



# Investor Presentation FY 2023

27 March 2024



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# Experienced Management Board



**Alexander  
Reindler**

CEO

## Previous experience

- Brings more than 25 years of international experience in leading positions in marketing, sales and management
- Formerly responsible for the global Health Care Business at Beiersdorf AG

## Core competencies

- General Management, brand building & implementation of change strategies



**Igor Iraeta  
Munduate**

COO

## Previous experience

- Many years of experience as CTO at Igus GmbH and Stoba Präzisionstechnik
- Various technical management positions at Robert Bosch GmbH

## Core competencies

- Digitalization, IoT, Industry 4.0, implementation of lean production systems, agile “Scrum” methods



**Marco  
Keul**

CFO

## Previous experience

- Responsible for Controlling, IT/Business processes and internal sales services as Vice president finance at Leifheit AG
- Years of experience as Head of Controlling at Leifheit AG

## Core competencies

- IT, Finance & Controlling

# Executive Summary FY 2023



**Group turnover up by 2.7% to 258 m€**

– despite difficult economic conditions and weak consumption

**Significant improvement in gross margin by 3.4 pp to 42.1%**

**Group EBIT significantly increased by 3.2 m€ to 6.0 m€**

despite one-off compensation payment and other expenses totaling m€ 2.7 in connection with changes to the Board of Management

**Free cash flow up by 3.3 m€ to 12.1 m€** due to improvement in working capital

**Dividend proposal for 2023: 0,95 € + special dividend 0,10 €**

**Forecast 2024: turnover and earnings growth**

# Leifheit Group structure



**Household**

**LEIFHEIT**

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Laundry Care

Cleaning

Kitchen goods

**Wellbeing**

**SOEHNLE**

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Kitchen + personal scales

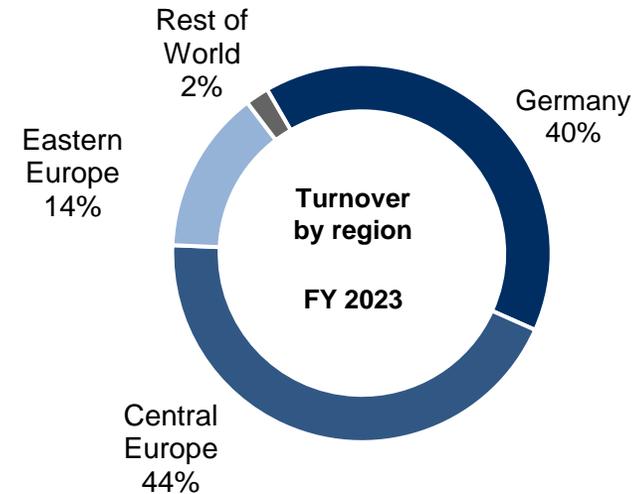
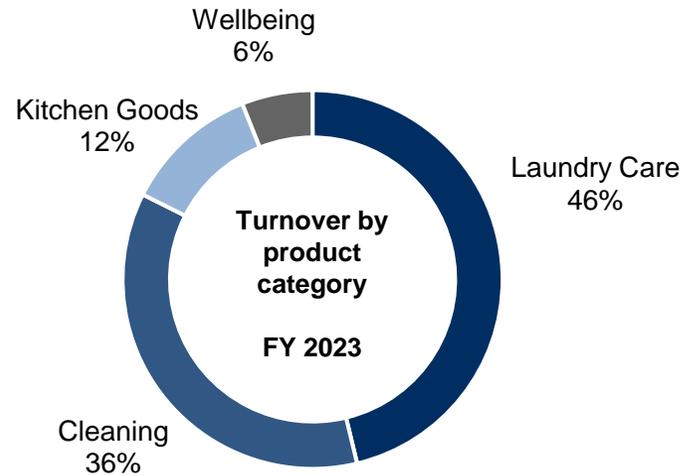
**Private Label**

**BIRAMBEAU** **herby**

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Kitchen goods

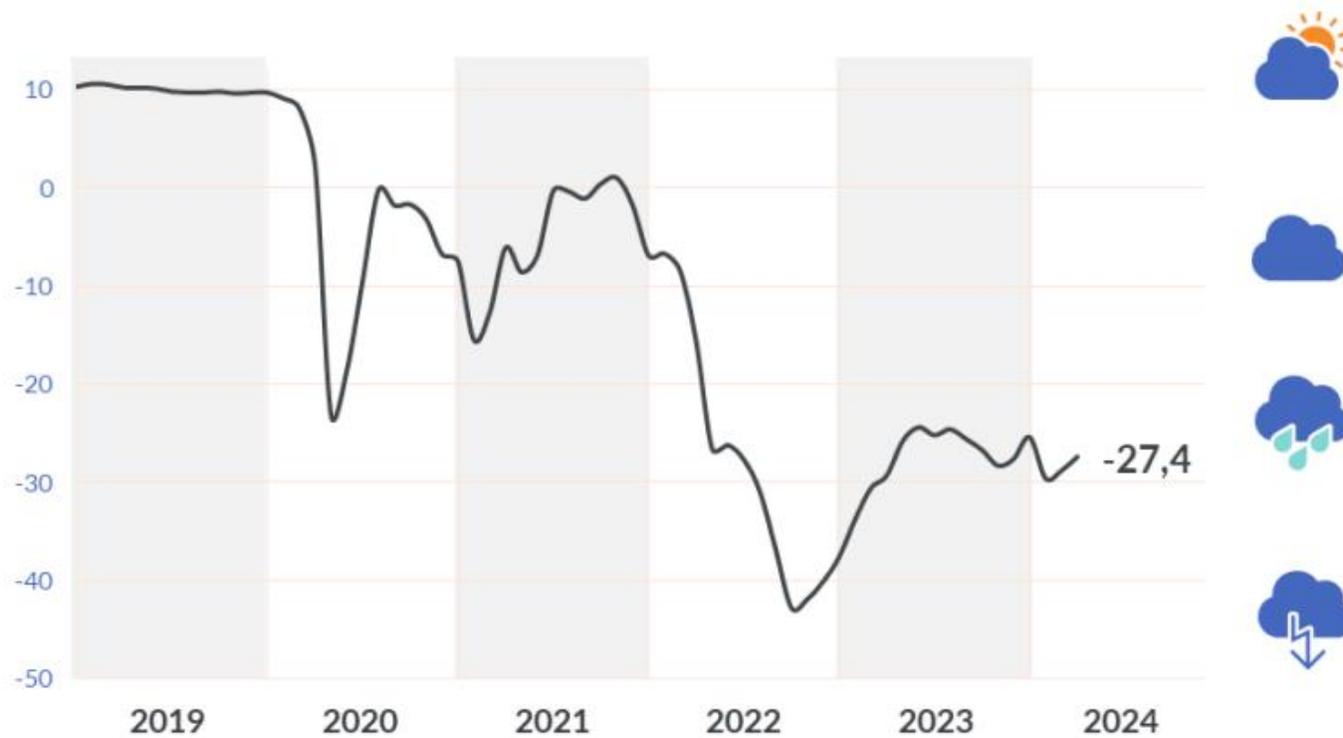
Standing Dryers



# Consumer climate: stabilisation at a low level

## GfK consumer climate index

March 2024, Germany



- **Consumer demand in Europe** is expected to remain weak, especially for non-food household products

# Group turnover up 2.7 % in FY 2023 despite continuing difficult market environment



## Group turnover by segment, region

in m€

	Group	Household	Wellbeing	Private Label
Turnover in m€	258.3	211.9	16.4	30.0
Growth '23 vs. '22	2.7%	3.8%	1,5%	-3,9%

	Germany	Central Europe	Eastern Europe	Rest of world
Turnover in m€	103.7	114.4	34.9	5.3
Growth '23 vs. '22	4.9%	2.9%	2.1%	-27.4%

