

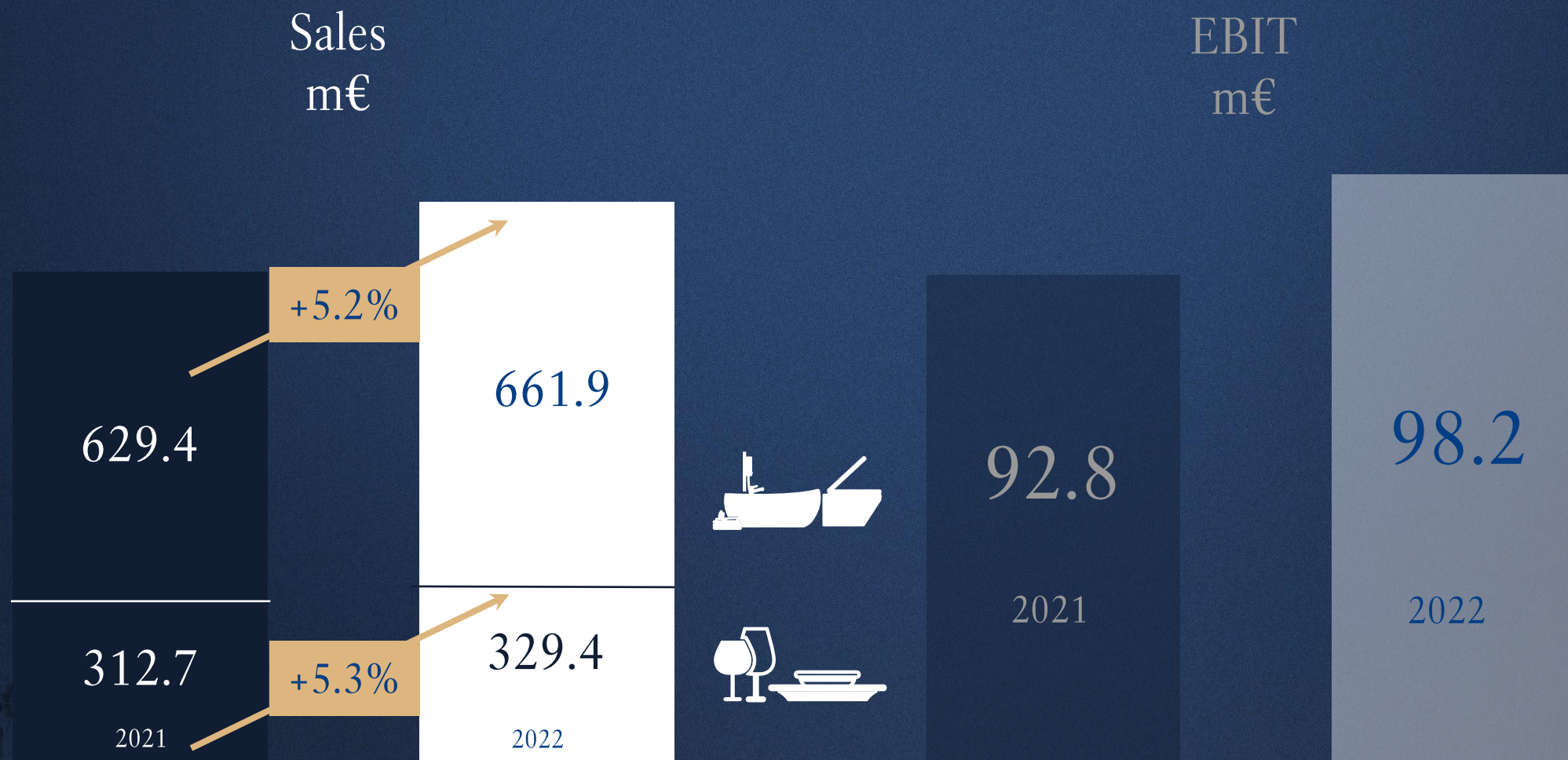
Mettlach, 02.03.2023

Villeroy & Boch

Annual Press Conference



Both divisions grew to the same extent



Both divisions grew to the same extent



Sales development in the world regions

Sales
in m€

	2022	Δ %vs. PY
Villeroy & Boch Group	994.5	+ 5.2 %
EMEA	793.6	+ 2.2 %
APAC	148.9	+ 26.1 %
Americas	47.6	+ 2.6 %

