

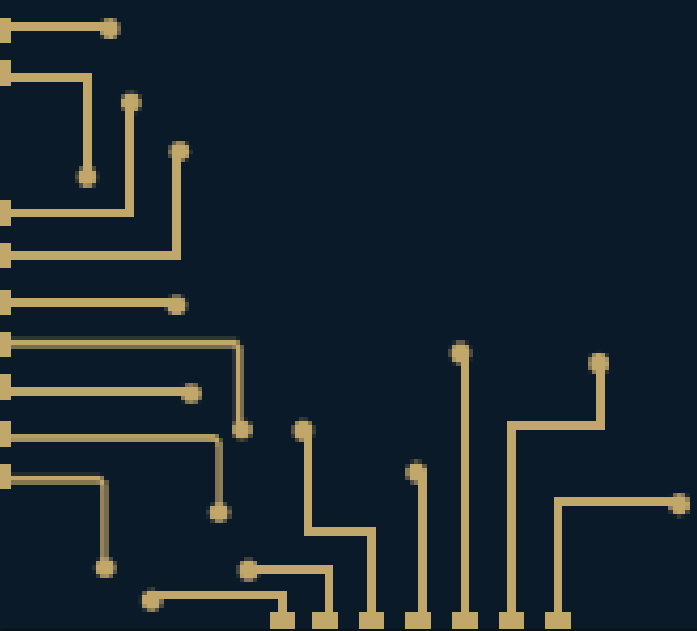


THE PLATFORM GROUP

INVESTOR PRESENTATION

PRELIMINARY FINANCIAL RESULTS FOR THE
2025 FINANCIAL YEAR, AEP & OUTLOOK 2026

JANUARY 27, 2026





PLATFORM GROUP

INTRODUCTION & UPDATES





OUR MANAGEMENT STRUCTURE

Supervisory Board



Stefan Schütze
Chairman

Managing Partner of C3 Management, >20 years in executive and supervisory roles

Marcel Roessner

C-level member in the luxury and ecommerce sector

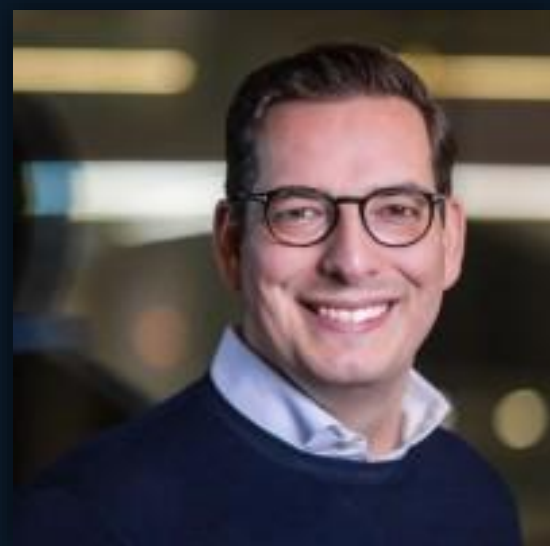
Florian Müller

Entrepreneur and experienced C-Level Manager

Dr. Olaf Hoppelshäuser

Member of the Board of Directors at Alliance Group

Our Management



Dr. Dominik Benner
CEO (board)



Sarah Millholland
Chief Human Resources Officer



Sven Schumann
Chief Portfolio Manager



Frederic von Borries
Chief Platform Officer



Bjoern Minnier
M&A / Finance

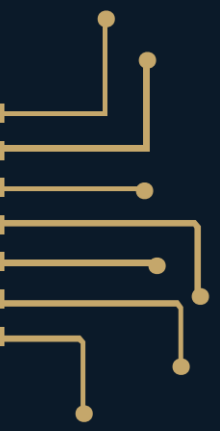


Sven Hülsenbeck
Chief Technology Officer



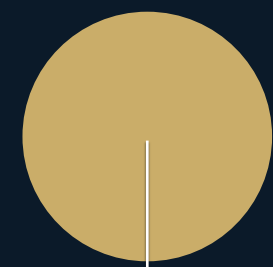
Christoph Wilhelmy
Chief Operative Officer

Strategic and operational responsibilities are led by seven experienced managers, ensuring depth and continuity across the group



COMPANY HISTORY: THE PLATFORM GROUP

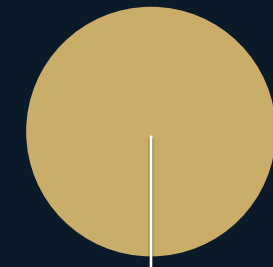
TPG MILESTONES: FROM LEGACY TO GLOBAL PLATFORM



2012

Digital Transformation

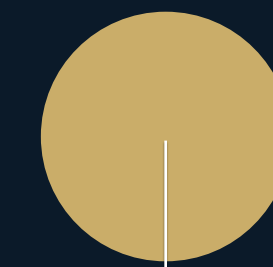
Dr. Dominik Benner pivots the 1882 founded **family shoe business to online**, launching Schuhe24 and founding the **roots of The Platform Group**.



2025

Ecosystem Expansion

TPG operates **34 platforms**, connecting over **16,600 merchants** and **6 million customers** across Europe, powered by its proprietary **TPG ONE software** platform.

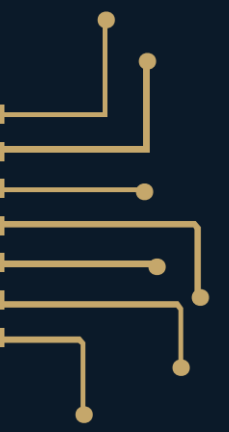


2030

Vision for Growth

TPG aims to connect **over 40,000 merchants** with operations across **>50 industries** and expand into **North America**, leveraging AI for margin expansion.





VALUE CREATION

OUR UNIQUE SYSTEM TO CONNECT PARTNERS AND CUSTOMERS WORLDWIDE



KEY FEATURES



ASSET LIGHT



SOFTWARE ENABLED



PROCESS EXCELLENCE



PARTNER CENTRIC



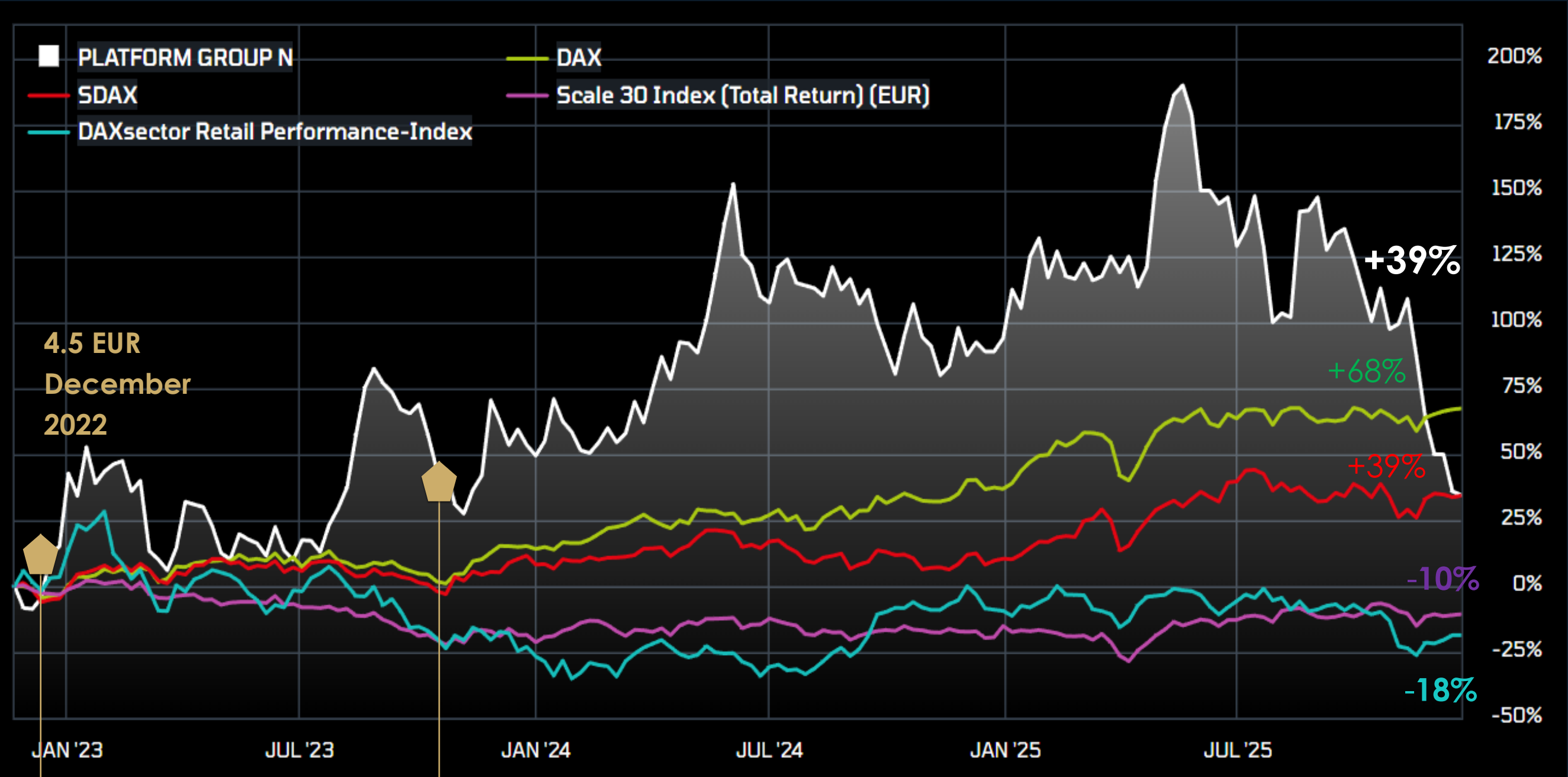
STRATEGY DRIVEN



TPG'S SHARE DEVELOPMENT

DEVELOPMENT OF SHARE SINCE 12/2022 & TRADING VOLUME

SHARE DEVELOPMENT SINCE DEC 2022 – DEC 2025



MARKET SNAPSHOT

Share ISIN/ Ticker:	DE000A2QEFA1 / TPG
No. of shares (m):	20.5
Market cap EUR m:	103
Freefloat MC EUR m:	33
Ø daily Trad. Vol.:	435,605
Trading venue:	XETRA, XFRA, gettex, Tradegate
Index:	Scale All Share, Scale 30
Segment:	Scale, Frankfurt Stock Exchange

RESEARCH COVERAGE

Latest Update	Institution	Price Target (EUR)
Jan 26	mwb research	19.50 (BUY)
NOV 17	First Berlin	20.00 (BUY)
NOV 17	mwb research	19.50 (BUY)
NOV 14	nuways	21.00 (BUY)
NOV 14	P. BNP Paribas	23.00 (STRONG BUY)
NOV 6	ODDO BHF	16.00 (OUTPERFORM)

Ø 19.7
TARGET PRICE
in EUR

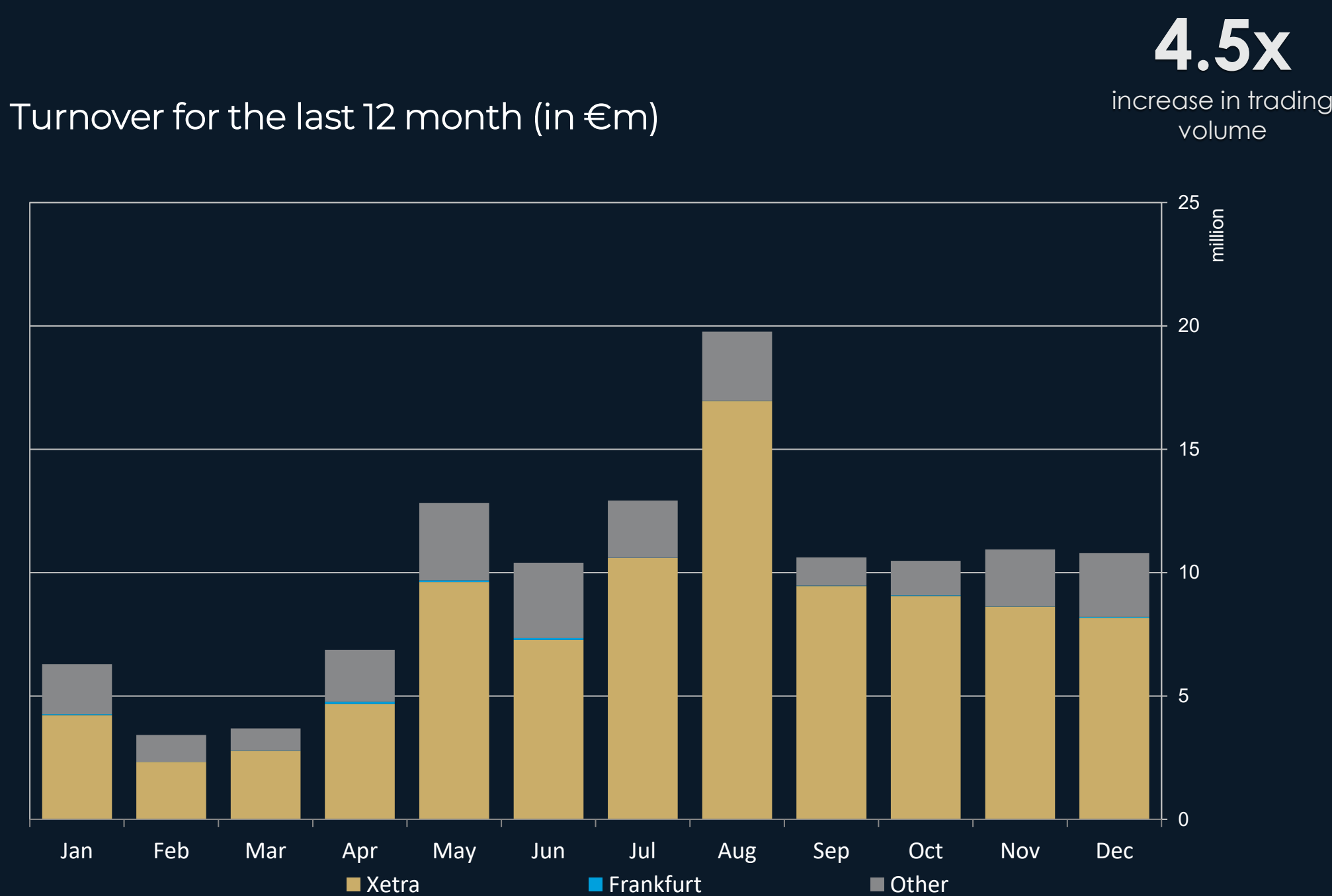
Source(s): Daily trading volume December 2025 Designated Sponsor Report BankM;; Market Cap: 30 December 2025, IPO of fashionette October 2020, XETRA Close December 30, 2025: 5.46EUR, Share price development Dec 2022 – December 30 gettex exchange, 2025, P. BNP Paribas= Portzamparc BNP Paribas