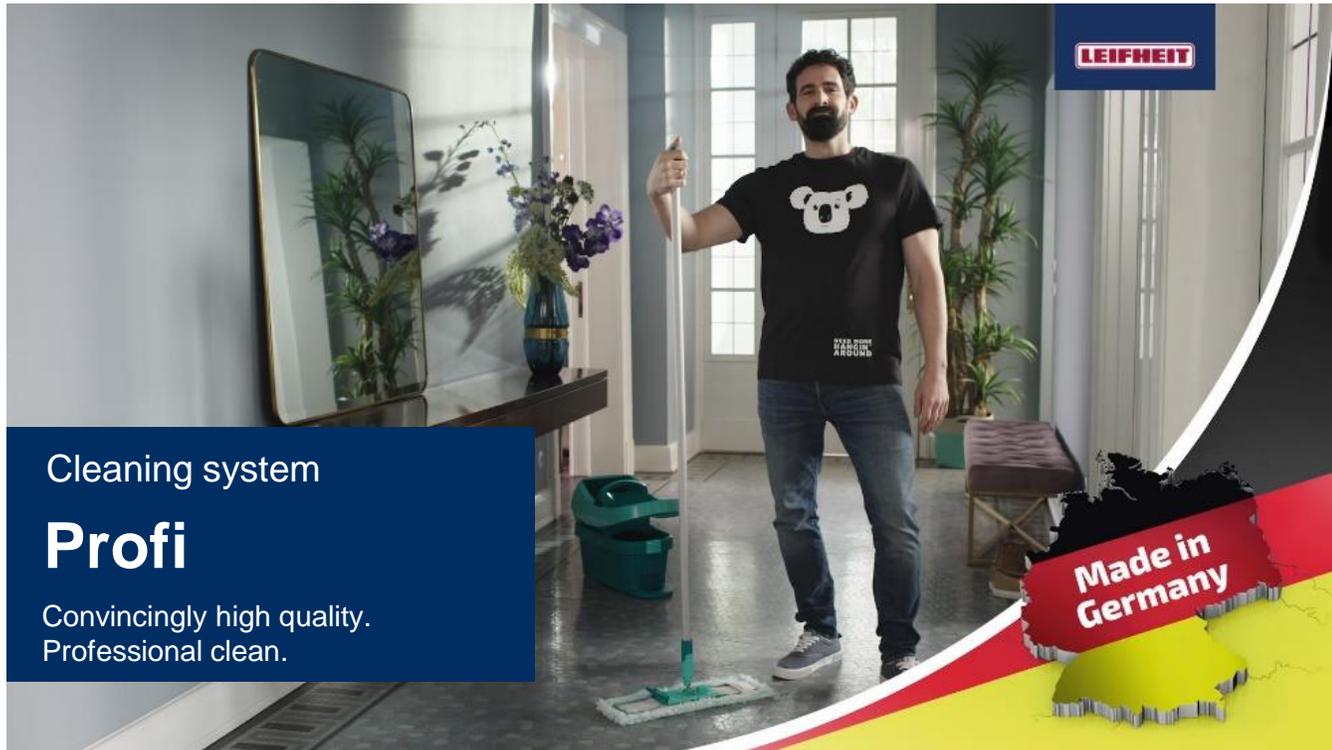
- **Group turnover up 2.7 %** in FY 2023 despite continuing difficult market environment
- Household and Wellbeing segments above previous year's level, Private Label down slightly

# New record year for Leifheit Pegasus standing dryers



- Part of the Leifheit product family for **20 years**
- New record number of **1.8 million Pegasus dryers** sold in 2023
- Introduction of the **premium model Pegasus 150 Solid Slim Black** meets the current color trend and is aimed at a target group that places high demands on design and aesthetics
- Our marketing campaigns as well as investments in lean and efficient production contributed to this success story and led to **growth of 4.6% in the laundry care category**

# Success story 2023: Effective campaign with focus on Profi Cleaning system



- Successful **Profi campaign** including TV commercial led to increased consumer interest
- The campaign significantly contributed to the **+3.9% growth** in the cleaning category
- **Market shares mechanical Cleaning Germany:**
  - **Fastest growing brand** with +6,6% in a declining market
  - **Strongest market share gains** in core categories of Flat mops and cleaning mops

# E-commerce growth +12.6% in 2023



## Distribution channels

Turnover 2023 in % (previous year's figures)



- **E-commerce fastest growing channel with +12,6%** in 2023 consolidating E-commerce as the second strongest sales channel
- **Expanding our D2C capabilities** to enable profitable growth in key markets in Western Europe

# New central European logistics hub



- **New central European logistics hub** at the logistics site in Chablis, France, which was previously operated exclusively by our subsidiary Birambeau
- Distribution across three logistics locations **brings cost advantages, shortens transport routes** to our customers and simultaneously **reduces CO<sub>2</sub> emissions**
- Expanding our D2C capabilities to enable profitable growth in key markets in Western Europe
- **New logistics platform** in operation since October 2023