Return of physical retail

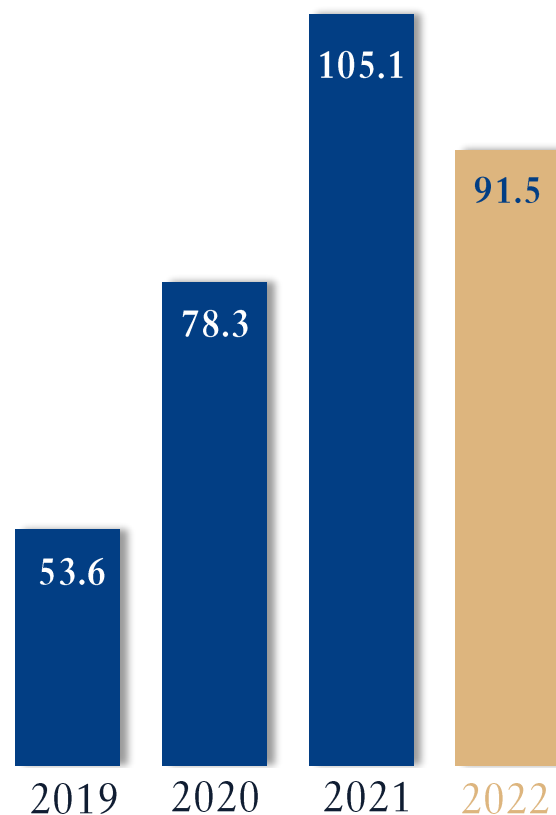


	Sales in m€	2022	
		2022	Δ %vs. PY
UB Dining & Lifestyle		329.4	+ 5.3 %
Wholesale		133.7	+ 12.6 %
Project Business		32.8	+ 46.9 %
Own Retail		71.4	+ 9.0 %
E-Commerce		91.5	- 12.9 %

E-Commerce: Calming down after two years of hype

Sales in E-Commerce

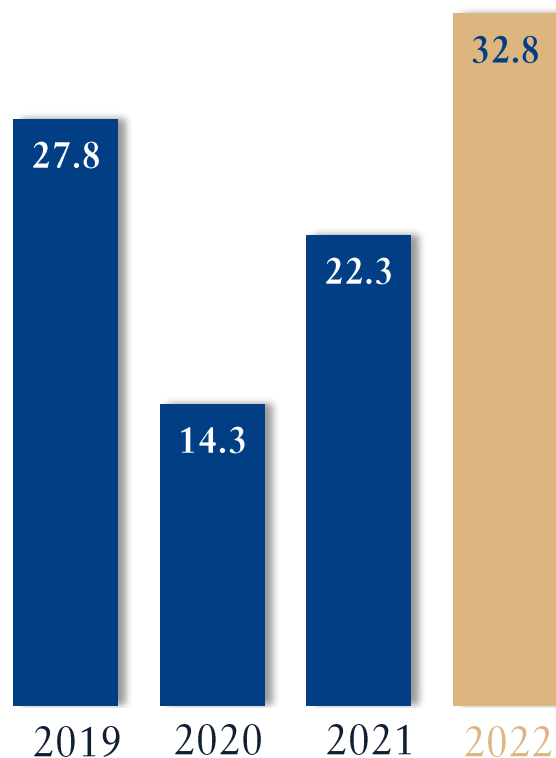
in m€



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Project Business recovers from the crisis

Sales in Project Business
in m€



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Return on net operating assets at a sustainably high level