TPG'S SHARE DEVELOPMENT

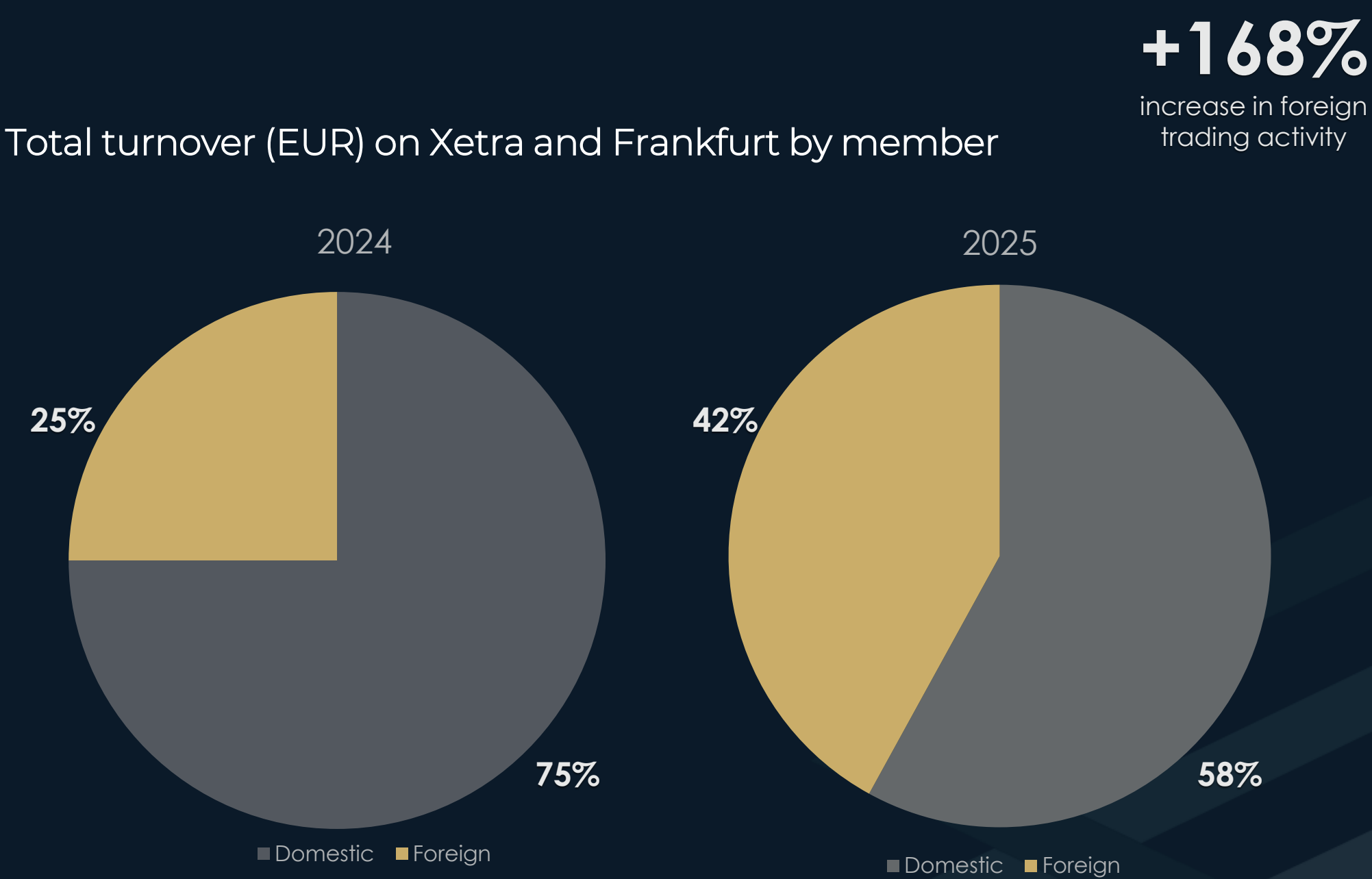
INCREASED LIQUIDITY DRIVEN BY STRONGER FOREIGN INVESTOR PARTICIPATION

LIQUIDITY CONTINUES TO STRENGTHEN



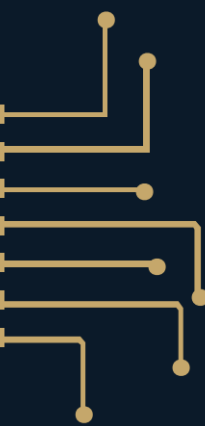
Trading volumes increased more than **4.5 times year-on-year**, with monthly averages rising from €2.3 million in December 2024 to €10.8 million in December 2025 — **averaging €9.9 million** in 2025 overall (2024: €2.4 million).

RISING INTERNATIONAL MARKET PARTICIPATION



Six roadshows and twelve conferences enabled active global engagement, translating into **broader investor participation** – clearly visible total turnover. The completed roadshows in London, Dublin, Amsterdam, Zurich, Frankfurt and Munich deepened and diversified our investor dialogue.

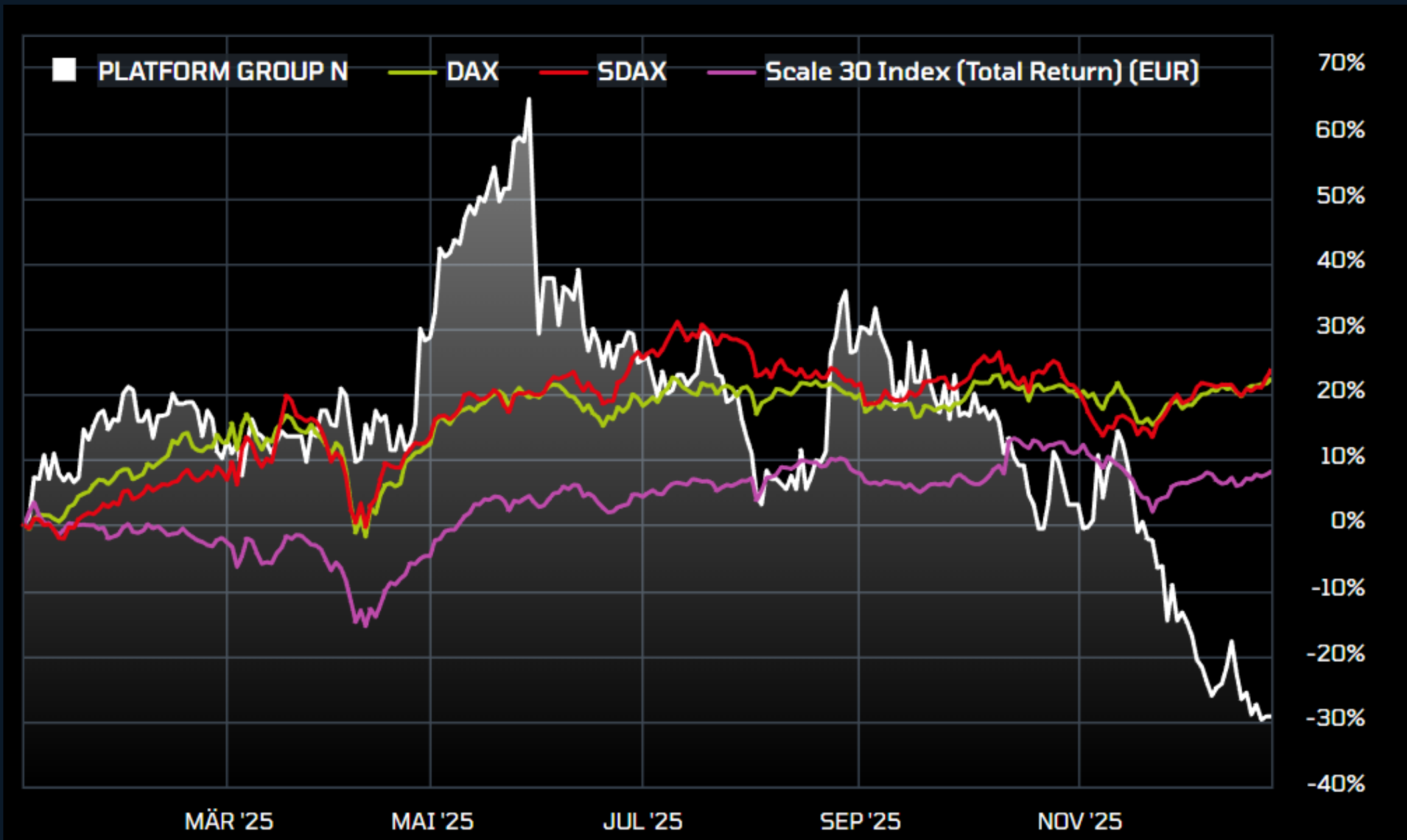




TPG'S SHARE & BOND DEVELOPMENT

TPG STOCK AND BOND WITH NEGATIVE DEVELOPMENT IN LAST 4 MONTHS

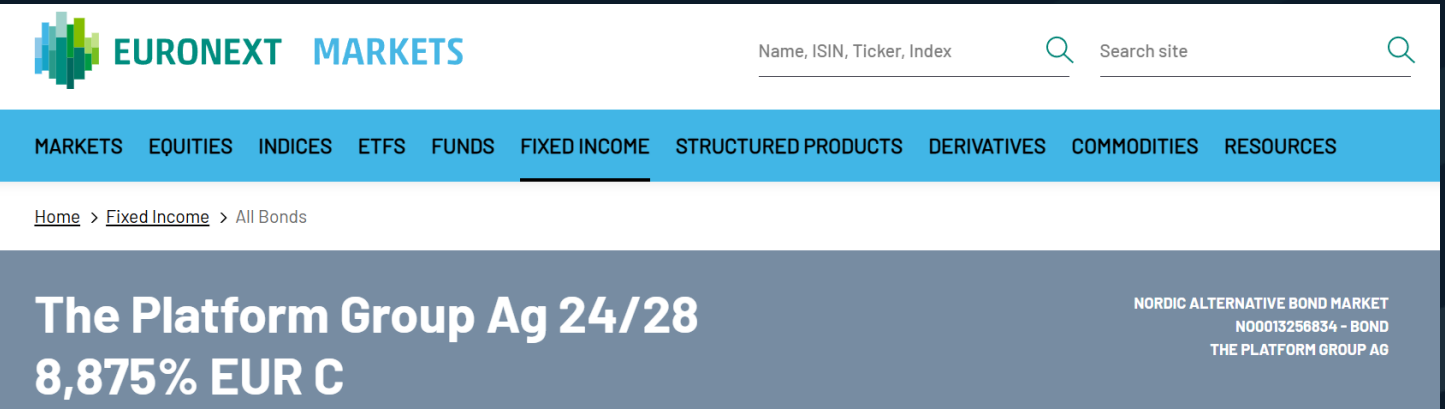
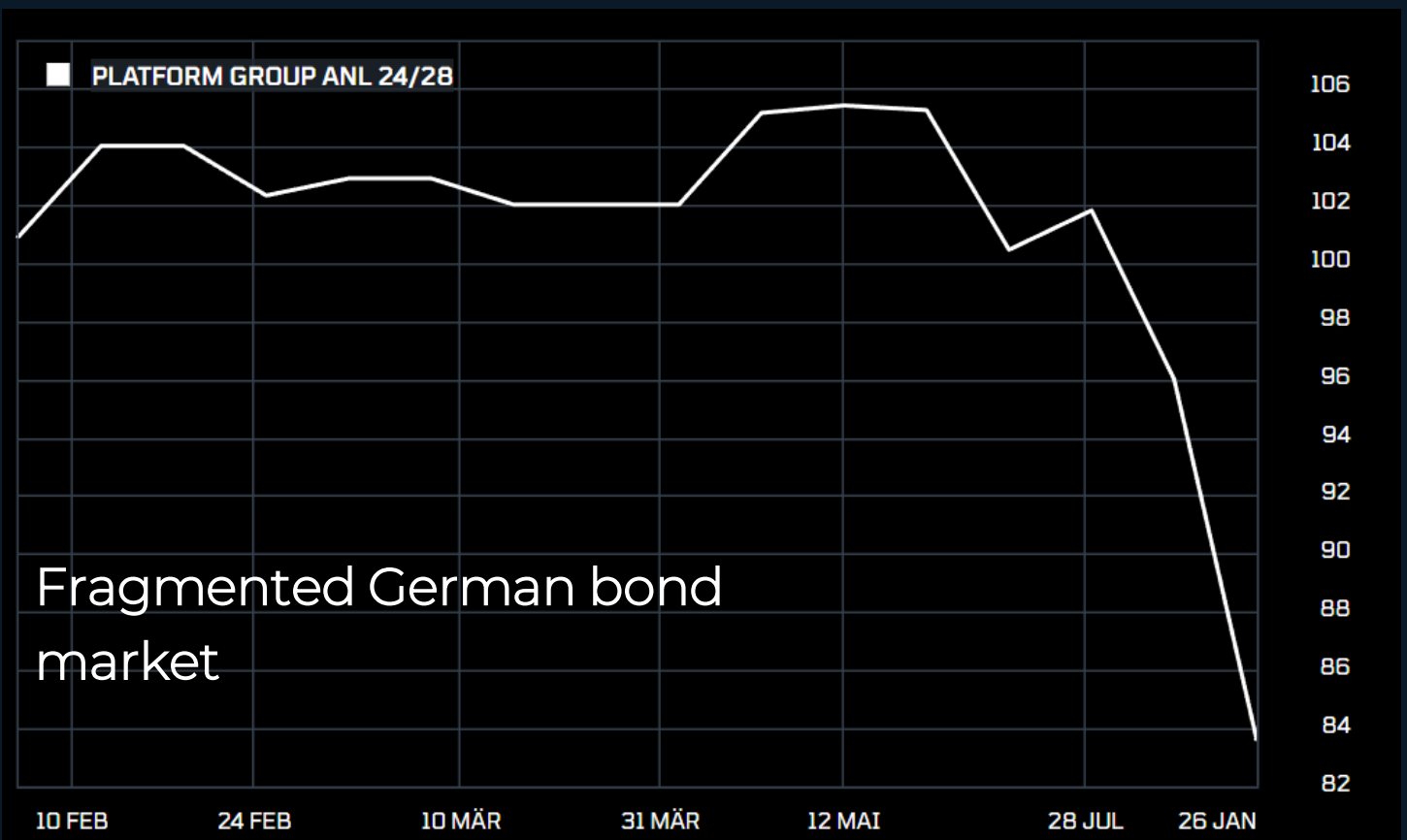
SHARE DEVELOPMENT 2025



TPG Share price 2025:

- 29%, impacted by market volatility, investor structure and one-off effects
- Focus: Execution of Vision 2030 and long-term value creation
- Improved shareholder visibility following the introduction of registered shares Jan 26

BOND DEVELOPMENT 2025



Price movements of TPG Bond:

- Price volatility driven by technical selling in fragmented German markets
- No change in fundamentals, stable pricing on Oslo Exchange (~97)





26 INDUSTRIES COVERED WITH 5 SEGMENTS

Consumer Goods



Industrial Goods



Optics & Hearing (7/2025)

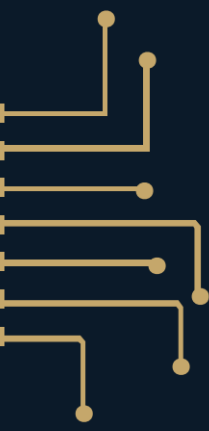


Freight Goods



Pharma & Retail Goods



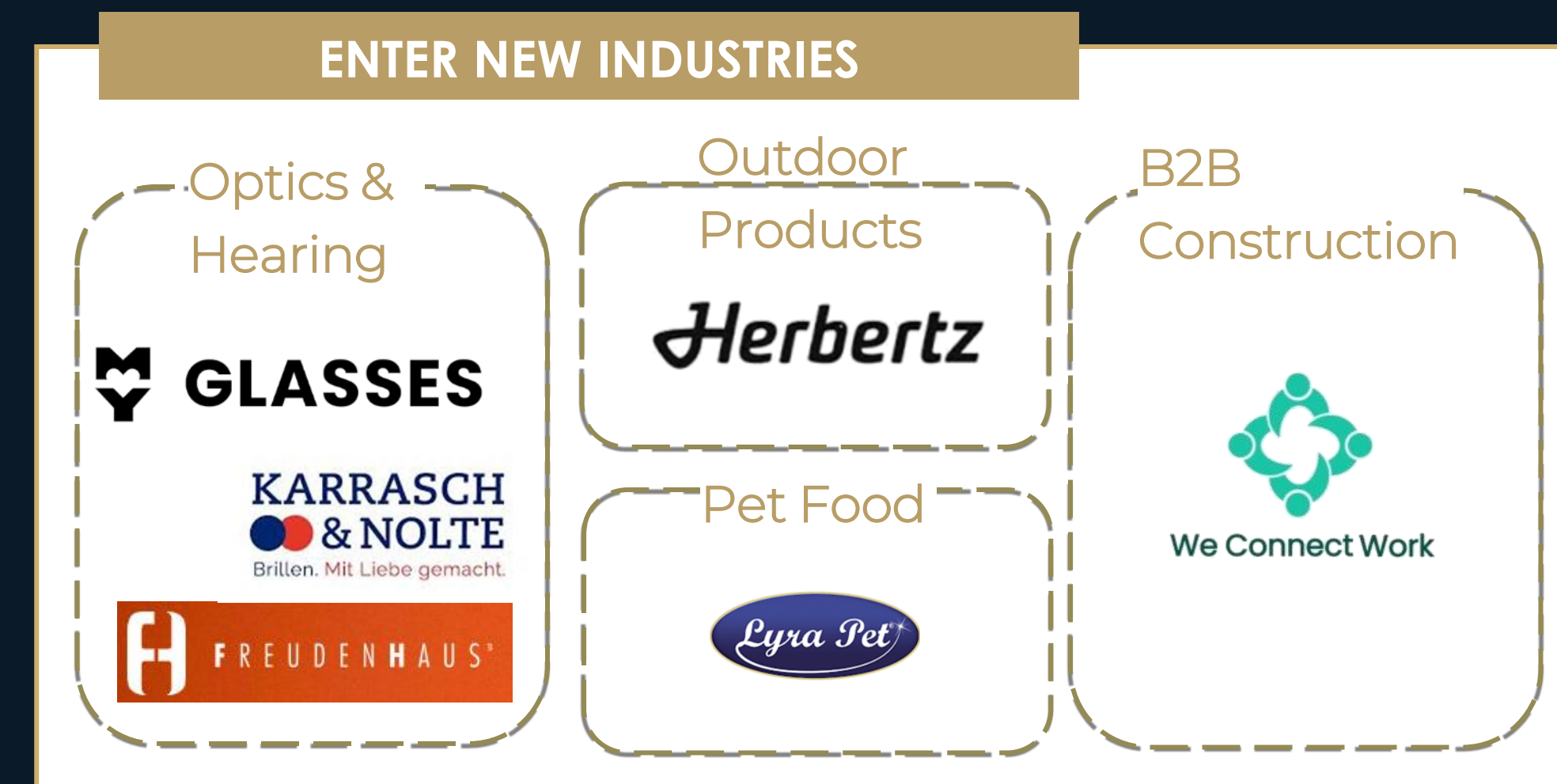


GROWTH PILLARS – HOW WE SCALE THE TPG PLATFORM

1. M&A DEVELOPMENTS 2025



- Acquire companies that deepen expertise, add supply, or expand segment/industry
- Boosts scale and performance within current sectors/industry



- Add entirely new industries/ segments to the platform
- Opens additional merchant pools, customer groups and GMV streams
- Divestment of 3 small portfolio companies in Q4 2025: Emco, Aplanta and x-mobility. Car-subscription business not in line with our expectations → consistent termination.