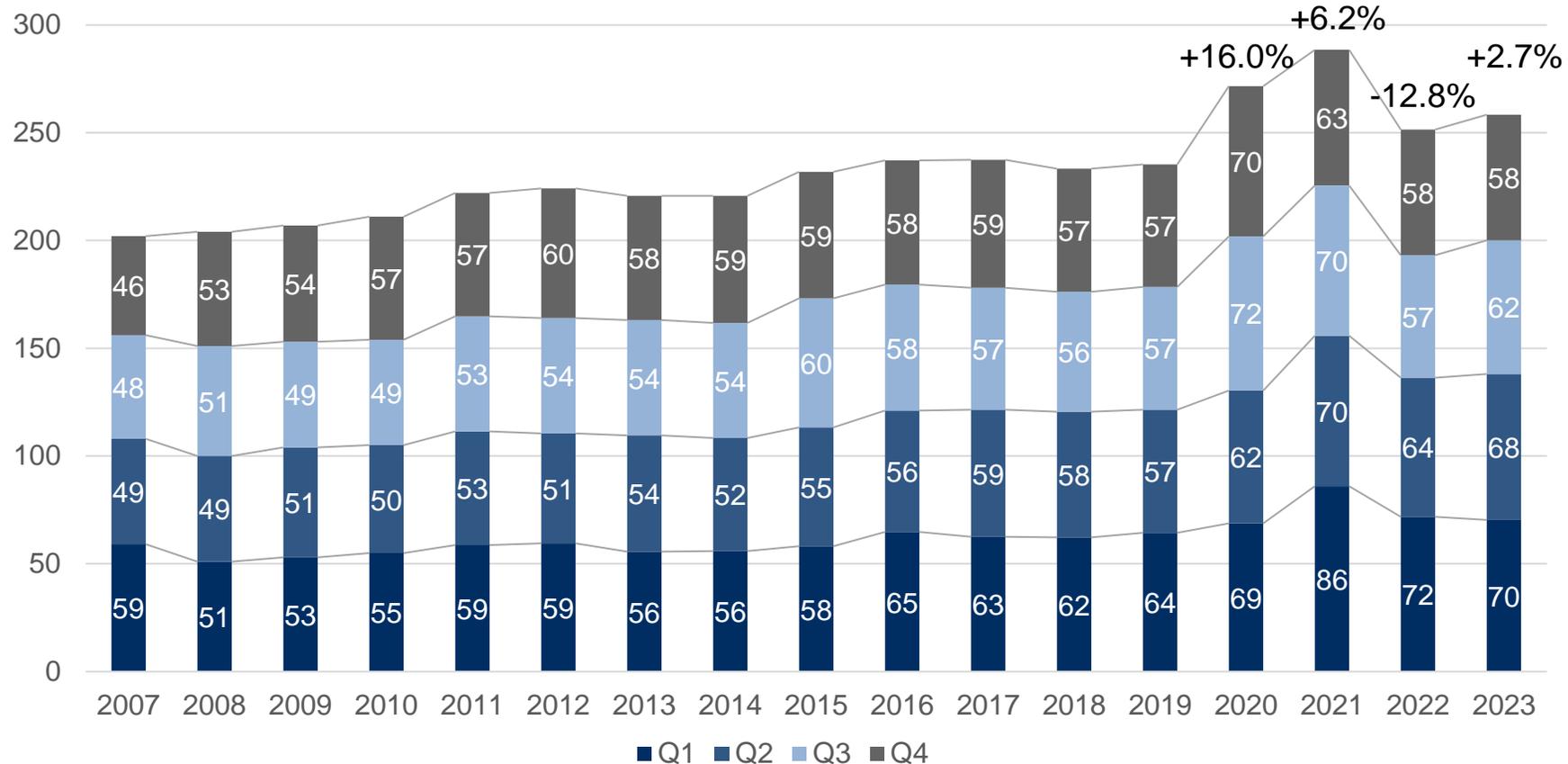
# FY 2023 Financials



# Group turnover up 2.7 % in FY 2023 despite continuing difficult market environment

## Group turnover development by quarters

in m€

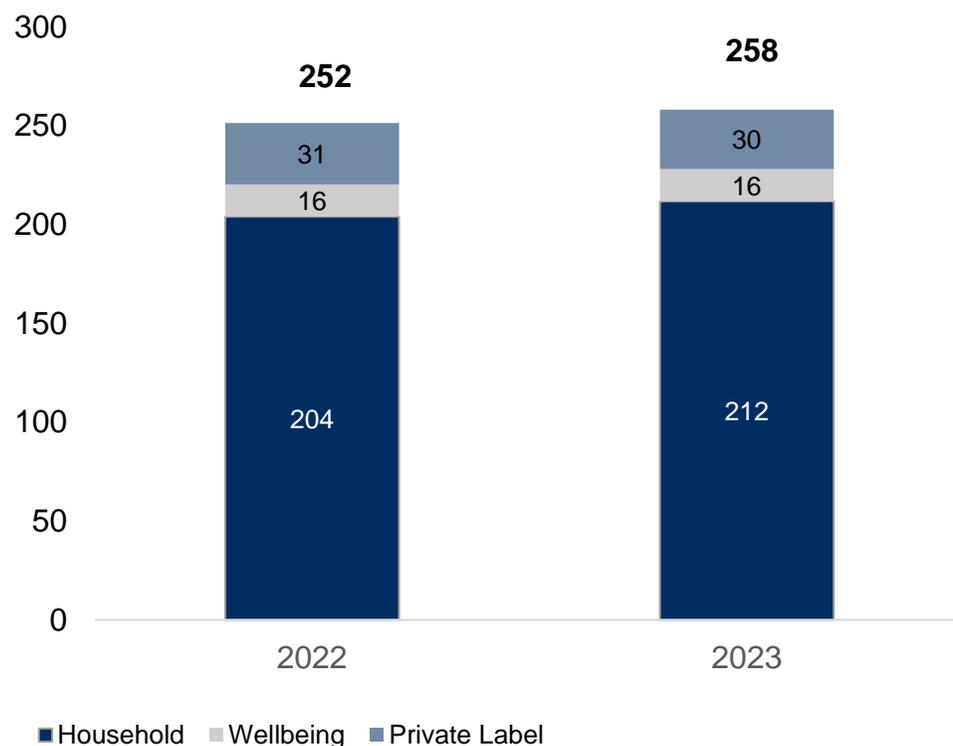


- Successful initiatives deliver solid results despite the challenging economic environment and an unchanged subdued consumer sentiment

# Household and Wellbeing segments above previous year's level, Private Label down slightly

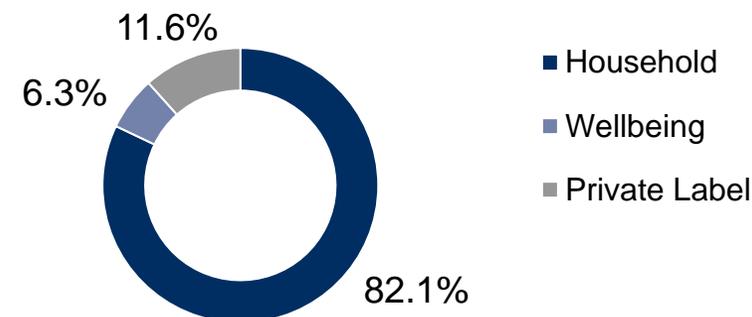
## Group turnover by segment

in m€



## Group turnover by segment

FY 2023

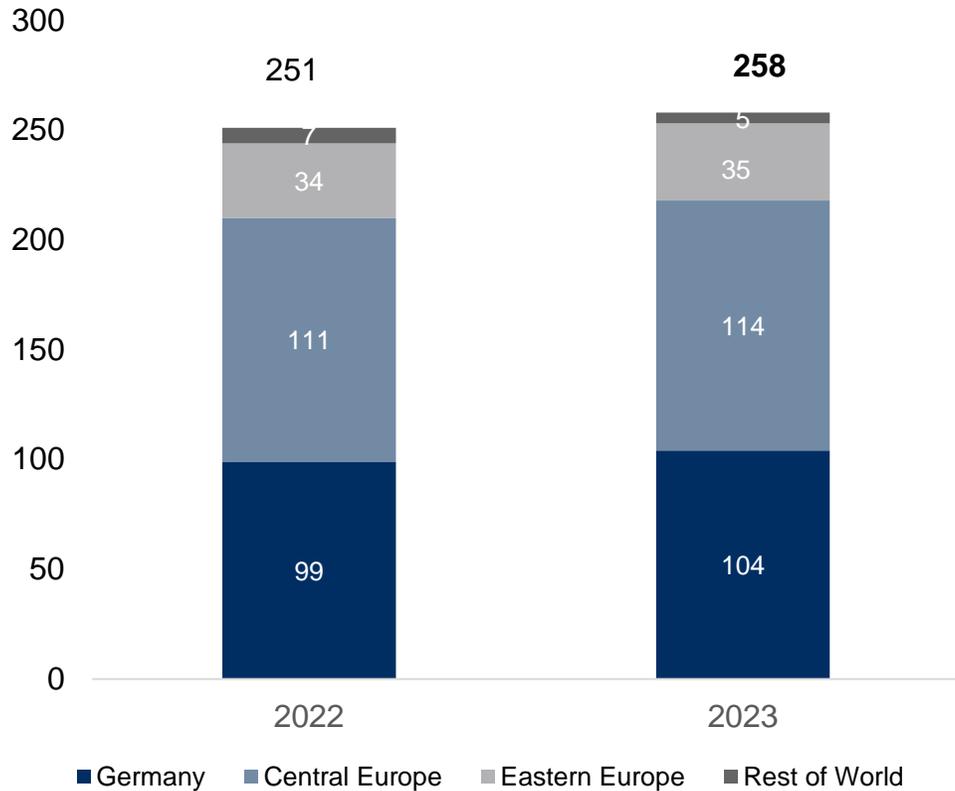


- **Household segment up by +3.8%** due to successful advertising campaigns
- **Wellbeing segment up by +1.5%** after significant decline in previous year
- **Private Label segment down by -3.9%**, Birambeau's kitchen products and Herby's laundry care products with declines

# Back on growth track despite continuing inflation and difficult market environment

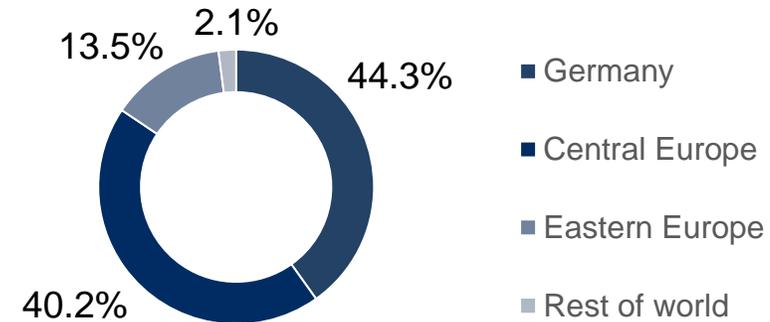
## Group turnover by region

2022 – 2023 in m€



## Group turnover by region

FY 2023



- Germany up by +4.9%**  
 Despite weak consumer climate, turnover growth due to successful advertising campaigns and distribution expansion
- Central Europe up by +2.9%**  
 Significant double-digit sales growth in the Netherlands, due to successful advertising and additional listings, lower volumes in discount promotions in France
- Eastern Europe up by +2.1%**  
 Romania with double-digit growth rates, back on growth path in the Czech Republic, declines in Poland