Development of return on net operating assets 2013-2022



Business Development 2022

Revenues 5.2 %
above previous
year

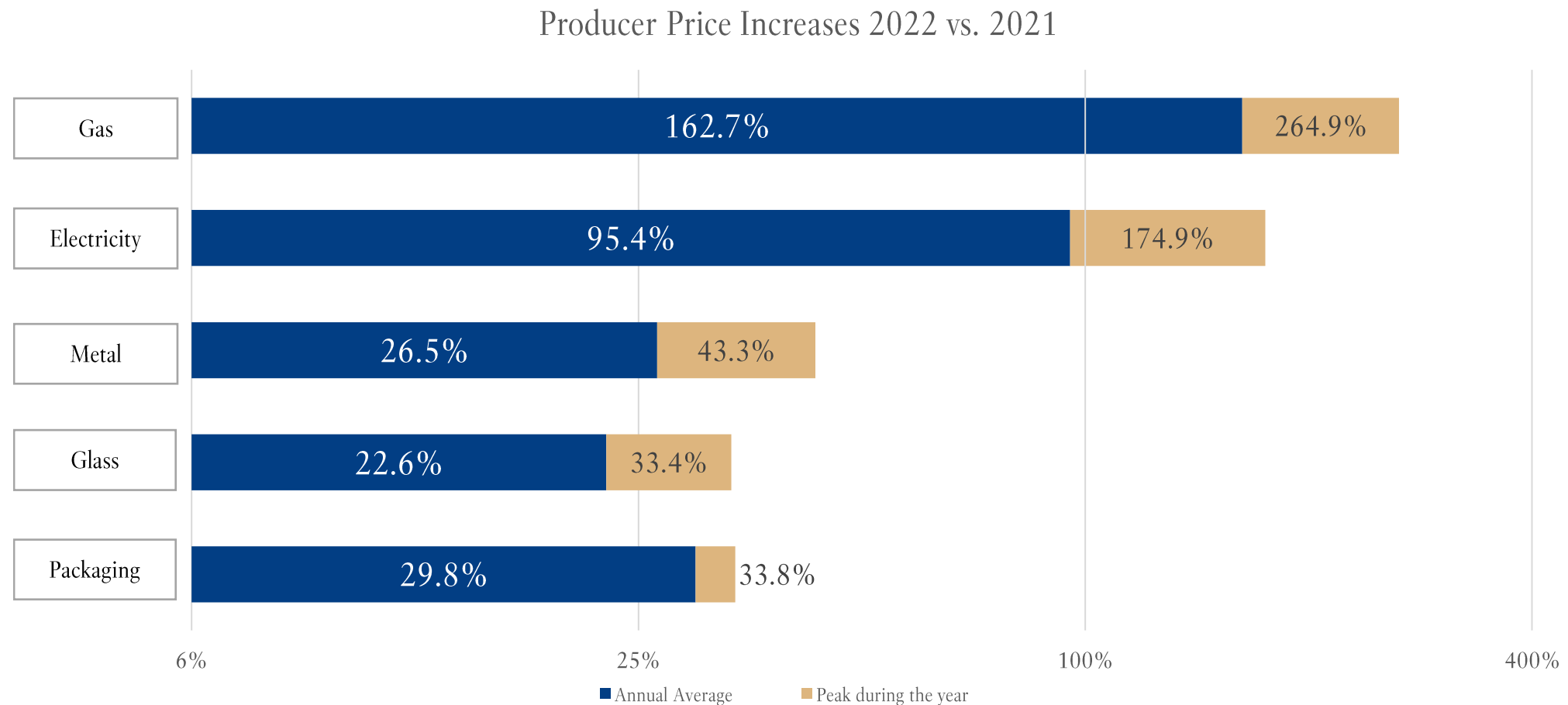
275 YEARS Creating
Homes

Villeroy & Boch
1748

Income Statement
in m€

	2022	2021
Revenue	994.5	945.0
Cost of Sales	-569.0	-526.7
Gross Profit	425.5	418.3

Cost increases in all areas



Structural costs at previous year's level despite inflation

Income Statement in m€

	2022	2021
Revenue	994.5	945.0
Cost of Sales	-569.0	-526.7
Gross Profit	425.5	418.3
Selling, Marketing and Development Costs	-271.7	-269.7
General administrative Expenses	-48.4	-48.3
Other operating Income/Expenses	-8.6	-9.8
	<u>328.7</u>	<u>327.8</u>

EBIT up 7 % on
previous year
despite cost
inflation

Income Statement
in m€

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Operatives Result (EBIT)	98.2	92.8
Non-operating Result	-1.4	-2.3
EBIT	96.8	90.5

+7.0 %

Financial result
improved by 3.5 m€
compared to
previous year

Income Statement
in m€

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EBIT	96.8	90.5
Financial Result	-1.5	-5.0
EBT	95.3	85.5

Tax expense reduced despite increased result

Income Statement in m€

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Financial Result	-1.5	-5.0
EBT	95.3	85.5
Income Taxes	-23.8	-25.0
Tax Rate	25.0 %	29.2 %