Every acquired company brings new partners, new products and new customers into TPG.



Source(s): Company Information, Acquisitions 2025, 2026



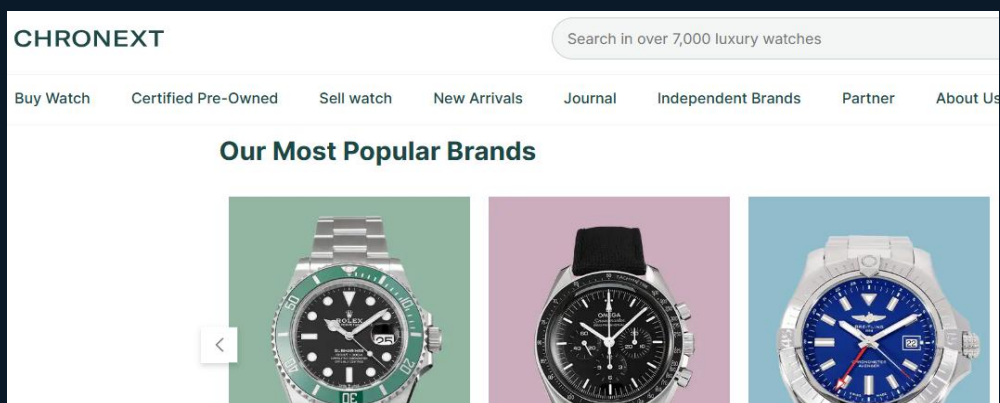
TPG'S LUXURY PORTFOLIO

LUXURY PORTFOLIO COMPLIMENTED WITH WELL SUITED ADDITIONS



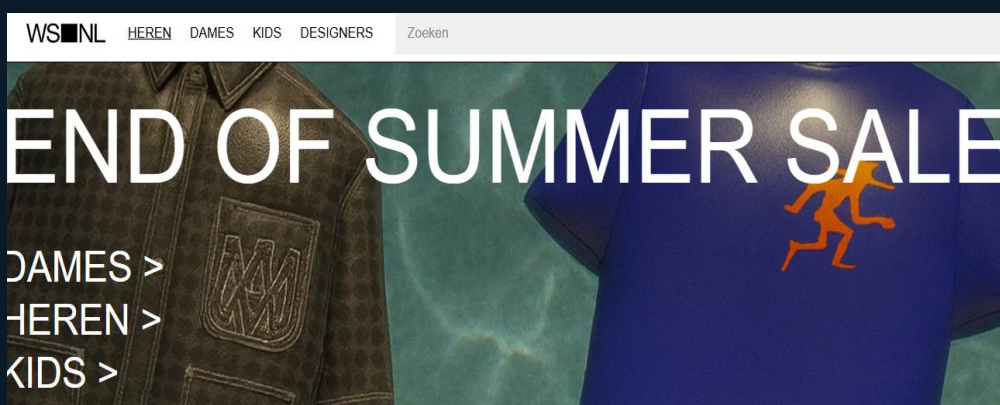
FASHIONETTE (Fashion & Vintage Luxury)

Focuses on premium & luxury fashion items, including handbags and accessories from top designers.



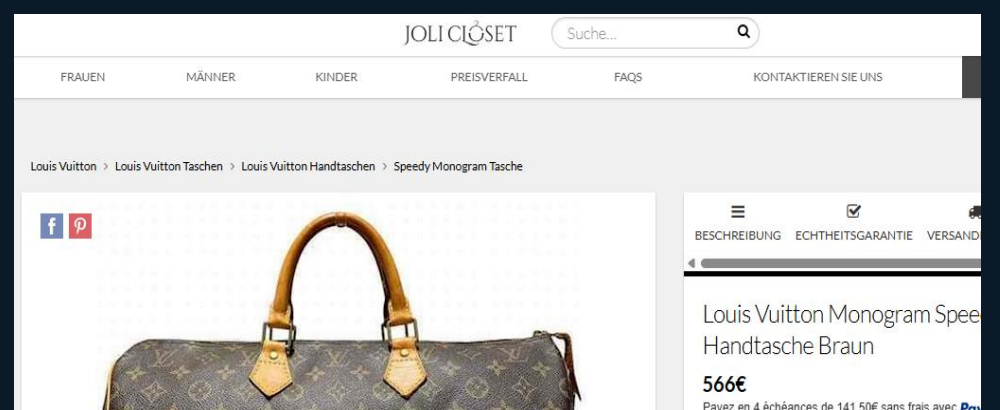
CHRONEXT (Watches)

Specializes in luxury watches, offering a curated selection from prestigious brands (Rolex, IWC, Patek...).



WINKELSTRAAT & Brandfield (Fashion & Jewelry)

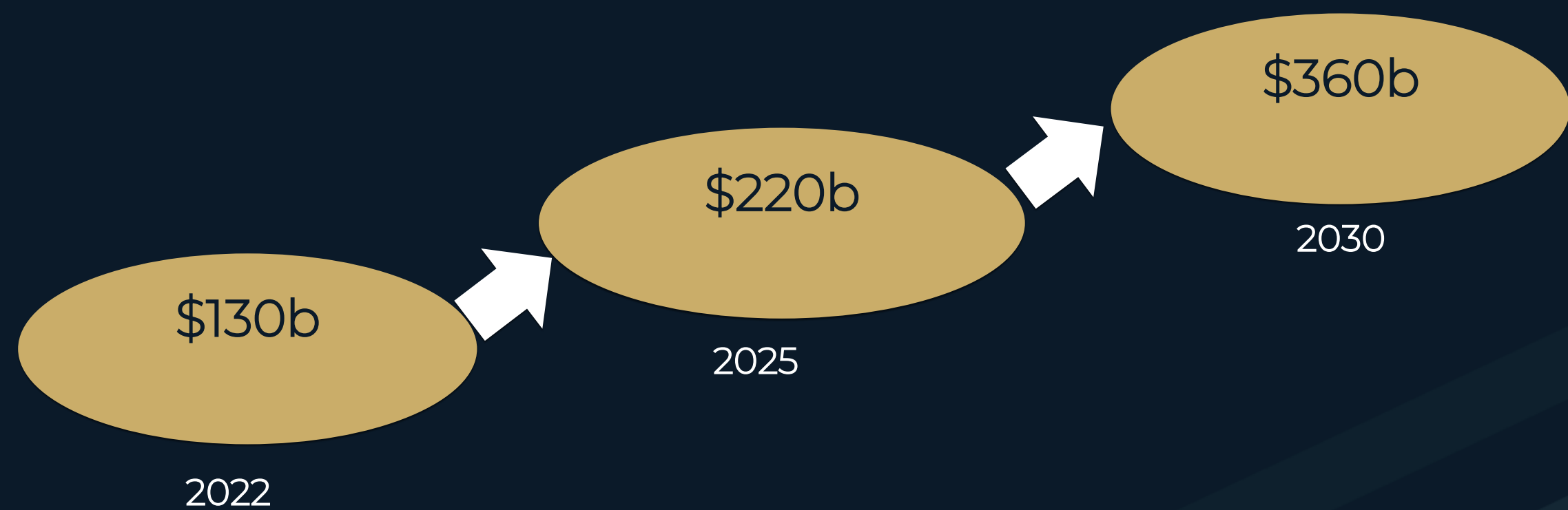
Combines premium fashion and jewelry, featuring exclusive collections and seasonal promotions.



JOLI CLOSET (Vintage Luxury)

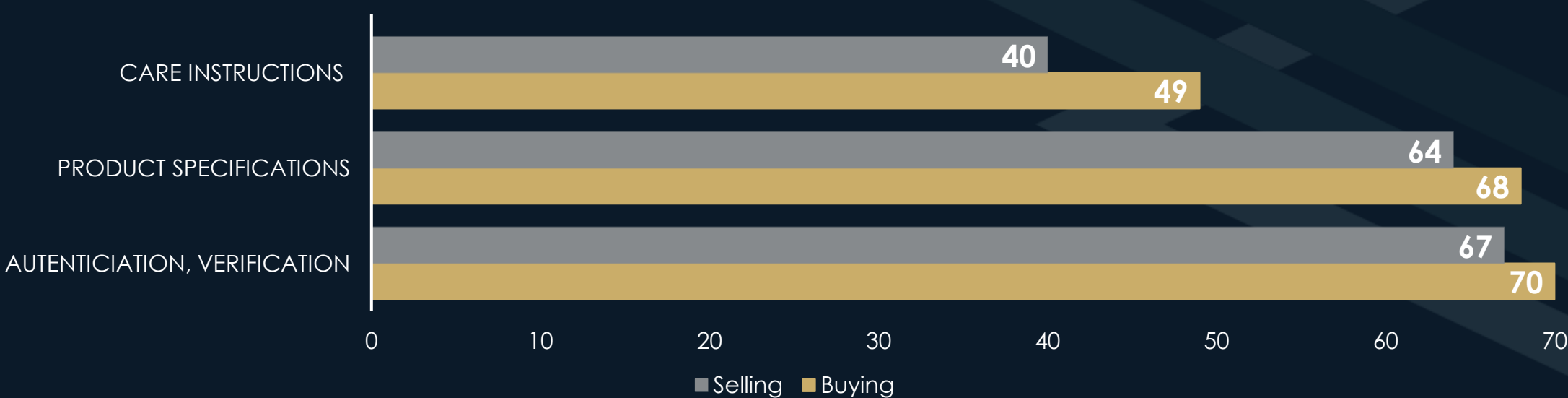
Offers vintage luxury goods, specializing in pre-owned designer pieces and rare finds (Louis Vuitton, Hermès...).

Secondhand Luxury Market is 3x faster growing than firsthand



USP TPG's own authentication, verification

Most valuable digital product passport attributes (in %)



Source(s): Company Information, BCG Study Luxury October 2025



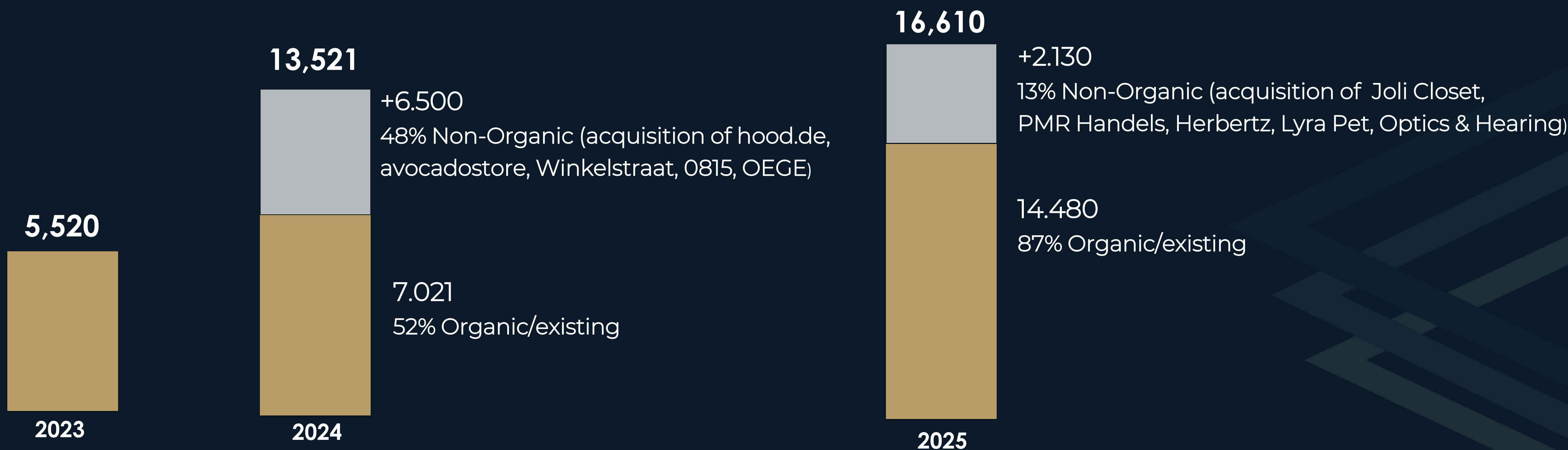


GROWTH PILLARS – HOW WE SCALE THE TPG PLATFORM

2. MERCHANT/ PARTNER EXPANSION 2025

- Growing partner base: onboarding of new retailers/ merchants into the platform ecosystem
- Software TPG One as enabler for fast onboarding and scalable business
- Local retailers can “go online” via TPG and sell their products across 50+ shops/marketplaces
- M&A: Strengthen existing verticals and enter new industries. Every acquired company brings new partners

Number of Partners, 2023–2025





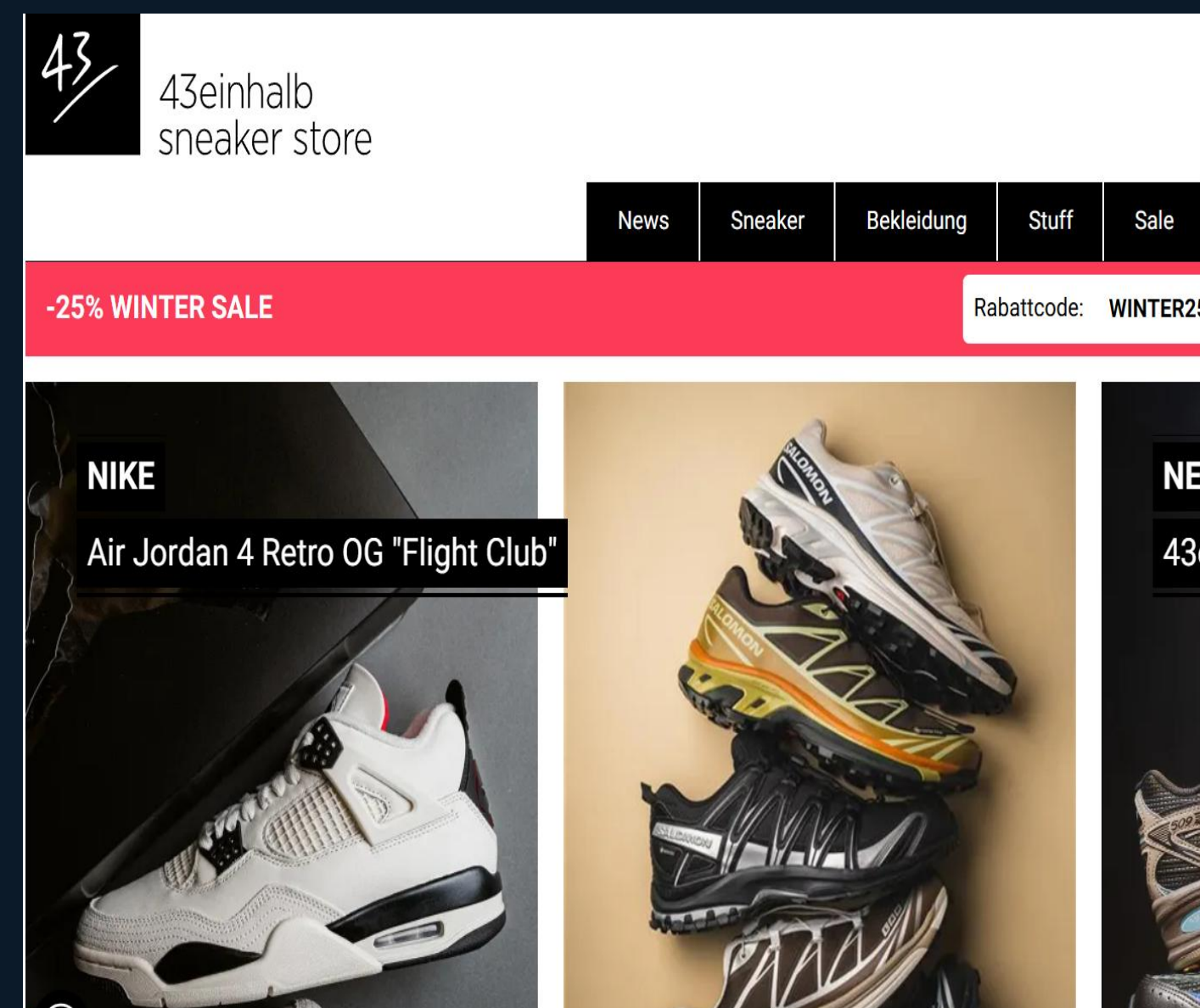
LATEST DEVELOPMENTS (3 MONTH)