# EBIT increased due to improved gross margin, despite negative one-off effects caused by changes in Management Board

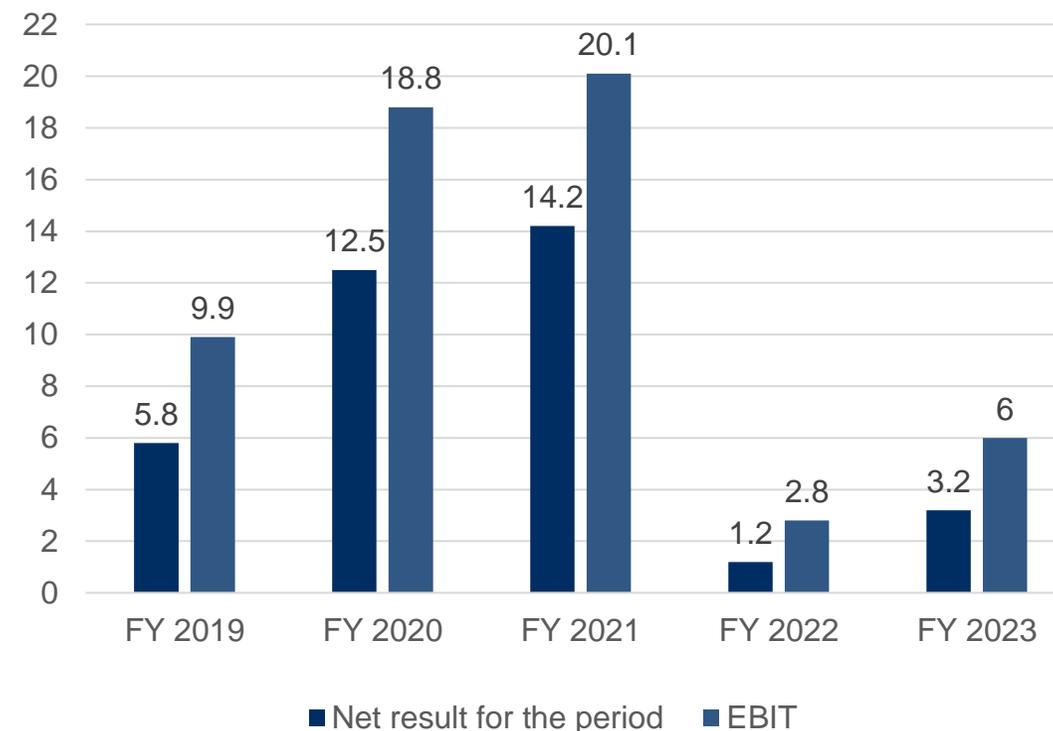


		FY 2022	FY 2023	Δ
Group turnover	m€	251.5	258.3	2.7%
Gross margin	%	38.7	42.1	3.4 pps
Foreign currency result	m€	2.9	-0.6	>-100%
EBIT	m€	2.8	6.0	>100%
EBIT margin	%	1.1	2.3	1.2 pps
Earnings before taxes (EBT)	m€	2.3	4.7	>100%
Net result for the period	m€	1.2	3.2	>100%
EPS	€	0.13	0.34	>100%

- One-off effects of 2.7 m€ caused by changes in the Management Board burdened administrative costs
- Despite this, EBIT increased due to successful advertising campaigns for profitable products and gross margin improvement
- Foreign currency result down due to realized exchange rate gains and losses, foreign currency valuations of balance sheet items and change in fair value of forward exchange contracts

## Group earnings development

FY 2019 – FY 2023 in m€



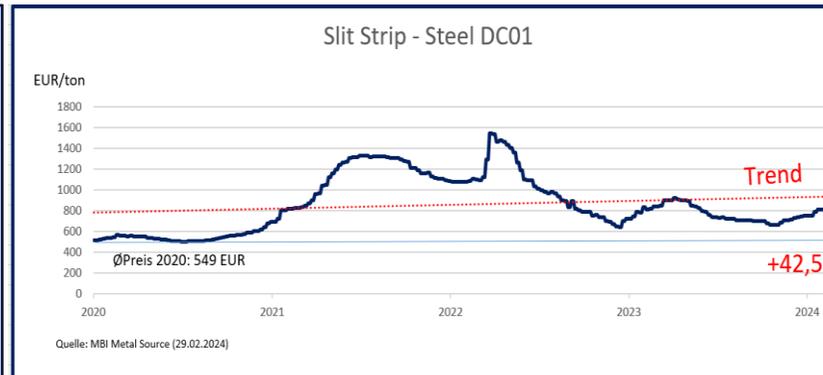
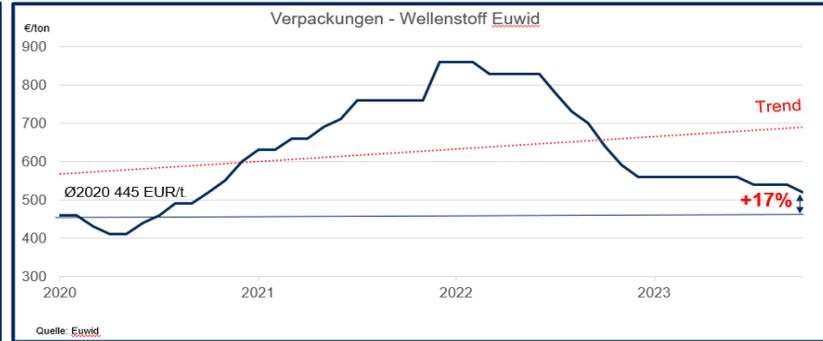
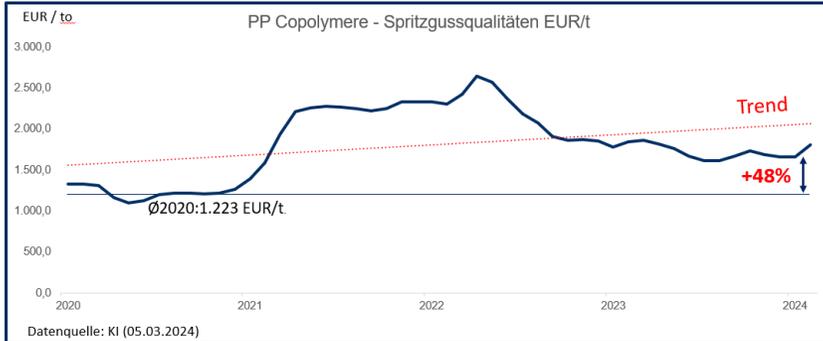
# Steadily increasing gross margins



		Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023
Gross Margin	%	39.7	<b>38.7</b>	40.5	41.3	42.6	44.3	<b>42.1</b>

- **Improvement in gross margin to 42.1% in FY 2023 (FY 2022: 38.7%)** because of
  - sales price adjustments
  - positive product mix effects due to the focus on effective campaigns for profitable products
  - increasing productivity and efficiency in production and logistics
  - slight decline in procurement and energy costs, although the costs remain at a high level

# Declines in procurement costs in 2023 vs. peak in 2022, but raw material and energy prices remain at high levels



- Average price increase of main raw materials appr. +41% vs. 2020\* (**+5% vs. previous month**)
- **Some raw material costs (esp. PP and Cotton) already with upward trend**
- Price level of 2019/2020 will not be reached in the short term
- **Major pricing impact: increased freight rates from Asia due to red sea crisis**

\*Calculation basis: average price 2020 vs. price as of February 2024

## Free cash flow increased by 3.3 m€ from 8.8 m€ in FY 2022 to 12.1 m€ in FY 2023

in m€	FY 2022	FY 2023	Δ
Cash flow from operating activities	14.0	20.8	6.8
Cash flow from investment activities	-5.3	-8.7	-3.4
Cash flow from financing activities	-10.6	-7.1	3.5
Free cash flow <sup>1</sup>	8.8	12.1	3.3

in m€	31/12/2022	31/12/2023	Δ
Cash and cash equivalents at the end of reporting period	36.3	41.3	5.0
Financial liabilities	-	-	-

- Free cash flow significantly improved by 3.3 m€ in FY 2023 as a result of improved working capital management
- Lower cash outflow from financing activities mainly due to the dividend payment of 6.7 m€ (2022: 10.0 m€)
- With Group liquidity totaling 41.3 m€ and without any liabilities to Banks, the company continues to have a **solid liquidity position**