Significant increase in consolidated net profit

Income Statement in m€

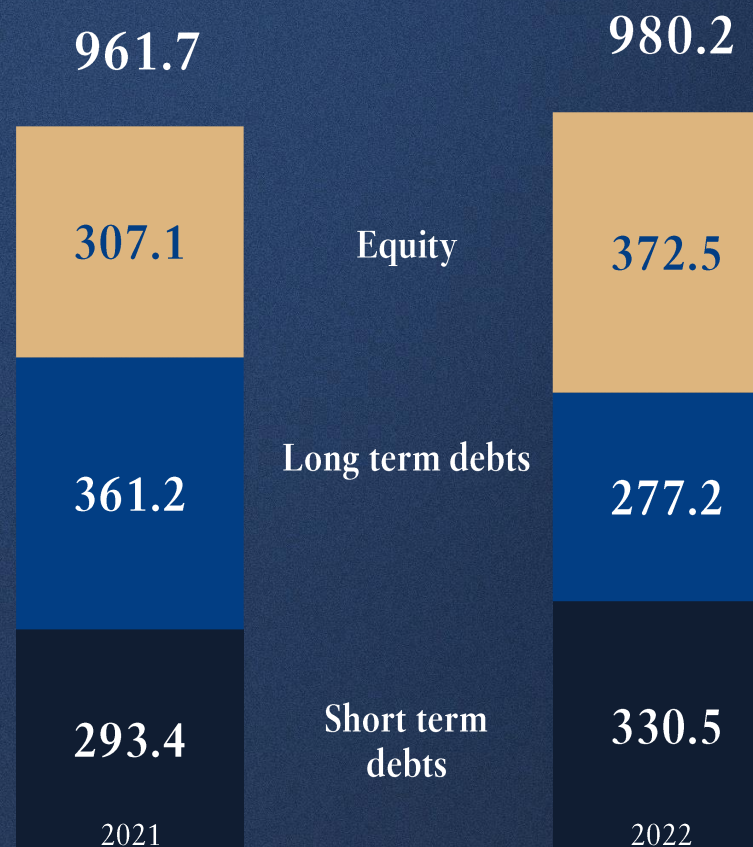
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EBT	95.3	85.5
Income Taxes	-23.8	-25.0
Group Result	71.5	60.5

Balance sheet total slightly increased

Assets (in m€)



Equity and Liabilities (in m€)



Risk provisioning through inventory build-up

Assets (in m€)



Moderate increase



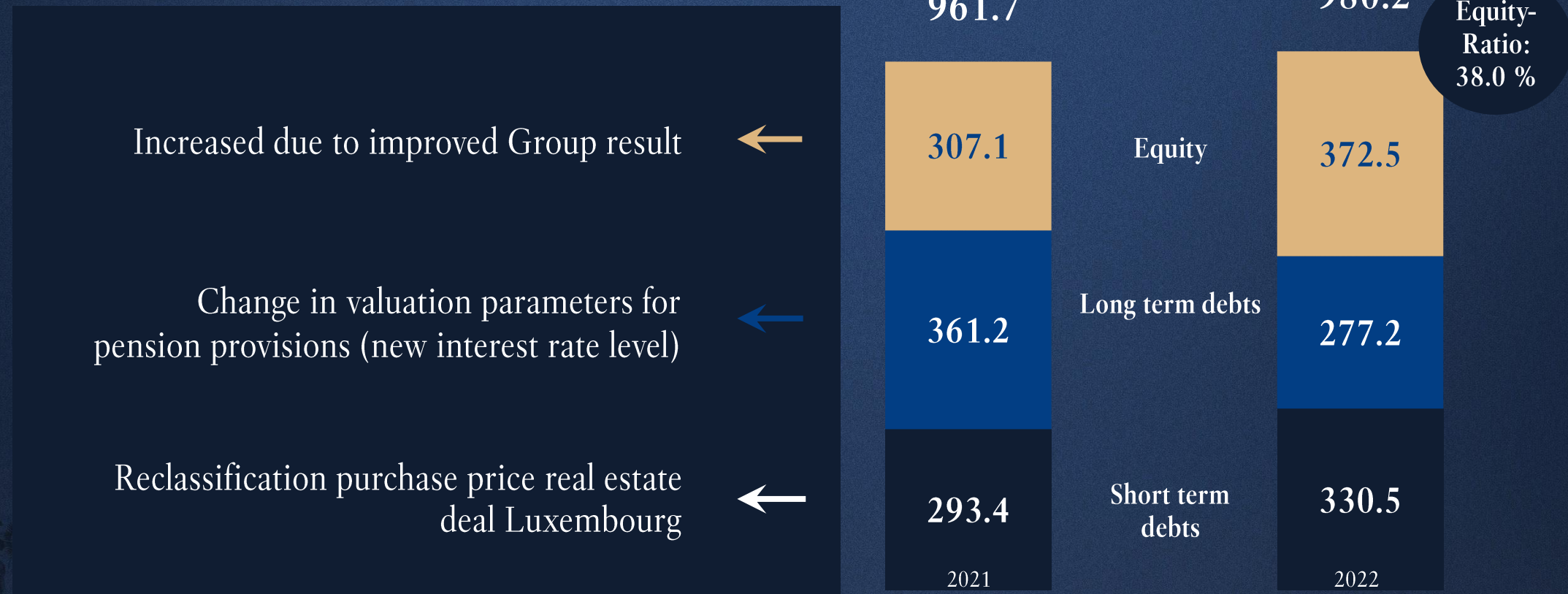
Build-up of inventories for risk provisioning ("gas shortage situation")