M&A ACQUISITIONS

Acquisition of
apothekia GmbH
(B2B pharma training platform)



Acquisition of
43einhalb GmbH
(B2C platform for fashion and footwear)



Acquisition of
AEP GmbH
(B2B platform pure-play pharmaceutical wholesaler)



Source(s): Company Information

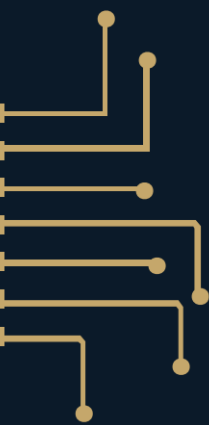


LATEST DEVELOPMENTS (3 MONTH)

ORGANIZATIONAL STRUCTURE: THE PLATFORM GROUP SE & CO. KGAA 2/2



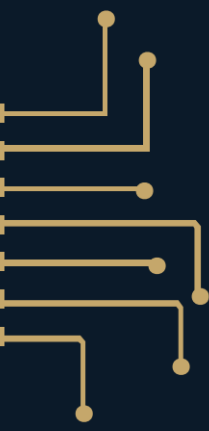
Source(s): Company information December 2025



PLATFORM GROUP

AEP ACQUISITION





THE STRATEGIC RATIONALE BEHIND THE ACQUISITION OF AEP

SEEKING STRATEGIC FIT AND VALUE GROWTH FOR A SUSTAINABLE INVESTMENT



- Online platform with 38.800 connected pharmacies and 300 manufacturers
- Acquired in 2021
- Majority of 80%



- B2B platform partner of >7.000 local pharmacies and 560 manufacturers
- Digital B2B order platform
- Best in class cost ratio
- Strong growth potential



- Online education platform for > 40.500 users in Germany
- 850.000 sessions/year
- >8.000 pharmacies
- Market leader in Germany

**ONE PHARMA GROUP IS FORMED
WITH DIGITAL APPROACH &
FULL SERVICE FOR PHARMACIES**

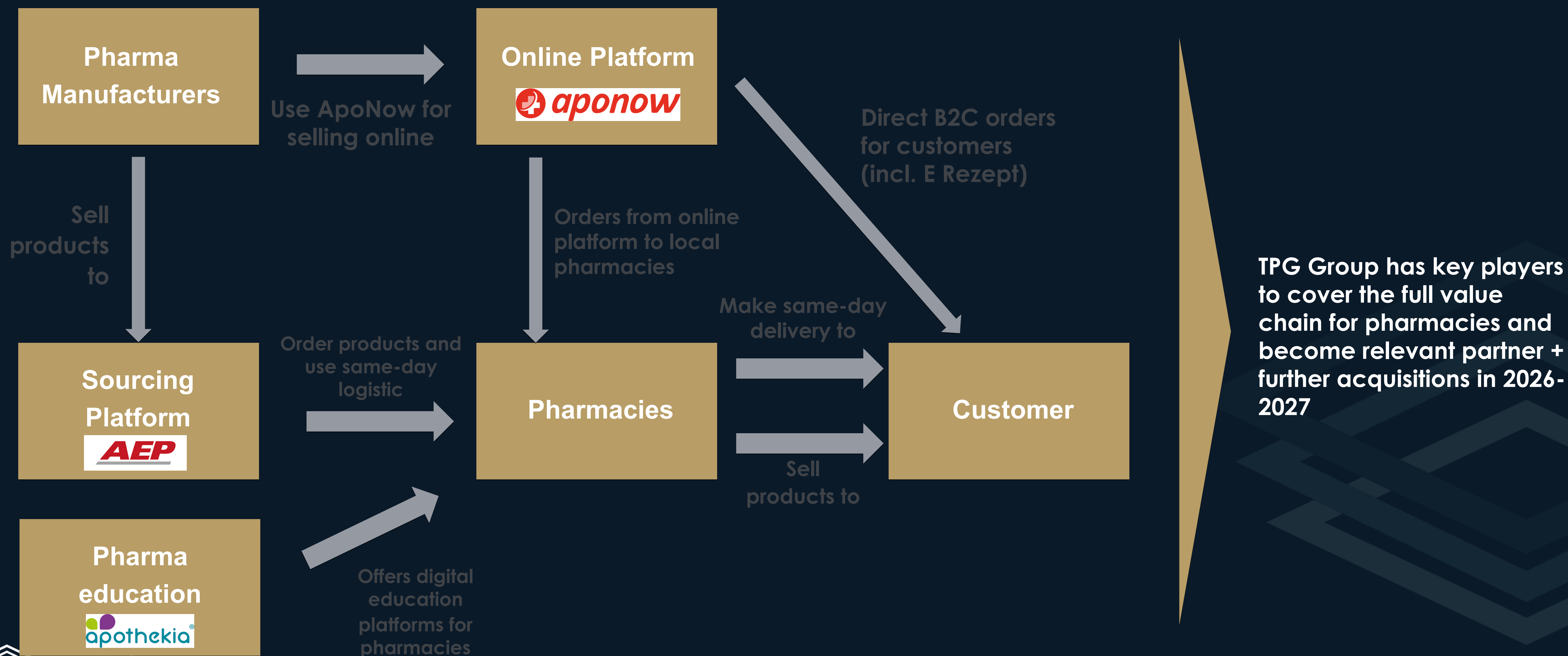


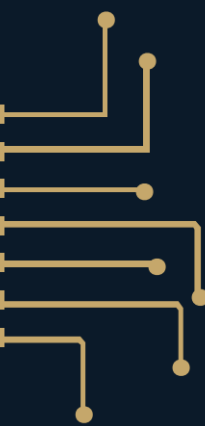
Sources: Company information



THE STRATEGIC RATIONALE BEHIND THE ACQUISITION OF AEP

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THE STRATEGIC RATIONALE BEHIND THE ACQUISITION OF AEP

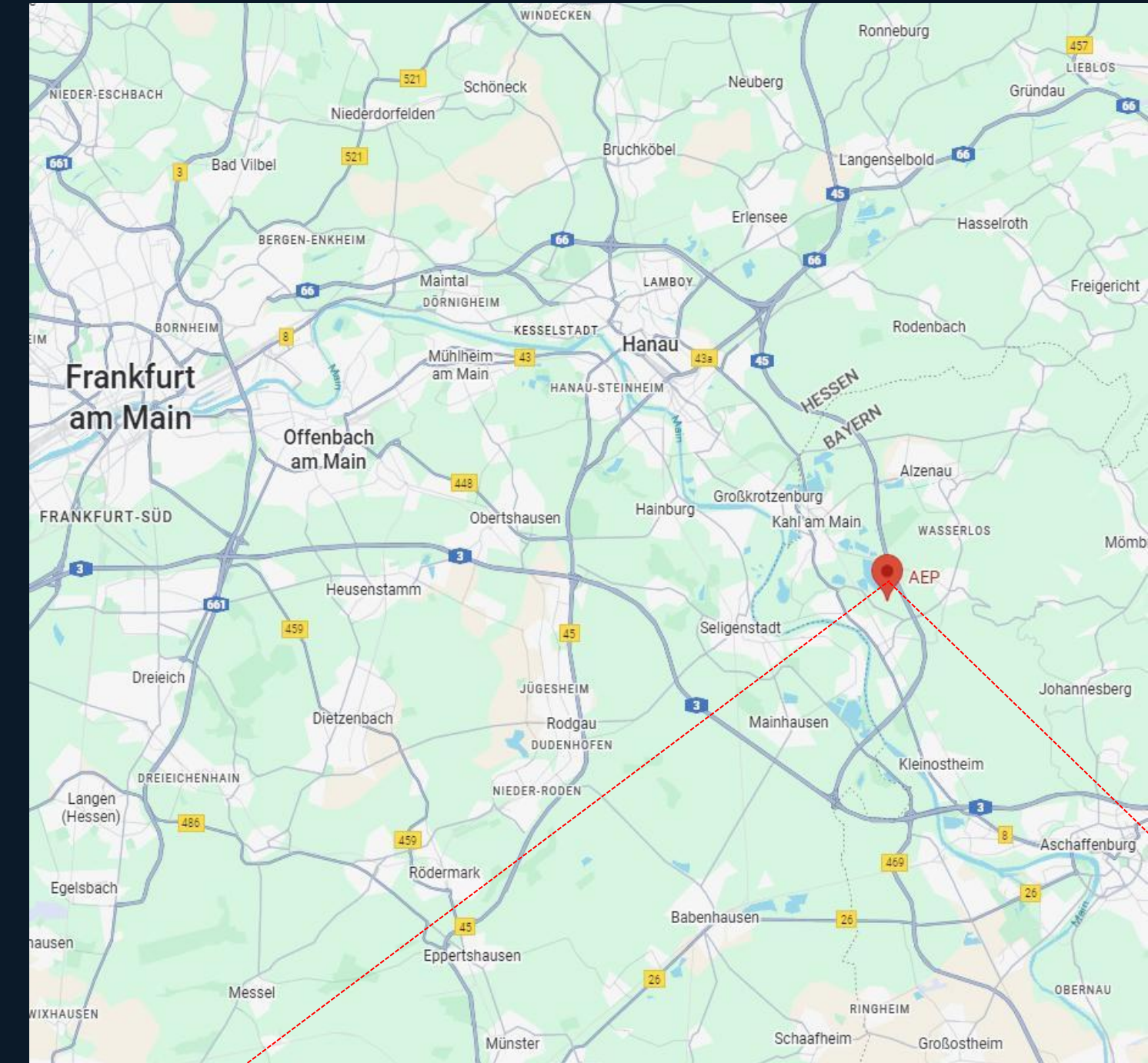
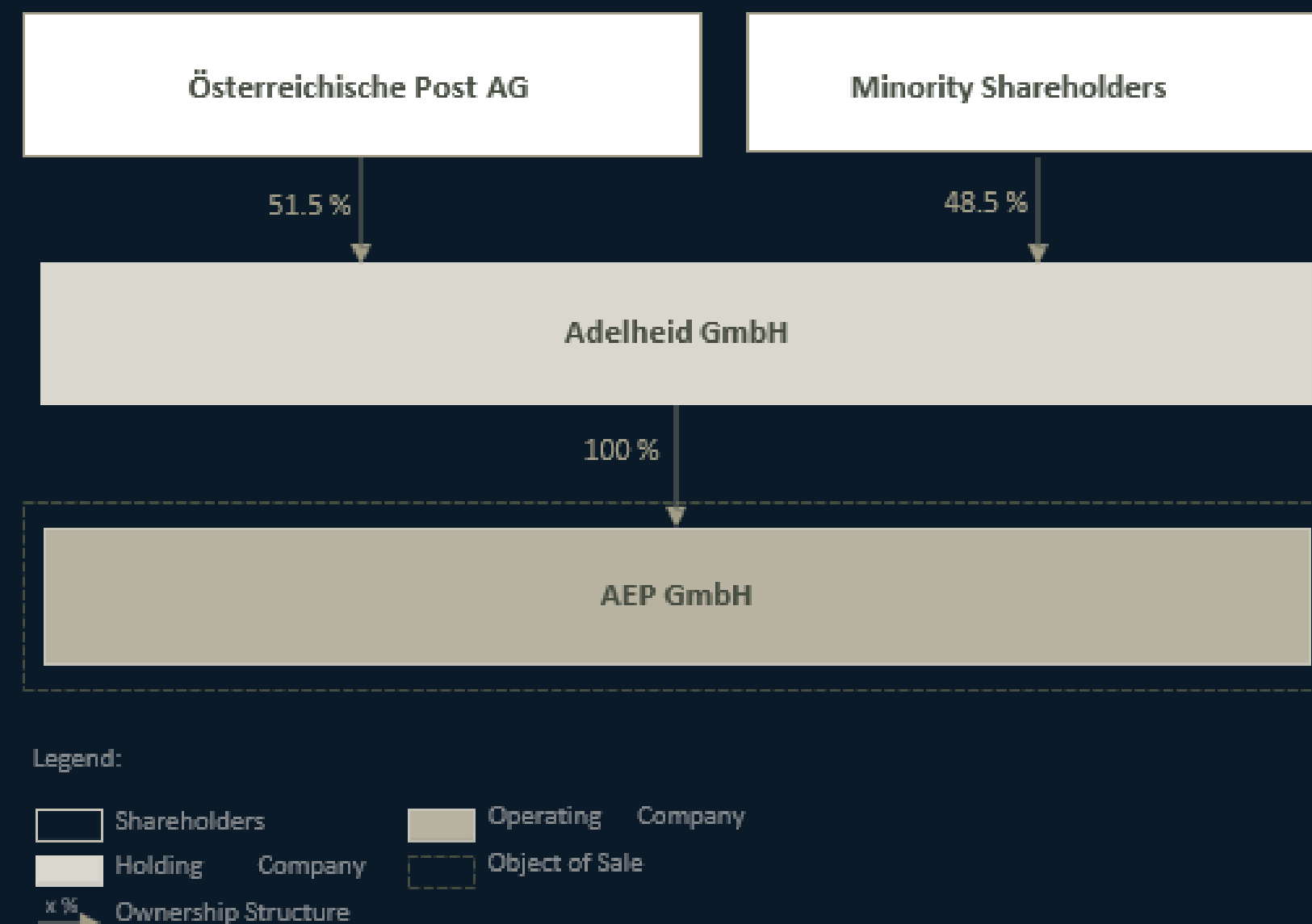


AEP AT A GLANCE (1/4)

History

- Founded in 2012 as a pure-play pharmaceutical wholesaler / B2B platform
- Central, highly automated distribution hub established in Alzenau, Germany
- Rapid scale-up from 500m € revenues (2021) to ~1bn € by 2025
- Increase of profitability (~€20m EBITDA, IFRS) due to scale effects and reduced logistic costs
- Backed by institutional shareholders, AEP as a long-term market player

Corporate Structure 2025



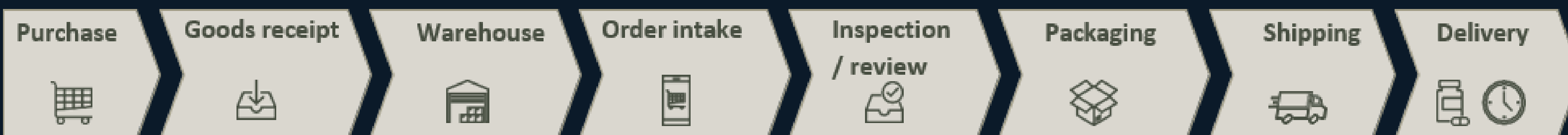
Sources: Company information

AEP AT A GLANCE (2/4)

Business model / services

Process

Customer service: First-class support provided by highly skilled, locally based customer service across the entire process chain.



