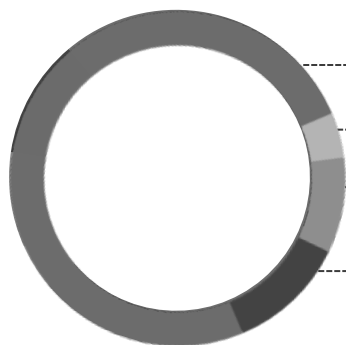
44

252

307

836

761



Equity

Non-current liabilities

Current provisions

Current liabilities

Equity & liabilities (total)

613

581

33

35

85

67

105

78

836

761

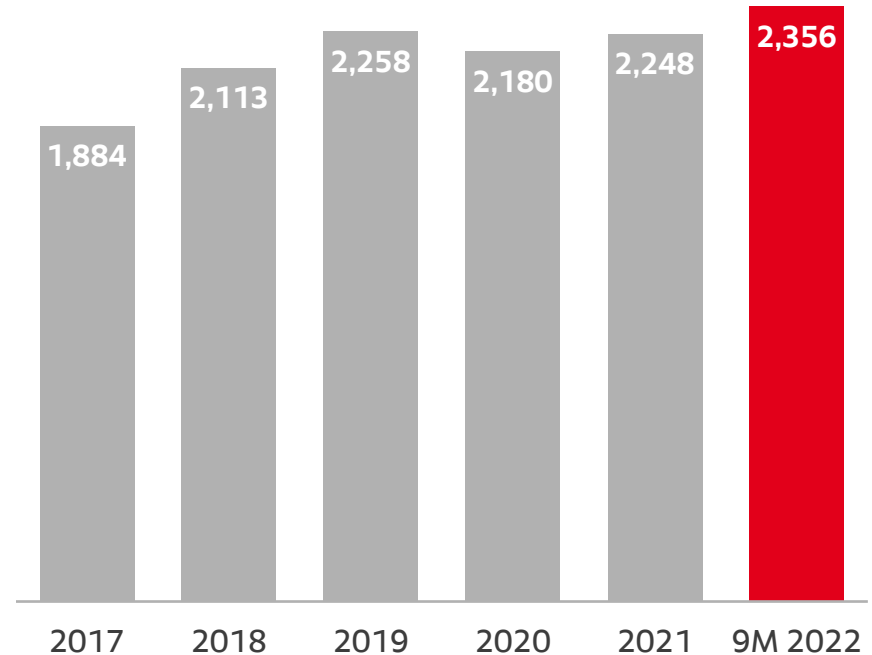
Employee satisfaction remains on high level

87% of our employees are proud to work for RATIONAL

This summer we again conducted a global **employee satisfaction survey**.

The three main strengths of RATIONAL are

- › the **satisfaction of employees** with their **working relationship**,
- › the good **teamwork** and
- › the **trusting and open atmosphere** created by our managers.



Sales revenue and profit outlook for 2022

2022 expected to develop better than originally forecasted

- › **Material availability** has **improved** since August, leading to higher production and sales volumes. This is expected to continue in Q4 2022.
- › In addition, **strong after-sales business, price increases** and **FX effects** continued to contribute to this encouraging profit development.
- › Provided that there is not serious deterioration in the supply situation and the macroeconomic situation, we expect **sales growth of 23% to 28%** compared to previous year and an **EBIT margin** of between **21.5% and 22.5%** for FY22.

New format – RATIONAL IR Talks

Regular Investor Relations communication in turbulent times

- › Quite successful response in recent weeks with about 50 participants in 4 IR Talks.
- › With this format we want to provide basic insights into the RATIONAL business model, but also talk about current topics.
- › For next year, we plan to hold so-called FOLLOW-UP talks about a week after an announcement to discuss open topics and questions that arise.
- › In addition, we want to offer so-called FOCUS Talks in the future e.g., sales process, iVario, ConnectedCooking...
- › We would like to invite you to our next talks on 24 November or 15 December.

Next IR Talks: / 24.11. / 15.12.2022 / 2023 tbd

Disclaimer

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