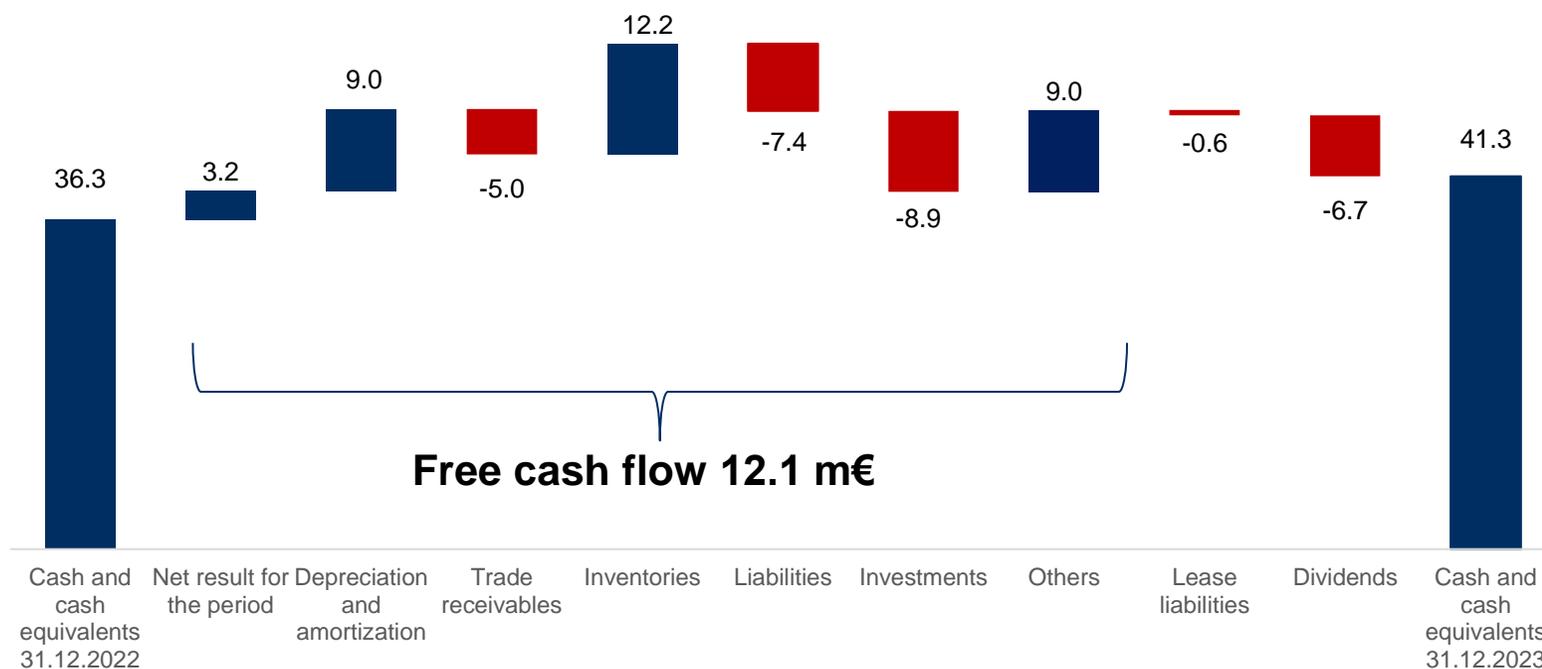
<sup>1</sup> Cash flow from operating activities and from investment activities, adjusted for incoming and outgoing payments in financial assets and, if existing, from acquisition and divestiture of business divisions.

# Group liquidity increased by 5 m€ from 36.3 m€ in 2022 to 41.3 m€ in 2023



## Group liquidity

31/12/2022 vs. 31/12/2023 in m€



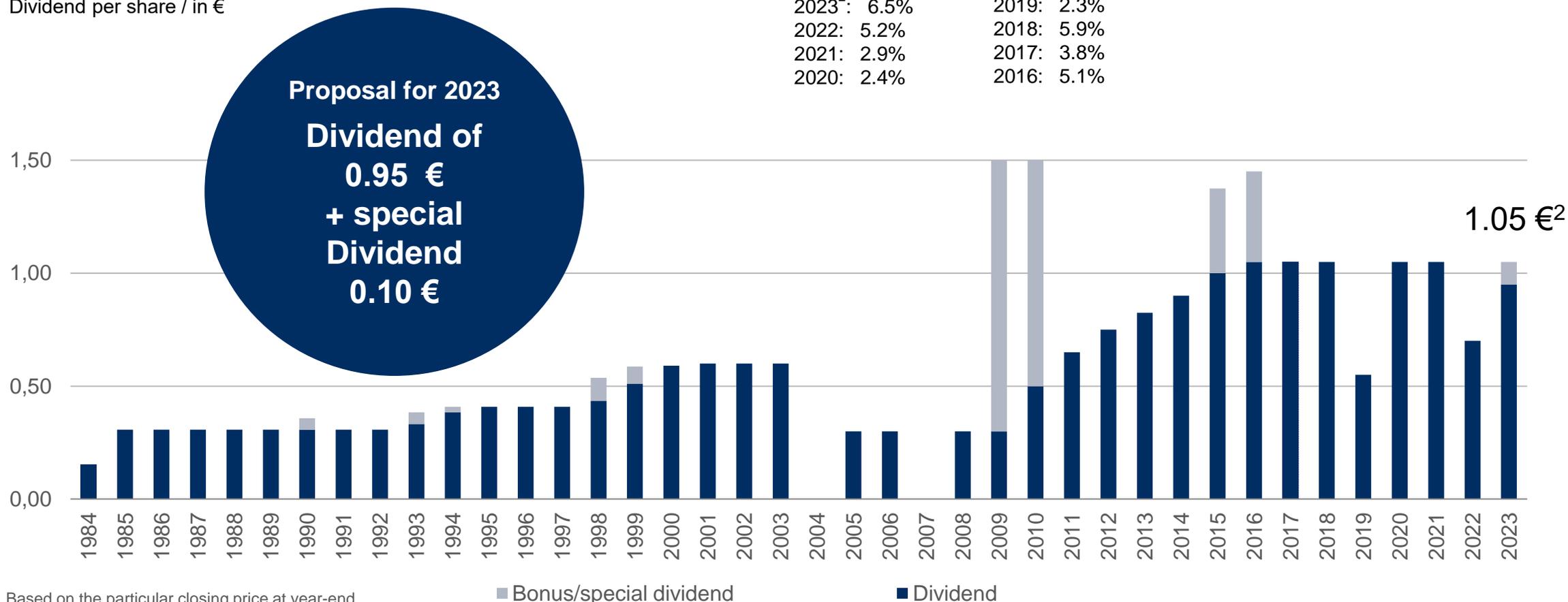
- Improvement in working capital, especially the reduction in inventories
- In addition, investment measures were postponed from Q4 2023 to Q1 2024
- Free cash flow affected in 2023 by one-off effects of 2.7 m€ caused by changes in the Management Board

# Committed to shareholder returns



## Long-term dividend development

Dividend per share / in €



## Dividend yield<sup>1</sup>

2023 <sup>2</sup> : 6.5%	2019: 2.3%
2022: 5.2%	2018: 5.9%
2021: 2.9%	2017: 3.8%
2020: 2.4%	2016: 5.1%

<sup>1</sup> Based on the particular closing price at year-end

<sup>2</sup> Subject to approval at the annual meeting



## Outlook 2024



# 2024: Revision of our corporate strategy, focusing on growth and cost efficiency to position the Group for sustainable success



## Future Growth

- Strengthening our brand positioning
- Focus on core segments
- Strengthen our Innovation pipeline with bigger, better innovation
- Stronger internationalization, initially in Europe
- Leverage our e-commerce capabilities to maximize our position

## Cost Efficiency

- Value optimization with revenue growth management
- Realize cost efficiencies with Lean Management in Operations
- Digitalize business processes

## Corporate Culture

- Create a culture of entrepreneurship, strong cross-organizational cooperation and modern leadership

## Sustainability

- Holistic responsibility for people, society and the environment with the highest level of corporate integrity

# Celebrating 65th anniversary



- We celebrate **65 years of "German brand quality"** and **40 years of Rotary dryer Linomatic** - Made in Germany brand quality
- Further anchor the origin and longtime values of Leifheit in the minds of consumers at the POS
- Additional **1-year warranty** on all items