Reduction in cash and cash equivalents due to increase in inventories

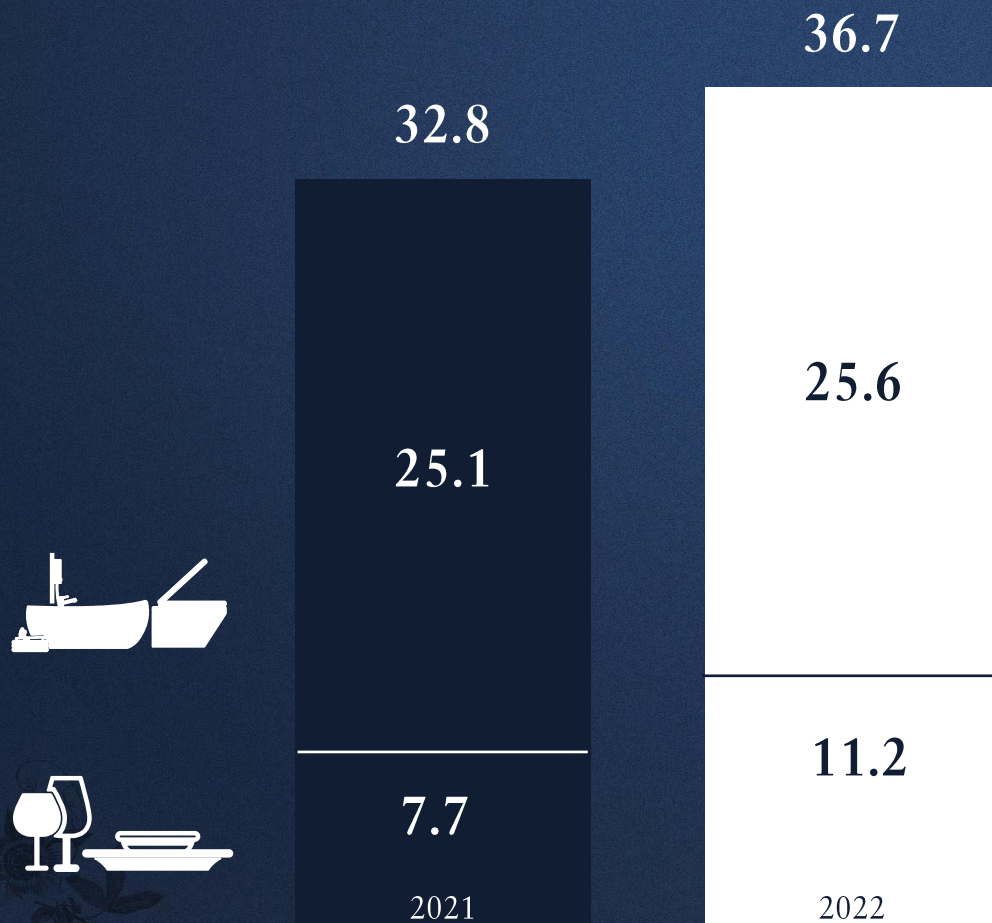
Equity ratio increased by 6 percentage points