Special features

- | | | | | | | | |
|--|---|---|---|---|--|--|--|
| <ul style="list-style-type: none">• Purchase from manufacturers / importers• Forecasting and order proposal using <u>Relex</u> software | <ul style="list-style-type: none">• Document/identity verification• batch/serial number control• blocking in case of deviations | <ul style="list-style-type: none">• Ambient (15 to 25 °C)• Cold storage (-70 to 8 °C)• Narcotics / restricted areas• GDP-compliant throughout the entire process chain | <ul style="list-style-type: none">• Pharmacy merchandise management• MSV3 interface• Consolidation of orders enables efficiency, cost-effectiveness, and sustainability | <ul style="list-style-type: none">• Scan with <u>MDE device</u>• Automated goods-to-person picking, including A-frames and KNAPP Store | <ul style="list-style-type: none">• Tubs• cold packaging• abel | <ul style="list-style-type: none">• External logistics partners• Piggyback system• Flexible cost structure• No significant fixed costs• CO₂ reduction, sustainability | <ul style="list-style-type: none">• Next-day delivery• Delivery via drop box/transfer lock or personal handover |
|--|---|---|---|---|--|--|--|

The central location ensures

- short coordination and decision-making routes across the organization
- enabling efficient on-site processes
- a high level of responsiveness



Sources: Company information

AEP AT A GLANCE (3/4)

Business model / services

Top suppliers
(in total: 560
suppliers)



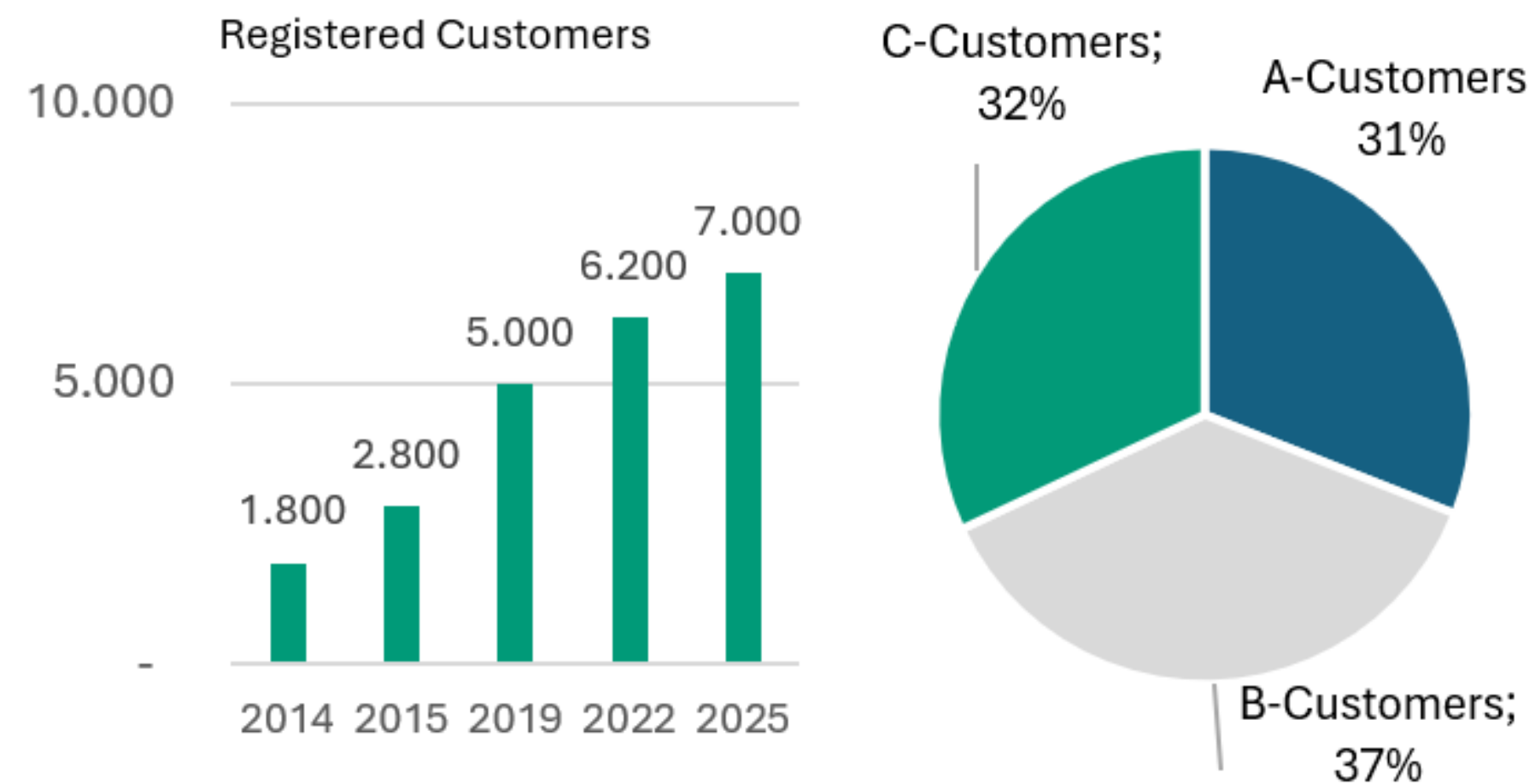
Key features

- **Strong growth 2020-2025** and **increased profitability**
- **Cost and price leader** for local pharmacies
- **Delivery** once daily to 7,000 pharmacies
- Wholesale **licence** according to § 52a AMG (German Medicines Act)
- Strong **leadership** team with senior industry knowledge, 250 employees

AEP AT A GLANCE (4/4)

Business model / services

Customer Structure



Transaction of AEP

- **Singing done (January 26, 2026)**
- **German Federal Cartel Office procedure/approval** (2-4 months)
- **Conditions precedent according to SPA**
- **Closing** in Q2 2026 expected



Sources: Company information



ONE PHARMA GROUP IS FORMED



- Online platform with 38.800 connected pharmacies and 300 manufacturers



- B2B platform partner of >7.000 local pharmacies and 560 manufacturers



- Online education platform for > 40.500 users in Germany
- >8.000 pharmacies

€ 1.1 bn

Revenue

€ 25 m

Adj. EBITDA

320

Employees



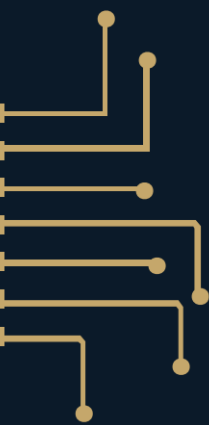
Sources: Company information, IFRS figures, 2026 according to guidance..



PLATFORM GROUP

FINANCIALS





DEVELOPMENTS FY 2025

Developments FY 2025

11 signings/acquisitions in 2025. Strong Post-Merger-Management team (PMI). 3 divestments in Q4 2025.

Improved profitability in 2025 (+65% EBITDA adj.) due to cost efficiencies and scalable cost structure

Further decrease of operational costs: Distribution, Marketing and HR costs have been reduced

Excellent conditions for new M&A acquisitions in 2025-2026 with fair values

Scalability of our TPG One Software allows us to connect partners fast and enter new industries within <4 month

Our 5 established segments continue to grow. Number of partners achieved record level of 16.610 (31.12.2025).



2nd INCREASE OF GUIDANCE 2025
by 31th July 2025 ("Guidance 07/2025")
→ Achieved revenue of €728m in the upper half of our forecast range. EBITDA adj. of €55m (+65%) in line with our guidance





GUIDANCE 2025

Preliminary Results in line with guidance

Guidance

> € 715-735 m

Revenue

€ 728 m

€ 54-58 m

Adj. EBITDA

€ 55 m

1.5-2.3x

Leverage

2.2x

Guidance

€ 1.3 bn

GMV

€ 1.3 bn

>16,500

Partners

16,610

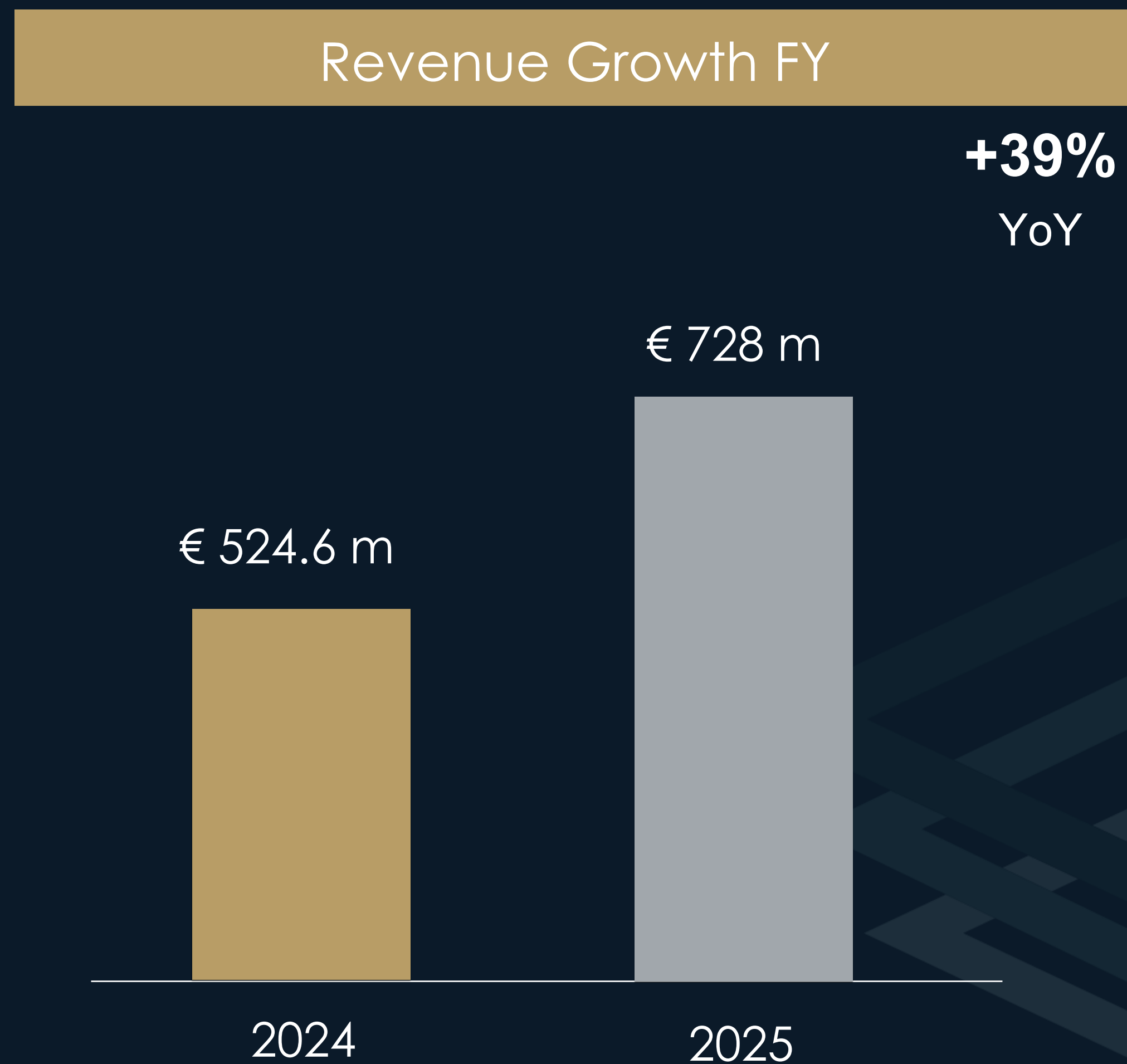
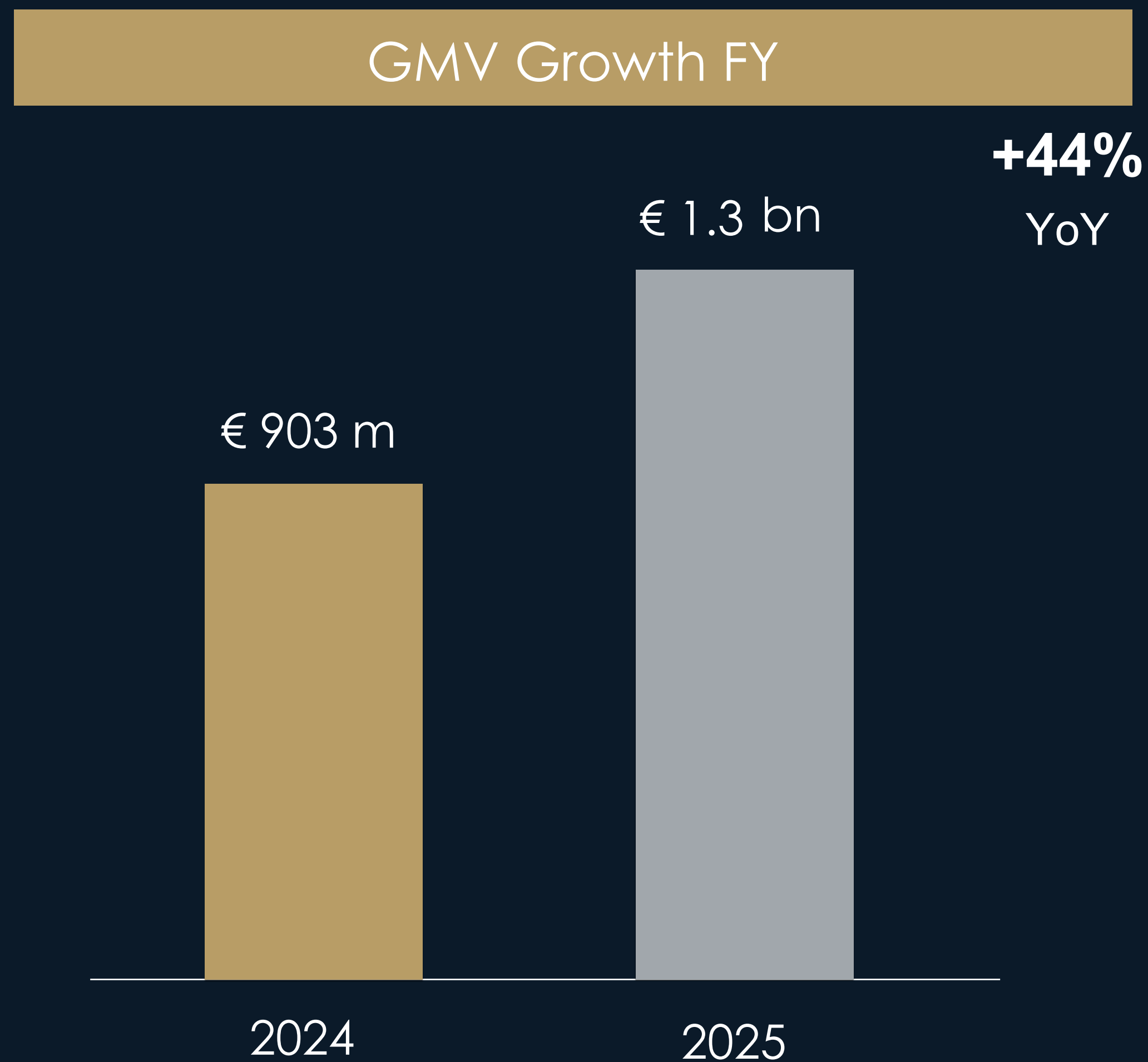
Preliminary results
2025

Sources: Company, FY 2025 all numbers are unaudited and preliminary.