# Innovation - Expansion of successful black line



**BLACK DIAMOND**

**Black Line**  
**Aesthetics without compromise.**

**LEIFHEIT**

Tower dryer  
**Comfort Tower 420 Black** 5 YEARS

Ironing board  
**Classic M Black** 3 YEARS

Standing dryer  
**Pegasus 180 Solid Black** 5 YEARS

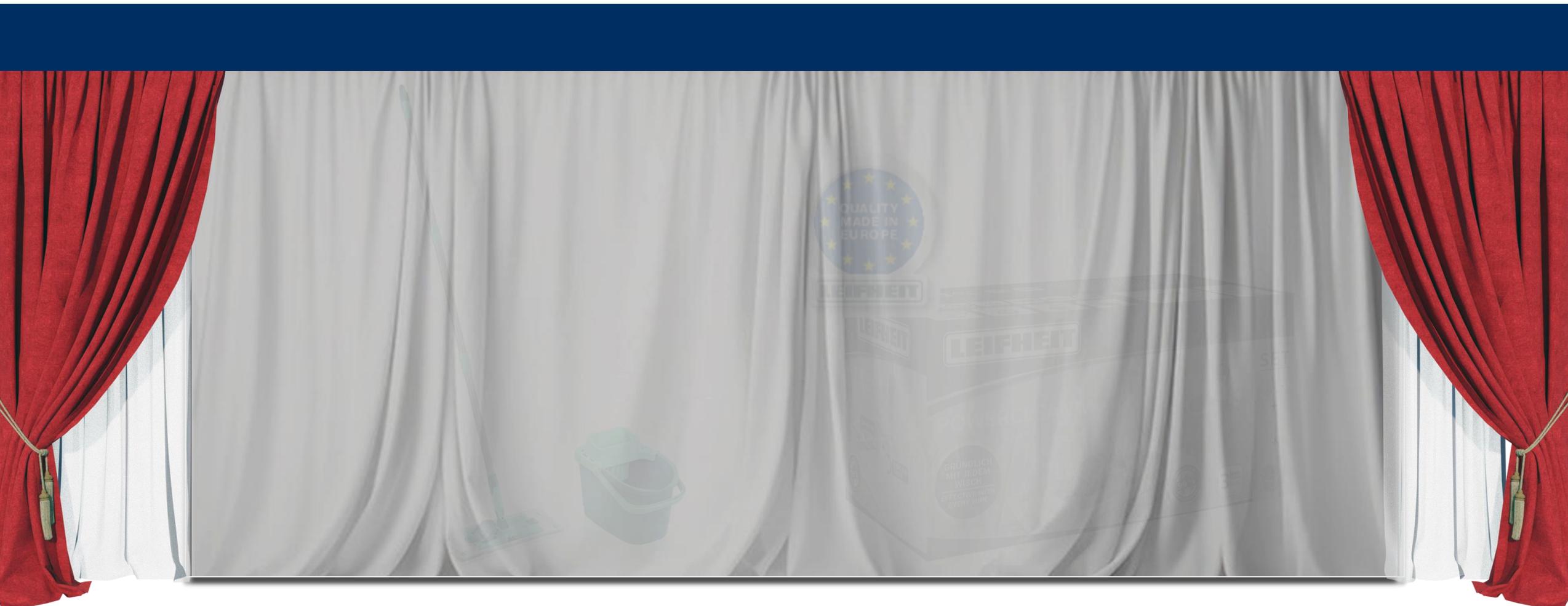
Standing dryer  
**Pegasus 150 Solid Black** 5 YEARS

Tower dryer  
**Classic Tower 270 Black** 3 YEARS

Ironing board  
**AirBoard M Compact Plus Black** 5 YEARS

- Proven quality and stability meet stylish design
- Black Pegasus and tower dryers, as well as Air Board and Classic ironing Boards complement each other perfectly

# New Product innovation cleaning is coming up



# Resilience: Managing strained supply chains in production and logistics



- Share of Group turnover with products from in-house production **up by +4pp in 2023 to 64%**
- Further increased the **share of European suppliers to 73 %** (2022: 72%) to reduce risks and dependencies on procurement regions with long delivery times and strained transport routes
- Flexible and efficient factories
  - **Modular concepts** for core products, development of platforms and standardization of production lines
  - **Learning factory:** continuous improvement
  - **Expansion of the production site in Blatná, CZ**
- **Logistics excellence** and improvement of **e-commerce capabilities** to enable growth



## 2024 forecast

### Still challenging market environment ahead

	Forecast 2024
Group turnover	slightly above the previous year
Turnover Household	slightly above the previous year
Turnover Wellbeing	slightly below the previous year
Turnover Private Label	slightly above the previous year
Group EBIT	in a corridor of 10 m€ to 12 m€
Free Cashflow	about 10 m€

- Continued weak economy and subdued consumer sentiment
- Significant increase in sea freight costs since beginning 2024 with negative impact on earnings, particularly in Q1, but also in FY 2024
- Turnover is expected to decrease slightly in Q1 2024 vs. Q1 2023



**Your questions, please.**



# **Annex**

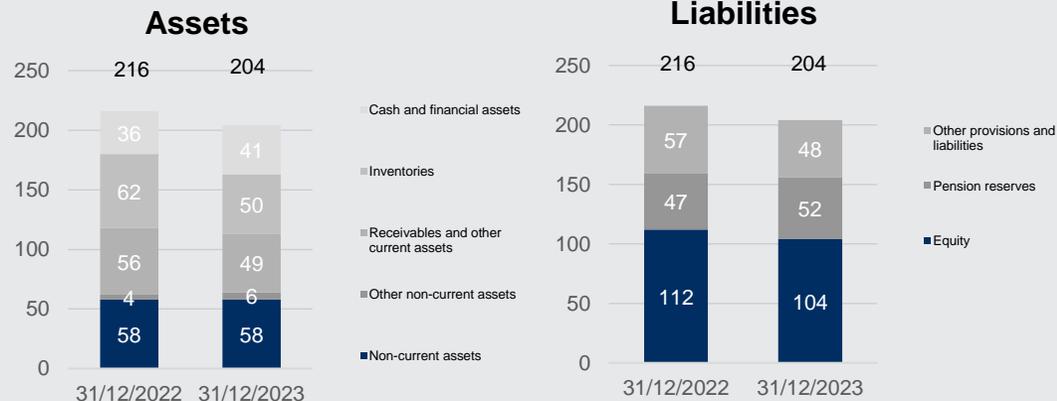
# Leifheit is financially solid and pays reliable dividends to shareholders