Equity and Liabilities (in m€)



Investment volume significantly increased compared to previous year

Investments in m€



Major Investment 2022



Bathroom & Wellness

- New die-casting plant at our Hungarian plant in Hódmezővásárhely
- Energy optimisation EnerVit Kiln



Dining & Lifestyle

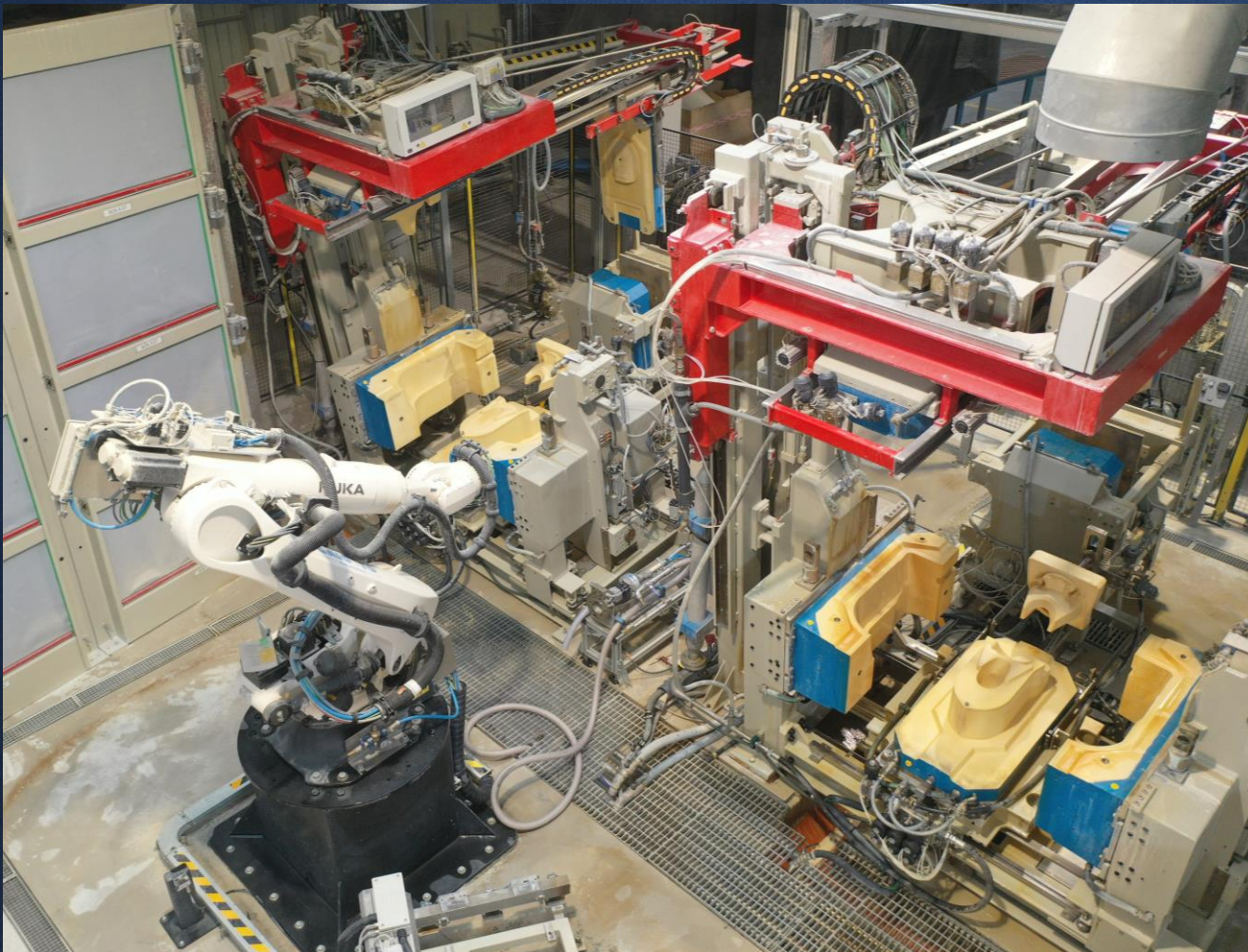
- Investments in the production of our plants in Merzig and Torgau as well as in the logistics centre Merzig
- Installation of a PV system