STRONG GMV AND REVENUE GROWTH

PRELIMINARY FINANCIAL RESULT 2025

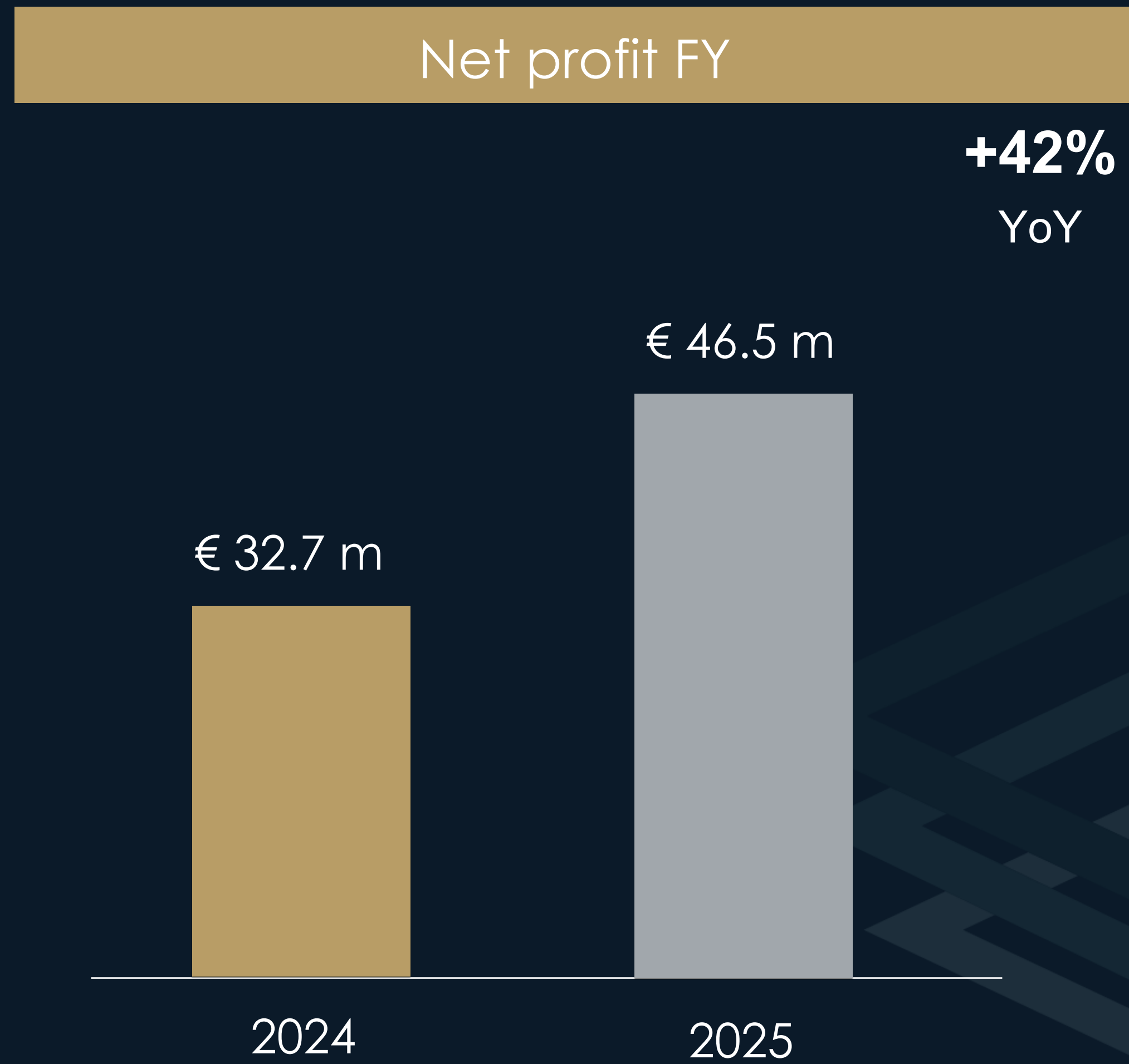
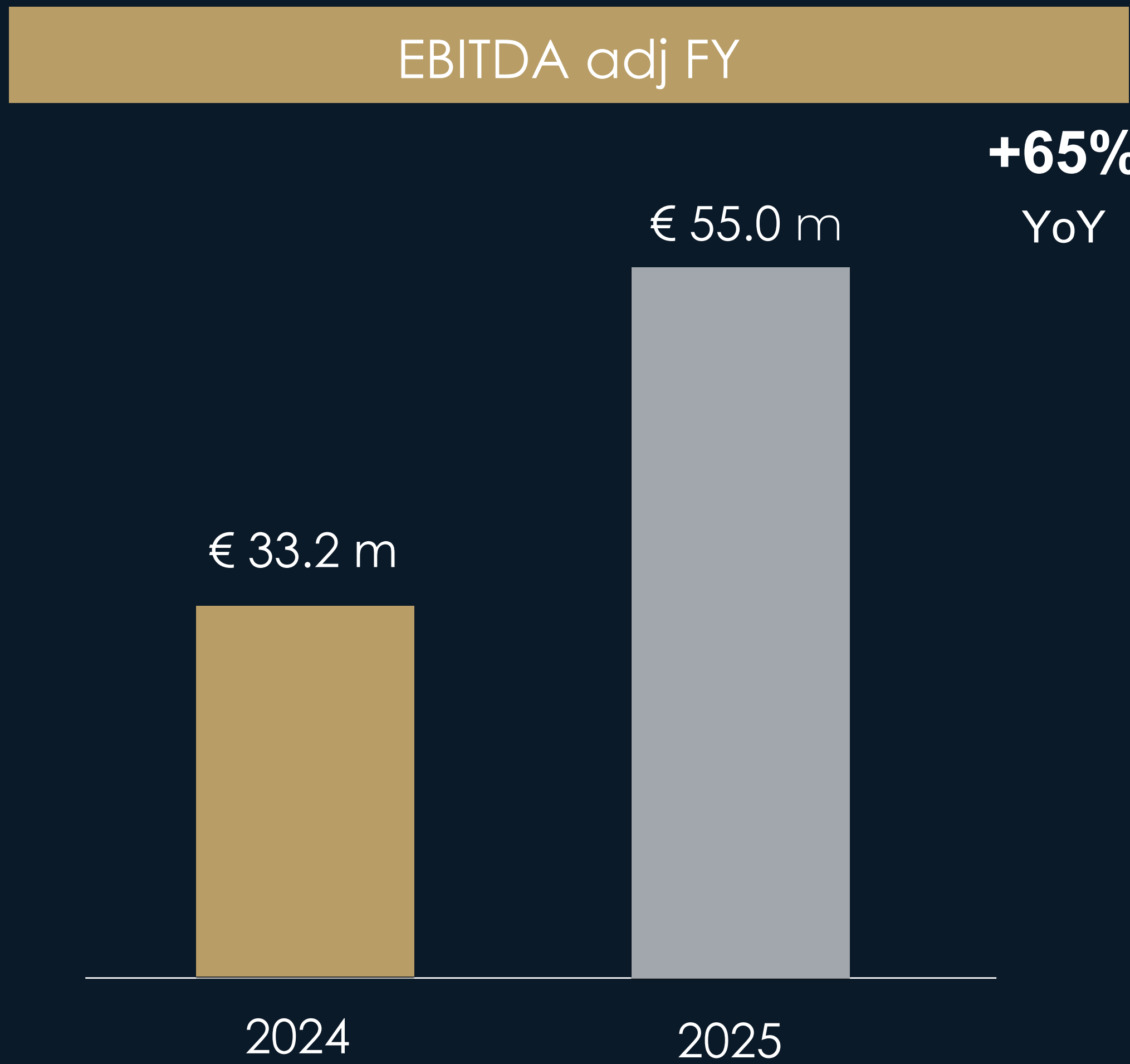


Sources: Company, FY 2025 all numbers are unaudited and preliminary.

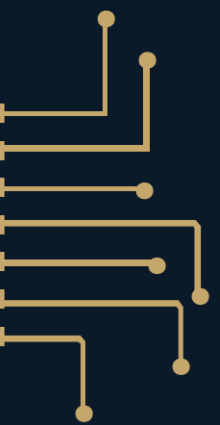


STRONG GMV AND REVENUE GROWTH

PRELIMINARY FINANCIAL RESULT 2025

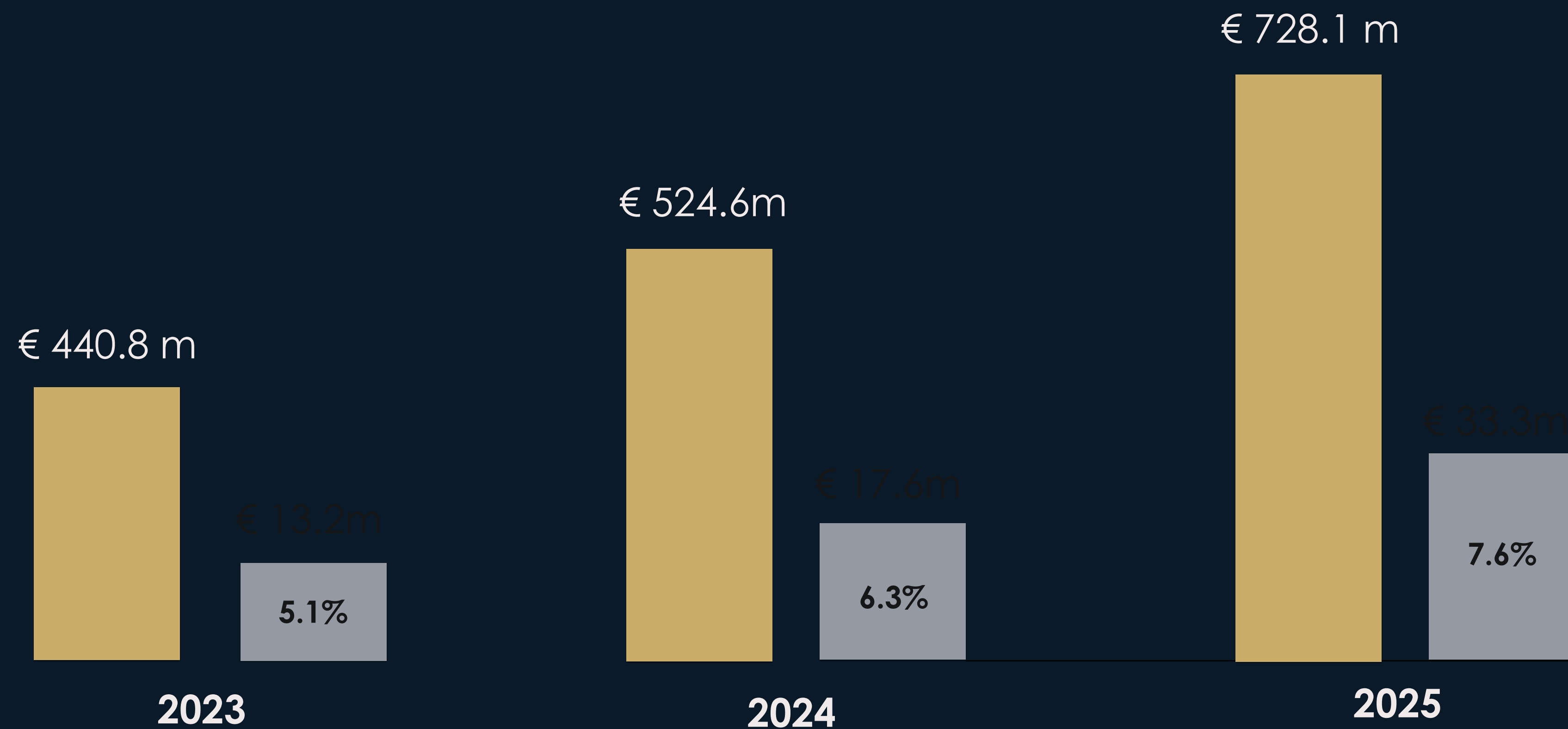


Sources: Company, FY 2025 all numbers are unaudited and preliminary.



PROFITABILITY AS A KEY FOR SUSTAINABLE GROWTH

REVENUE & EBITDA ADJ. MARGIN 3 YEARS



Sources: Company, 2023 pro-forma figures, 2025 preliminary figures.





PRELIMINARY FINANCIAL RESULTS 2025

STRONG PROFITABLE GROWTH

	2024	2025
GMV (EUR m)	€ 903.2m	€ 1.3bn
Net revenue (EUR m)	€ 524.6m	€ 728.1m
Other revenues (EUR m)	€ 29.1m	€ 24.4m
Gross Margin	35.3%	36.2%
Marketing Cost Ratio	6.4%	5.9%
Distribution Cost Ratio	7.8%	7.8%
HR Cost Ratio	5.4%	5.2%
Adj. EBITDA (EUR m) (% margin)	€ 33.2m (6.3%)	€ 55.0m (7.6%)
Reported EBITDA (EUR m) (% margin)	€ 55.6m (10.6%)	€ 71.2m (9.8%)

Takeaways

GMV Growth +44% / Revenue Growth +38.8%: both in line with our increased guidance

Increased Gross Margin due to less discount activities and higher provisions – increased by 0.9 %-Points. Q4 with lower margin and higher price volatility (black/cyber week)

AI as operational efficiency driver: reduction of product data, customer service and marketing costs

EBITDA adj. €55m with increase of +65.7% shows high effectiveness of cost program and profitable niche strategy of our ecommerce activities

PPA effects of ~18m in FY 2025 (less than 2024)



Sources: Company, FY 2025 all numbers are unaudited and preliminary.



PRELIMINARY FINANCIAL RESULTS 2025

STRONG PROFITABLE GROWTH

	2024	2025	Takeaways
Net profit (EUR m)	€ 32.7m	€ 46.5m	Earnings per share with € 2.26 and growth of +41%: in line with forecast
thereof minorities	€ 1.6m	€ 4.5m	
Earnings per share (EUR), total	€ 1.60	€ 2.26	Increase of minority results (€4.5m) due to new companies acquired in 2024/2025

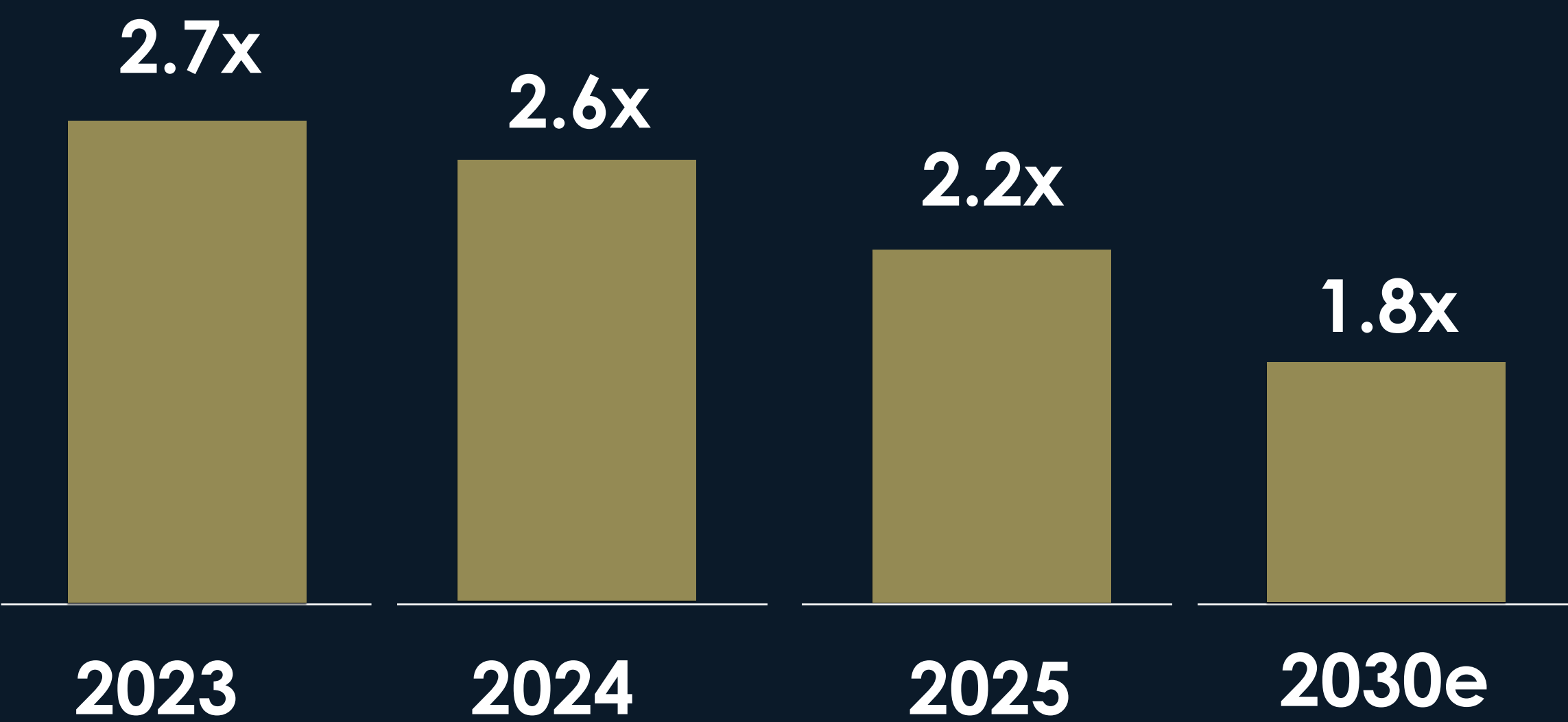




PRELIMINARY FINANCIAL RESULTS 2025

DEBT DEVELOPMENT OVER TIME

DEBT LEVERAGE



Debt Leverage & Cash Flow

Conservative debt levels & increase in cash flow

- With our conservative debt strategy, we will reduce the net debt level to 1.8x (net debt to EBITDA adj.)
- We choose long term loan structures and bonds to reduce volatility of interest rates.
- Our cash flow will be increased each year.