## Commitment to shareholders



## Strong financial structure in m€



## Strong products and brands



## Solid long-term stock performance

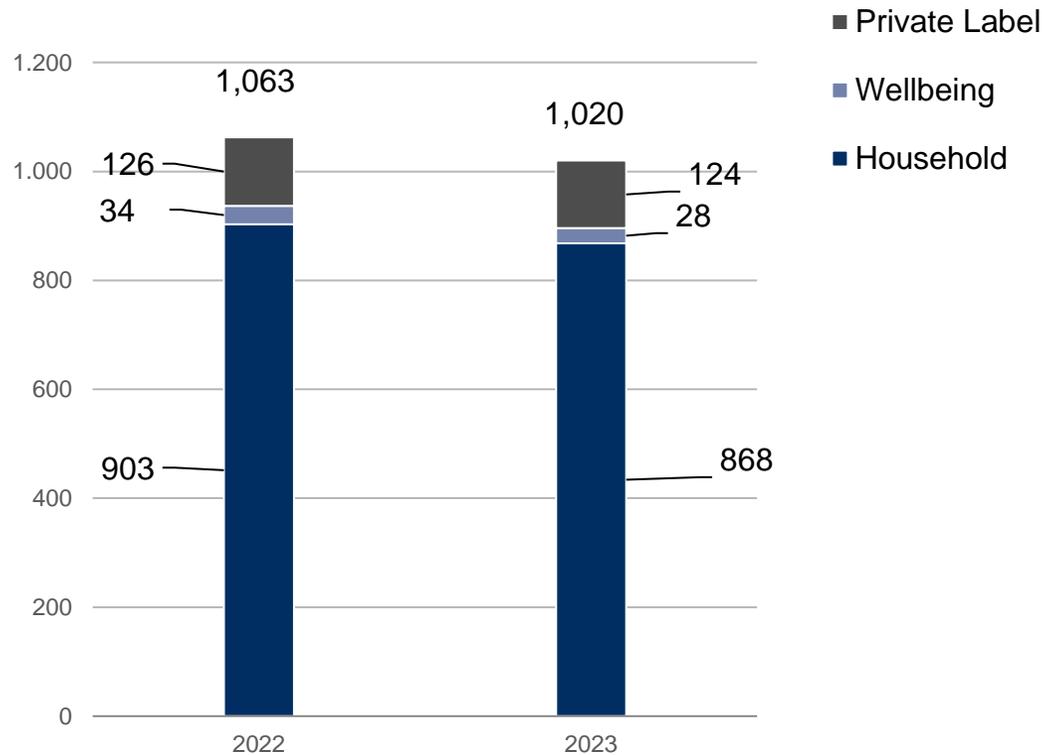


# Majority of employees based in Europe



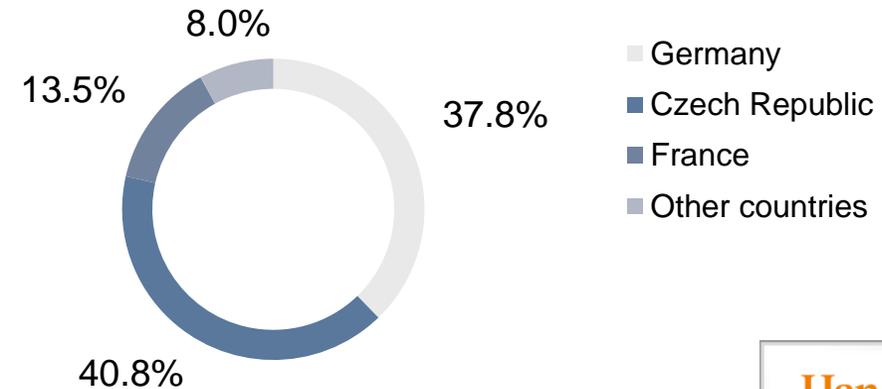
## Employee development\*

31 December 2023



## Employees by region\*

31 December 2023



\* Only own staff, without temporary workers

# Leifheit makes top quality household products



Profi Floor Wiper  
4.6 stars



Leifheit rückenschonender Bodenwischer Profi XL micro Duo mit Aluminiumstiel 140cm, Wischmopp zum Lösen mit Fußklick, mit Bezug...  
★★★★☆ ~ 1.728

Profi XL Set  
4.5 stars



Leifheit Set Wischtuchpresse Profi XL mit Bodenwischer 146cm und Rollen, 1x Mikrofaser Bezug für alle...  
★★★★☆ ~ 10.402

Pegasus 150 black  
4.7 stars



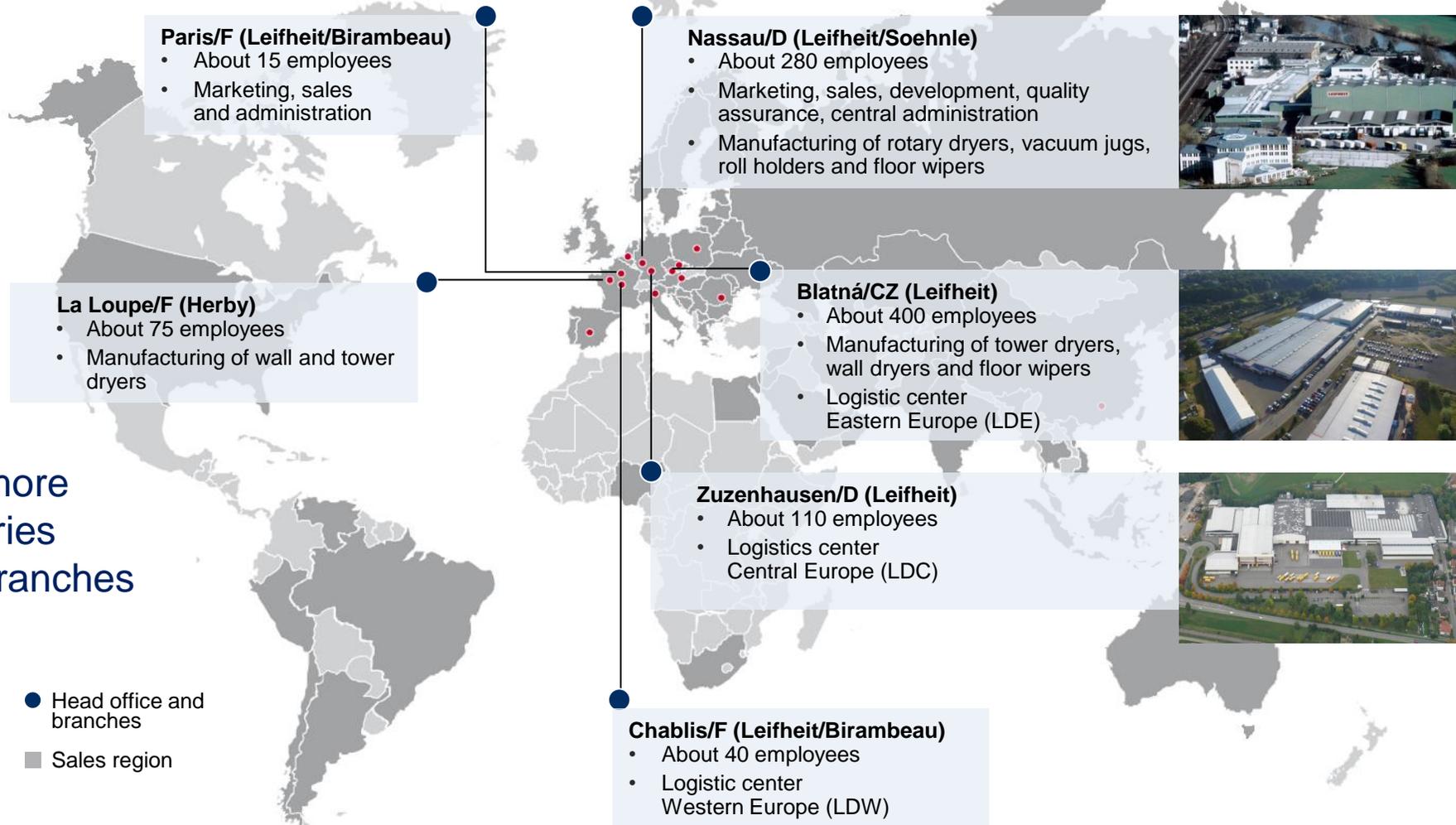
Leifheit Standtrockner Pegasus 150 Solid Black Edition, standfester Wäscheständer mit Flügeln auch für lange...  
★★★★☆ ~ 11.534

Linomatic 600 Deluxe  
4.7 stars



Leifheit Wäscheschirm Linomatic 600 Deluxe Cover mit Leineneinzug für saubere Wäsche, Wäschespinne für die...  
★★★★☆ ~ 8.836

# Our European production and logistic footprint ensures efficient and reliable supply to customers



Operating in more than 80 countries with 14 own branches

# Distribution in all relevant distribution channels

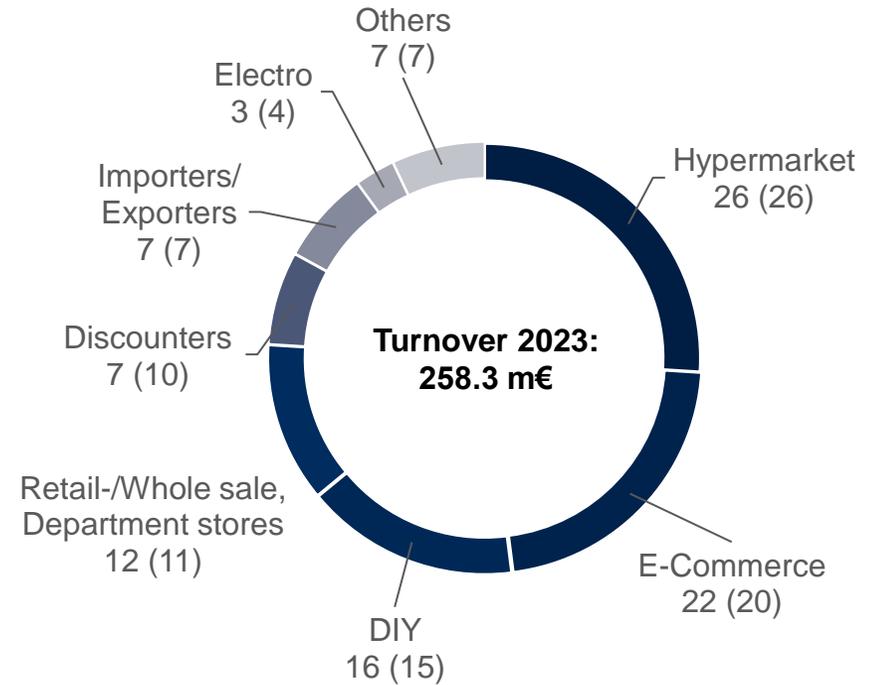


## Blue Chip client base



## Distribution channels

Turnover 2023 in % (previous year's figures)