Business Development 2022

275 YEARS Creating
Homes

Villeroy & Boch
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B & W: New die-casting plant



Investment in the
Hungarian plant

Hódmezővásárhely ◦

Business Development 2022

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EnerVit Kiln. Investments for CO₂-reduction



Investments in the
German plants

Torgau ◦
◦ Mettlach

Business Development 2022

275 YEARS
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Installation of photovoltaic systems



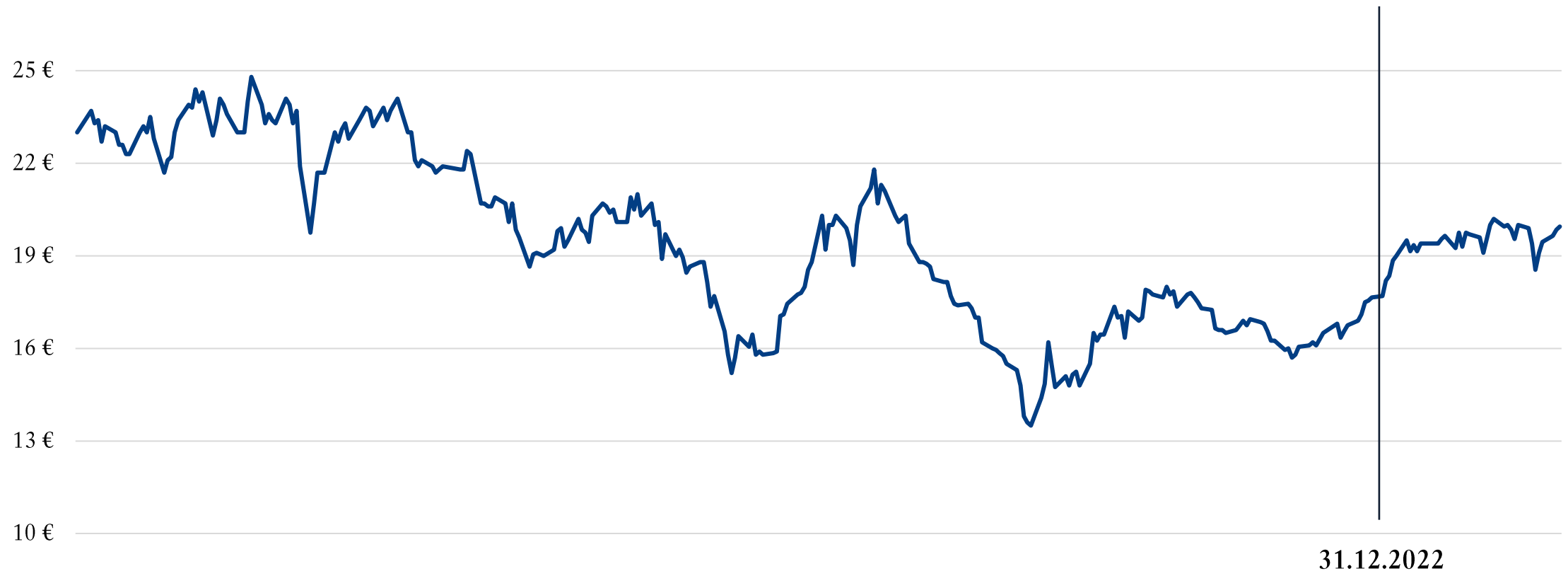
Investments in Germany and Hungary

○ Merzig

Hódmezővásárhely ○

Share price rises again after low

Development of the Villeroy & Boch Share – Period 30.12.2021 to 01.03.2023



Earnings per share and dividend proposal

	2022	2021
Earnings		
per preference share	2.72 €	2.30 €
per ordinary share	2.67 €	2.25 €

Dividend		
per preference share	1.20 €	1.00 €
per ordinary share	1.15 €	0.95 €

Forecast 2023: Slight increase in sales expected

	Actual 2022	Forecast 2023
Sales →	994.5 m€	+4 % to +7 %
Operating EBIT →	98.2 m€	On previous year's level
Return on net operating assets →	31.5 %	Reduction by > 5 percentage points
Operating Investments (without Leasing) →	36.8 m€	More than 50 m€