Sources: Company, FY 2025 all numbers are unaudited and preliminary.

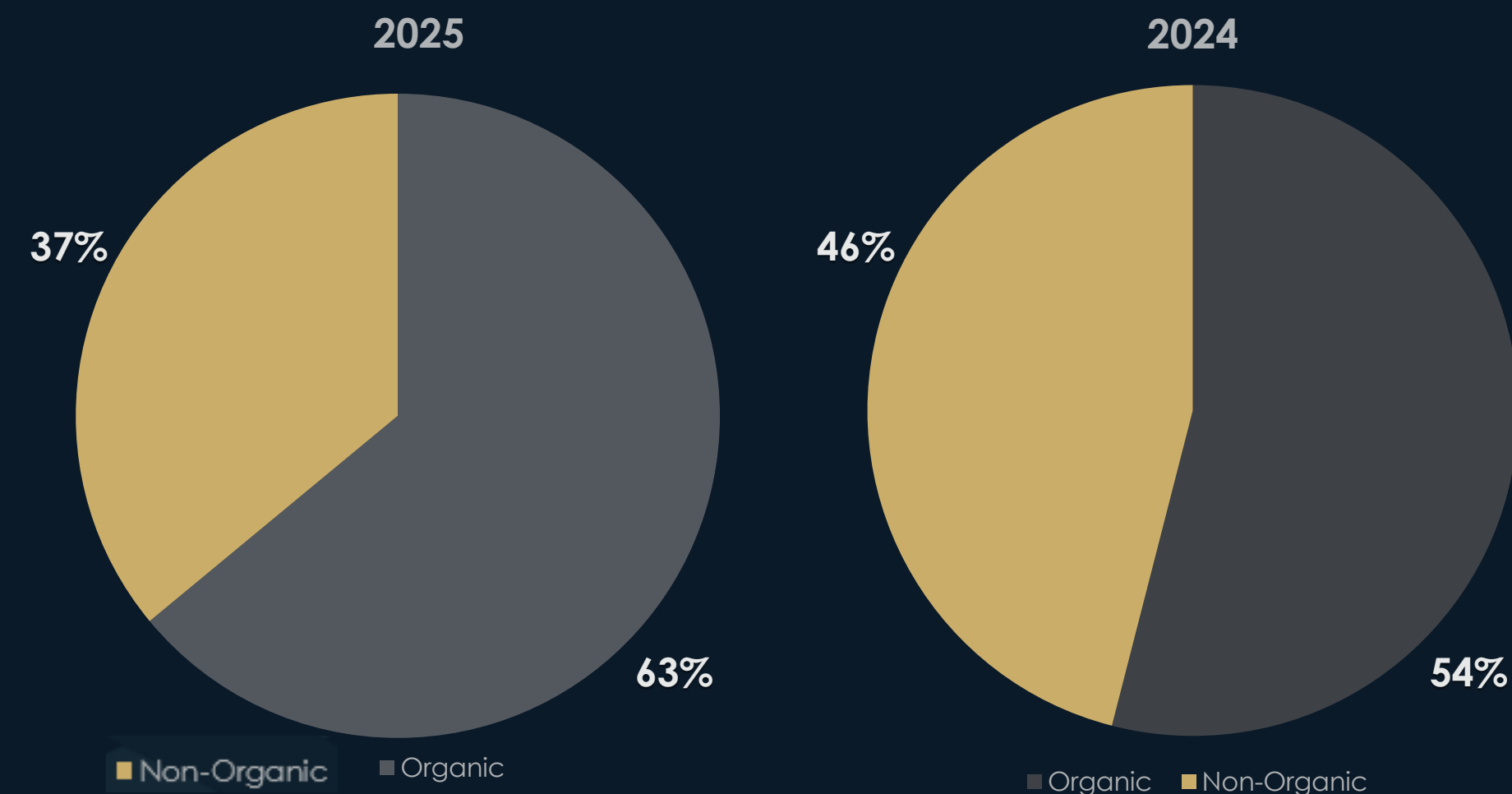


OUR ORGANIC GROWTH

STRONG ORGANIC GROWTH IN 2025 / HIGHER THAN PREVIOUS YEAR

RIISING ORGANIC GROWTH RATE

Ratio between organic / non-organic growth (in % of total € revenue growth)



REASONS FOR HIGHER ORGANIC GROWTH RATE

Main reasons for higher organic growth rates:

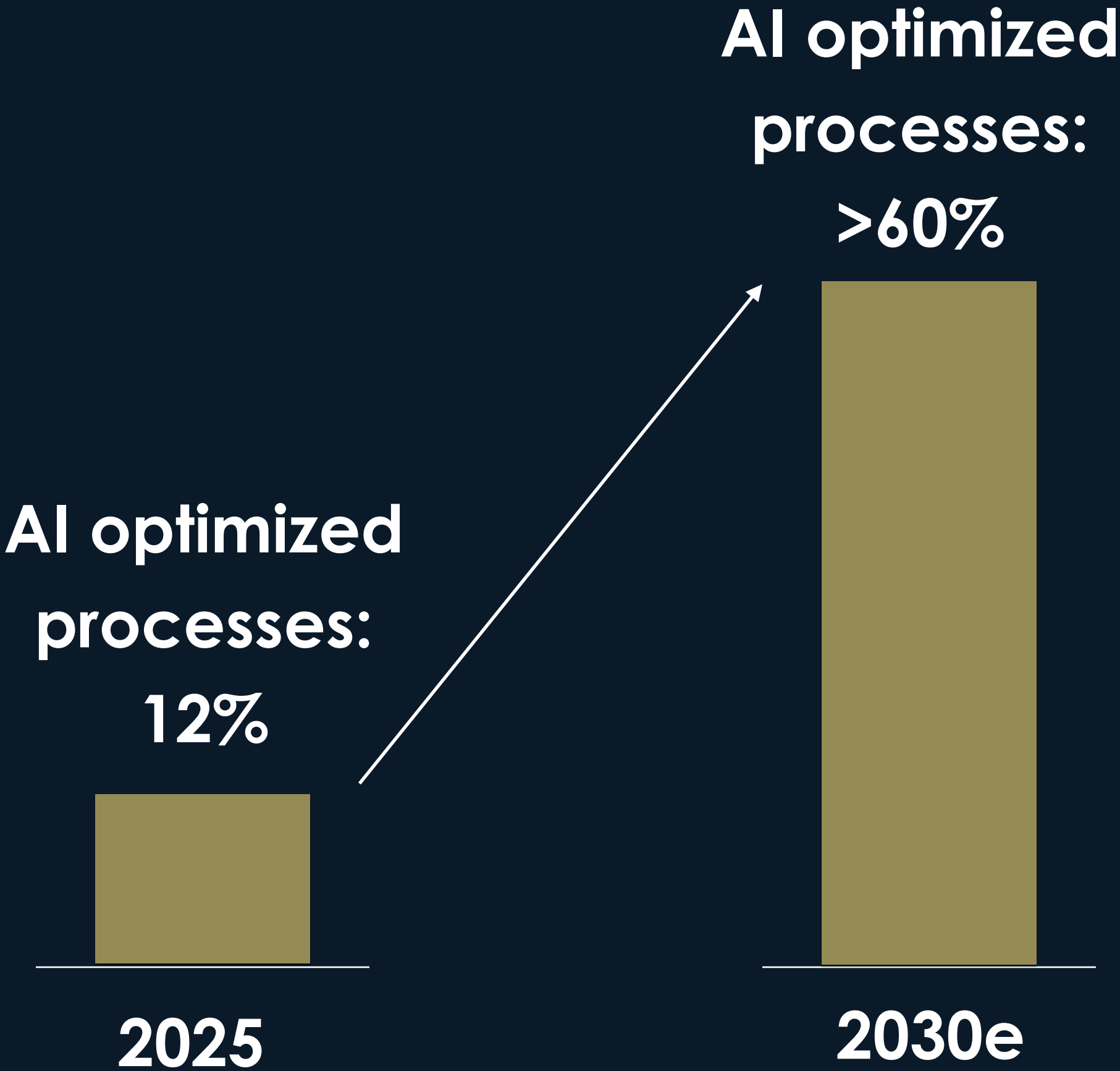
1. Higher number of partners (16,610)
2. Higher number of products (+24% vs. 2024)
3. High growth rate in consumer goods subsidiaries and freight goods
4. Better customer retention on core platforms



Sources: Company, FY 2025 all numbers are unaudited and preliminary.



OUR AI STRATEGY TO INCREASE PROFITABILITY



“AI first + cost reduction program”

We will change to an AI first strategy and start a cost reduction program to achieve margin improvements through AI measures

- AI will change our business, eCommerce and software development dramatically.
- TPG will proactively leverage this development and initiated an AI first strategy in Q3 2025: All processes, new hires and tasks has to be proofed by our AI-team.
- This enables us to significantly reduce costs, reduce the number of employees in several departments, and simplify processes.
- In 2030, AI is a key driver of our development, >60% of all processes are affected and optimized through AI.

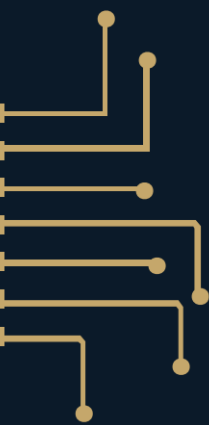
Most affected departments through AI

Software Development

Online Marketing

HR & Finance

Content Creation



PLATFORM GROUP

OUTLOOK & STRATEGY





OUR VISION FOR 2030

€ 3.0 bn

Revenue

Double-digit
margins

EBITDA

<1.8 x

Leverage

€ 4.5 bn

GMV

>40,000

Partners

>50

Industries covered



STRATEGIC DIMENSIONS

OUR STRATEGIC INITIATIVES AND GOALS

Geographic & Marketplace Expansion

- Currently ~**70% revenues from DACH + Netherlands**.
- Strong opportunity to expand further **across Europe and into the US/Asia**.
- Goal: broaden platform coverage and increase international revenue share

TPG One Software Architecture

- TPG ONE as the scalable backbone – **continuous investments in IT & automation**.
- Development of new products like **TPG Pay** to deepen integration and create additional revenue streams.
- Increased automation with AI → higher efficiency, lower costs, stronger margins.

Growth through M&A & Ecosystem Expansion

- Disciplined acquisition strategy: each acquisition brings **new merchants, brands and customers**.
- Seamless integration into TPG ONE → immediate synergies and scaling effects.
- Focus on high-value verticals where network effects multiply growth.

New Segments: Optics & Hearing, Pharma

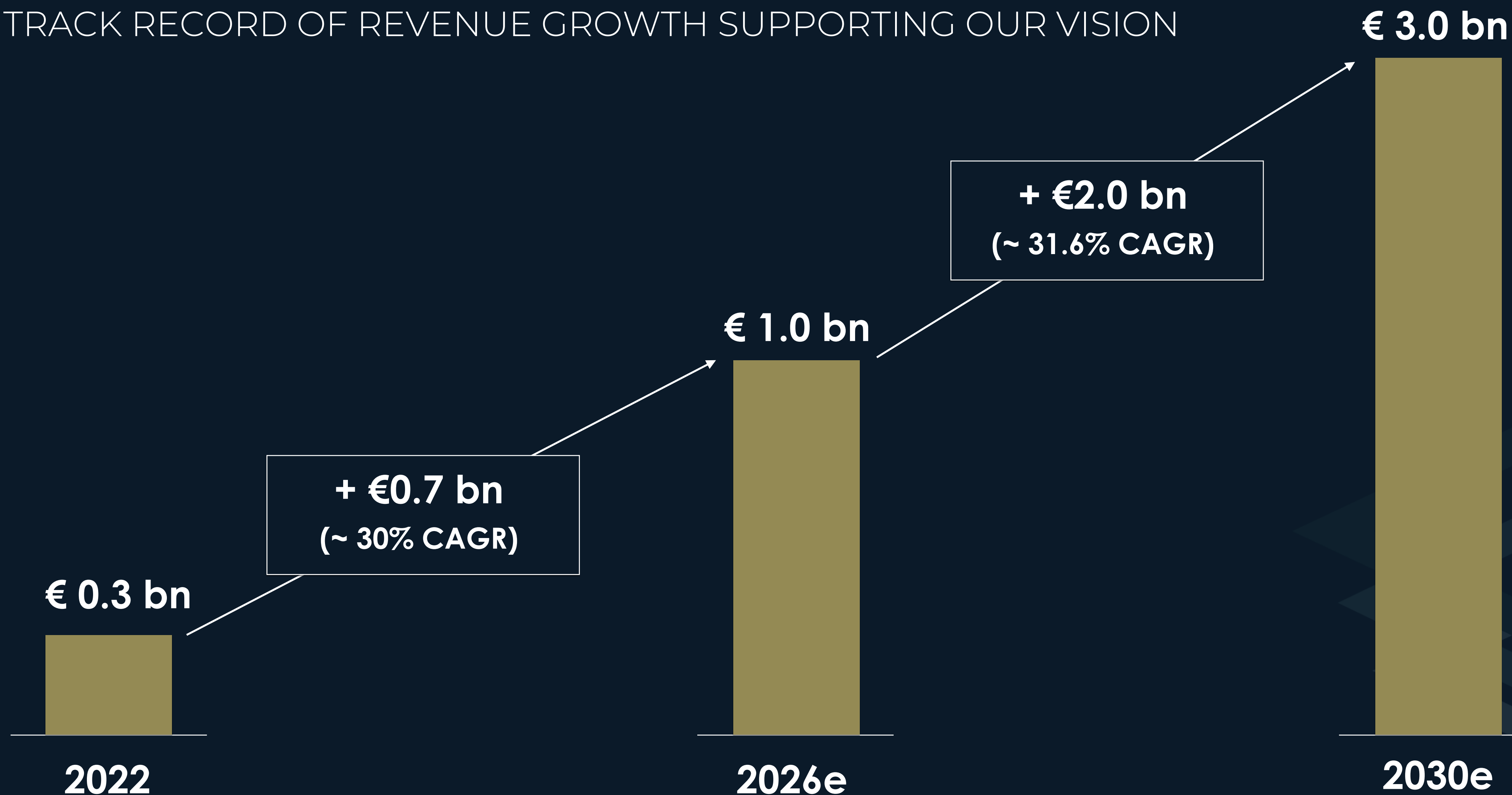
- **Optics & Hearing:** Hybrid B2C model (online + 30+ stores), expected €55–60m revenues in 2026 with 25% EBITDA-margin. Expansion to 60–70 stores and 500+ connected opticians with MyGlasses.
- **Pharma:** Expansion pipeline includes additional B2B platforms in Europe. Both markets represent multi-billion € growth opportunities.





