

# Letter from the Executive Board on the first half year 2023



“Our focus on a basic human need, our customer and employee satisfaction, and our financial strength are a major advantage, including and especially during uncertain economic times.”

**Dr Peter Stadelmann**  
CEO RATIONAL AG

**Dear Shareholders,  
Customers and Business Partners,**

In the past six months, we have taken an important step in returning to normal business activities. Our delivery times have been reduced, orders on hand have continued to decline, the supply chains are working reliably again, and the last partially finished appliances have been completed and sold.

Internal projects, too, were brought to completion in the first half of 2023. For example, we concluded the extension of an office building in Landsberg, which had been postponed due to the coronavirus crisis, and moved into the premises in June. The modern office concept offers our employees friendly and flexible workplaces.

We celebrated our 50-year anniversary in a large number of national companies. This included the Open Day in Landsberg on 8 July, when we showcased for almost 7,000 visitors how we work and who we are.

Totalling 13.50 euros per share, we distributed a new record dividend for the past fiscal year to you, our shareholders.

The positive trends also reflect in the encouraging figures for the first half of the year. At 560.8 million euros, sales revenues increased by 23% in the first six months of 2023 compared with the previous year, which had been impacted by major supply restrictions. EBIT also performed well, reaching 136.0 million euros, equivalent to an EBIT margin of 24.3%.

It is also encouraging that our order situation is gradually returning to normal. Following a reduction in orders on hand by approximately 45 million euros in the first quarter of 2023, they declined by another 40 million euros in the second quarter. At a level of around 160 million euros, we believe that we are close to the new normal. We expect that our orders on hand will proportionately be slightly higher than before the coronavirus crisis. Once the order behaviour of our dealers has normalised, new orders and sales revenues should once again have an equal balance.

The large global potential for our cooking systems encourages us to expand our sales capacities and boost our sales activities. What is more, we are continuously improving our cooking systems and services. New accessories, such as the recently launched sous-vide and pasteurisation kit, bring additional benefit to industrial kitchens. They significantly increase process reliability, hygiene, shelf life and food use, thus supporting in particular food preparation in hospitals and retirement homes, where healthy, nutritious food is especially important for patients and residents.

The positive feedback from our customers is the fuel that drives us to top-class performance. Our customer Spectrum Retirement Communities in the United States is an excellent example. By creating a culinary experience with RATIONAL cooking systems, the kitchen staff enrich the lives of more than 8,000 retirement home residents at over 40 locations. The flexibility of the iCombi and iVario allow the staff to offer 25 à-la-carte dishes. According to Rachel Boynton, the employee responsible for food and beverages, there are no long waiting times. Have a look at our **website** to see how Rachel and her team make the retirement home residents smile every day when they serve their food.

Lastly, I want to extend our sincere thanks to you, our shareholders, for the trust you have shown us. Thank you for remaining loyal to us during this remarkable time. And I want to say thank you once again particularly to our customers and all RATIONAL U.i.U.s. This positive performance would not have been possible without their trust and the incredible commitment of all colleagues.

Best regards,

A handwritten signature in black ink, appearing to read "P. Stadelmann". The signature is fluid and cursive, with a stylized flourish at the end.

**Peter Stadelmann**  
CEO RATIONAL AG