OUR VISION FOR 2030

TRACK RECORD OF REVENUE GROWTH SUPPORTING OUR VISION

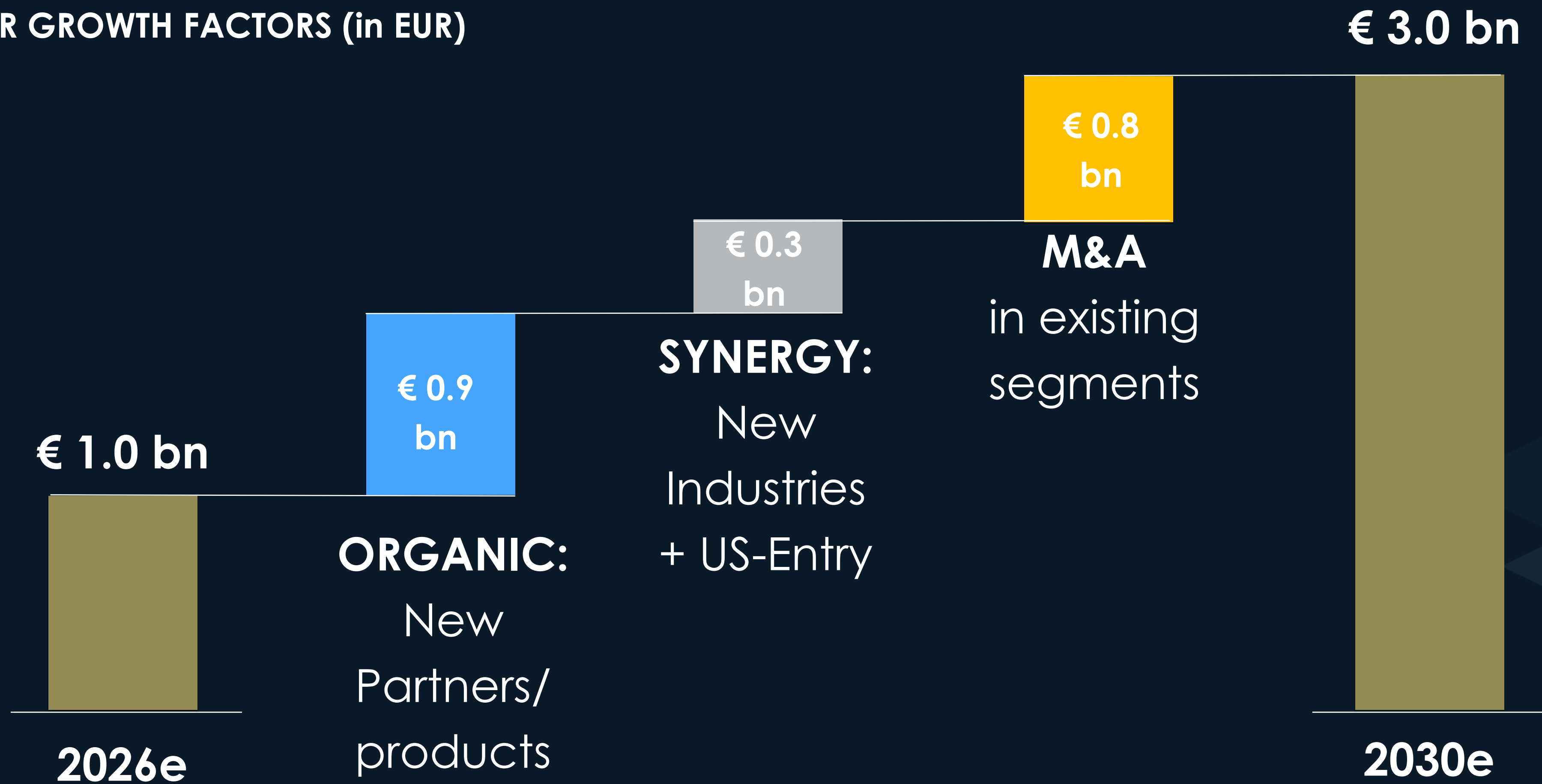




OUR VISION FOR 2030

SCALE, SYNERGY AND M&A AS GROWTH FACTORS

OUR GROWTH FACTORS (in EUR)





GUIDANCE 2026 (WITHOUT AEP)

€ 1.0 bn

Revenue

€ 70-80 m

Adj. EBITDA

1.5-2.3x

Leverage

€ 1.7 bn

GMV

>18,000

Partners



GUIDANCE 2026 (WITH AEP, PRO-FORMA)

€ 2.0 bn

Revenue

€ 90-100 m

Adj. EBITDA

1.5-2.3x

Leverage

€ 3.0 bn

GMV

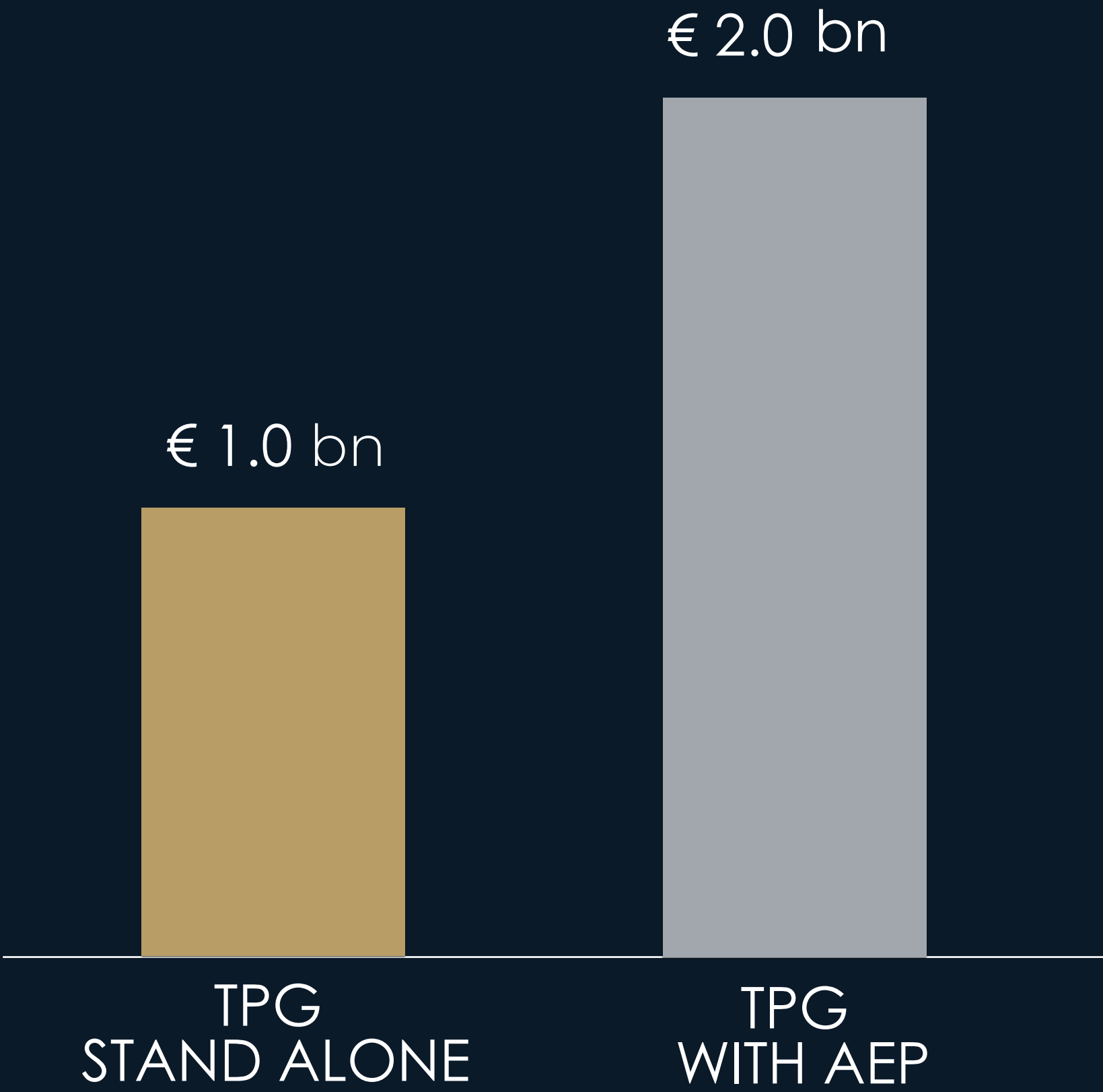
>25,000

Partners

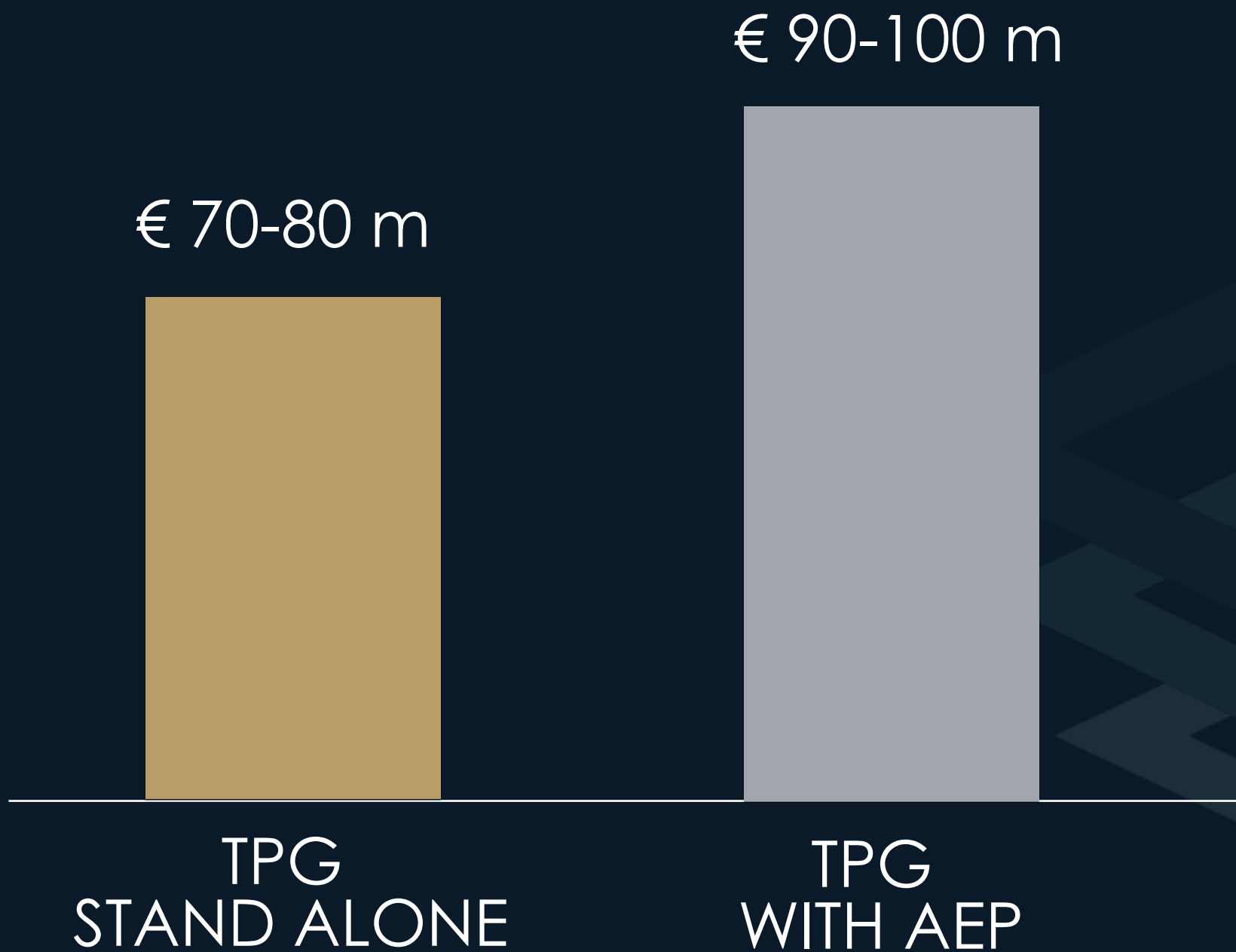


GUIDANCE 2026 (WITH AEP, PRO-FORMA)

Revenue Guidance 2026



EBITDA adj. Guidance 2026



AEP acquisition expected with closing in Q2 2026, presented figures show pro-forma figures after closing of AEP acquisition. FY 2026 figures according to guidance.



INVESTOR RELATIONS

FINANCIAL CALENDAR & CONTACT

DATE	EVENT
NOV 23, 2026	GERMAN EQUITY FORUM 23 - 25 NOVEMBER, FRANKFURT , FRANKFURT
NOV 05, 2026	PUBLICATION QUARTERLY STATEMENT (CALL-DATE Q3)
OCT 06, 2026	QUIRIN PRIVATBANK SME CONFERENCE 6-7 OCTOBER, PARIS , PARIS
AUG 20, 2026	PUBLICATION HALF-YEARLY FINANCIAL STATEMENTS
JUL 01, 2026	ANNUAL GENERAL MEETING , DUSSELDORF , DÜSSELDORF
JUN 25, 2026	PORTZAMPARC BNP PARIBAS GROUP, MID & SMALL CAPS CONFERENCE, PARIS
MAY 27, 2026	PUBLICATION QUARTERLY STATEMENT (CALL-DATE Q1)
MAY 11, 2026	EQUITY FORUM 11-13 MAY, FRANKFURT
APR 22, 2026	PUBLICATION ANNUAL FINANCIAL STATEMENTS
FEB 05, 2026	EUROPE DIGITAL ROADSHOW PORTZAMPARC BNP PARIBAS
JAN 26, 2026	PRELIMINARY FINANCIAL RESULT FOR THE 2025 FINANCIAL YEAR

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Q&A



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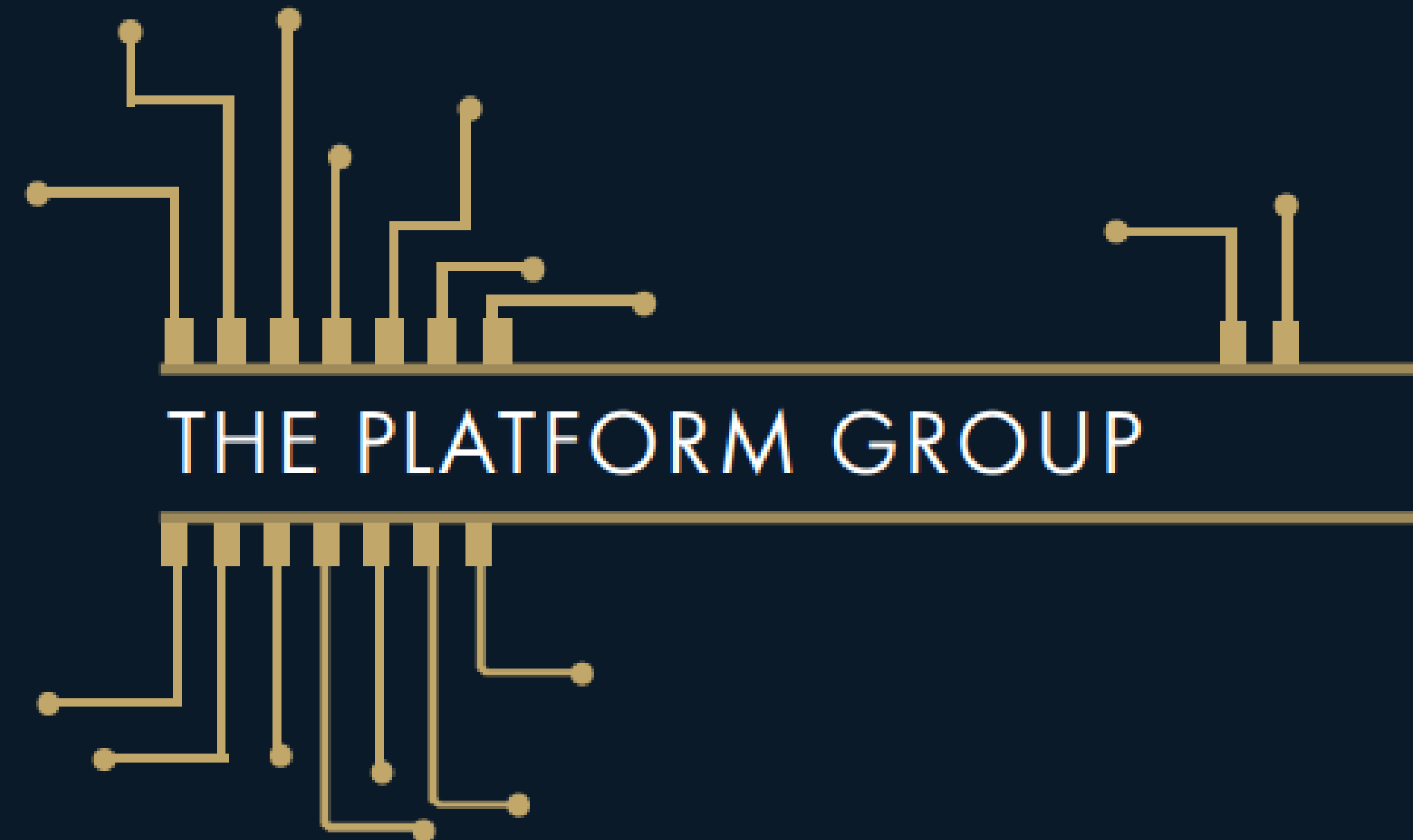
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