# Long-term financial overview



		2019	2020	2021	2022	2023
<b>Group turnover</b>	m€	234.0	271.6	288.3	251.5	258.3
<b>Profitability</b>						
Gross margin	%	43.1	45.0	42.3	38.7	42.1
Cash flow from operating activities	m€	15.9	4.0	16.4	14.0	20.8
Free cash flow	m€	10.1	-5.5	9.6	8.8	12.1
EBIT	m€	9.9	18.8	20.1	2.8	6.0
EBIT margin	%	4.2	6.9	7.0	1.1	2.3
EBT	m€	8.5	17.7	19.3	2.3	4.7
Net result for the period	m€	5.8	12.5	14.2	1.2	3.2
ROCE <sup>1</sup>	%	8.2	14.1	13.8	1.8	4.5

<sup>1</sup> Definition of ROCE changed in 2019, ROCE 2018 adjusted for comparability reasons

# Long-term financial overview



		2019	2020	2021	2022	2023
<b>Per share</b>						
Net result for the period, EPS <sup>2</sup>	€	0.61	1.32	1.49	0.13	0.34
Free cash flow	€	1.06	-0.57	1.00	0.92	1.27
Dividend	€	0.55	1.05	1.05	0.70	0.95 <sup>2</sup>
Special dividend	€	--	--	--	--	0.10 <sup>2</sup>
<b>Investments</b>	m€	6.0	9.6	7.3	5.4	8.9
<b>Depreciation</b>	m€	8.2	8.5	7.8	7.5	9.0
		31/12/2019	31/12/2020	31/12/2021	31/12/2022	31/12/2023
<b>Employees</b>	No.	1,106	1,098	1,080	1,063	1,020
<b>Balance sheet total<sup>1</sup></b>	m€	214.6	230.0	238.8	216.1	203.6
<b>Equity</b>	m€	96.2	100.4	111.3	112.5	103.8
<b>Equity ratio</b>	%	44.8	43.7	46.6	52.0	51.0
<b>Liquidity</b>	m€	50.3	38.8	38.1	36.3	41.3

<sup>1</sup> Not including repurchased treasury shares

<sup>2</sup> Dividend proposal

# Leifheit awards (selection)



**Testsieger**  
93 %  
Leifheit AirBoard Deluxe XL Plus VDE  
Vergleich.org

**2. Platz**  
GUT (1,5)  
Leifheit Profi micro duo  
Vergleich.org

**TEST VERDICT**  
**Haus & Garten Test**  
Final score 1.1  
**very good**  
Leifheit Profi XL mini duo Aluminium convenient handling and professional detailed solution  
In Test: Floor wiper Haus 6/2019 www.haus-garten-test.de

Floor wiper Profi micro duo



**TEST WINNER**  
**Haus & Garten Test**  
**good**  
(1,7)  
Leifheit Clean Twist Disc Mop Ergo  
In Test: Mop Haus 6/2019 www.haus-garten-test.de



CLEAN TWIST Disc Mop Ergo



Rotary dryers Linomatic

**Testsieger**  
GUT (1,8)  
Leifheit Linomatic Deluxe 500  
Vergleich.org

**TESTURTEIL**  
**Haus & Garten Test**  
Endnote 1.0  
**sehr gut**  
Leifheit Linomatic 400 Cover  
Maximaler Bedienkomfort, der keine Wünsche offen lässt  
In Test: Trockner August 5/2019 www.haus-garten-test.de

**TESTURTEIL**  
**Haus & Garten Test**  
Endnote 1.2  
**sehr gut**  
Leifheit Linomatic 400 easy  
Platzsparend und praktisch, sehr leichtgängig und stabil  
In Test: Trockner August 6/2019 www.haus-garten-test.de



**TEST VERDICT**  
**Haus & Garten Test**  
**very good**  
(1,4)  
Leifheit Regulus Aqua PowerVac  
Zwei Kombinationen sind besser  
Haus 2/2018 www.haus-garten-test.de

Cordless vacuum wiper Regulus Aqua PowerVac



Laundry dryers Pegasus

**Sieger Preis-Leistung**  
GUT (1,8)  
Leifheit Pegasus 150  
Vergleich.org

**2. Platz**  
SEHR GUT (1,4)  
Leifheit 81517 Pegasus 200 Solid Deluxe Mobile  
Vergleich.org

**TEST VERDICT**  
**Haus & Garten Test**  
Final score 1.3  
**very good**  
Leifheit Pegasus 150 Solid perfect drying with a safe standing  
In Test: Wäschetrockner Haus 6/2019 www.haus-garten-test.de



CLEAN TWIST M Ergo

**TEST WINNER**  
**Haus & Garten Test**  
**very good**  
(1,4)  
Leifheit Clean Twist M Ergo  
In Test: Floor wiper Haus 6/2019 www.haus-garten-test.de



Window vacuum cleaner Nemo

**TEST VERDICT**  
**Haus & Garten Test**  
**good**  
(1,6)  
Leifheit Nemo  
Weißt und saugt vacuum cleaner Nemo  
In Test: Fensterstauger Haus 2/2019 www.haus-garten-test.de

**PLUS X AWARD**  
High Quality  
Ease of Use  
**PLUS X AWARD**  
High Quality  
Functionality



Window vacuum cleaners

**Alles Beste**  
Empfehlung  
Leifheit Dry & Clean

**TESTURTEIL**  
**Haus & Garten Test**  
Endnote 1.3  
**sehr gut**  
Leifheit Set Dry&Clean  
Sehr ansprechende Technik, beste Wahl für saubere Fenster  
In Test: Fensterstauger August 3/2019 www.haus-garten-test.de

**Stiftung Warentest**  
GUT (2,4)  
**test**  
Fensterstauger Classic  
In Test: 11 Fensterstauger Ausgabe 4/2019 www.test.de



Cordless vacuum Regulus PowerVac 2in1

**PLUS X AWARD**  
BESTES PRODUKT DES JAHRES 2018  
**testsieger.de**  
1,9  
08/2018  
gut  
Redaktions-Wertung  
Leifheit Regulus PowerVac 2in1

**TEST VERDICT**  
**Haus & Garten Test**  
Final score 1.9  
**Good**  
Leifheit Regulus PowerVac 2in1  
Good particle absorption and high charging efficiency  
In Test: Staubsauger Haus 9/2019 www.haus-garten-test.de

**Alles Beste**  
Empfehlung  
Leifheit 11925 Regulus PowerVac



Steam Mop CleanTenso

**testsieger.de**  
1,5  
08/2018  
sehr gut  
Redaktions-Wertung  
Leifheit 11910 CleanTenso

**PLUS X AWARD**  
2018 ausgezeichnet für:  
High Quality  
Design  
Funktionalität

**TESTSIEGER**  
**Haus & Garten Test**  
Endnote 1.2  
**sehr gut**  
Leifheit CleanTenso 11910  
Hochwertiger Helfer mit sehr guter Funktion  
In Test: Dampfbodentrockner August 9/2019 www.haus-garten-test.de

**TESTURTEIL**  
**Haus & Garten Test**  
**gut**  
(1,8)  
Leifheit Isolierbecher Flip 350ml  
In Test: Thermobecher August 1/2020 www.haus-garten-test.de



**TESTSIEGER**  
**Haus & Garten Test**  
**sehr gut**  
(1,2)  
Leifheit Isolierbecher Flip 500ml  
In Test: Thermobecher August 3/2020 www.haus-garten-test.de

Isolating mugs Flip 600 + 350 ml

**ETM TESTMAGAZIN**  
Leifheit Isolierbecher Flip 350 ml dark blue (03247)  
**SEHR GUT** 92,6 %  
Vergleichstest  
14 Thermobecher  
Sehr gut, da gut  
www.etm-testmagazin.de

**TEST WINNER**  
**Haus & Garten Test**  
**very good**  
(1,4)  
Leifheit Isolating Jug Harmonic  
In Test: Thermos Haus 2/2020 www.haus-garten-test.de



Isolating jug Columbus



Salad spinner Comport Line

**Alles Beste**  
Empfehlung  
Leifheit Salatspinner Comport Line

**TESTURTEIL**  
**Haus & Garten Test**  
**gut**  
(1,8)  
Leifheit Salatspinner Comport Line  
In Test: Salatspinner August 3/2020 www.haus-garten-test.de

# Soehnle awards (selection)



Kitchen Scales  
Page Profi + Page Profi 300



Personal Scales  
Style Sense



Personal Scales  
Style Sense Bamboo Magic



Body analysis scales  
Shape Sense Connect 100 + 200

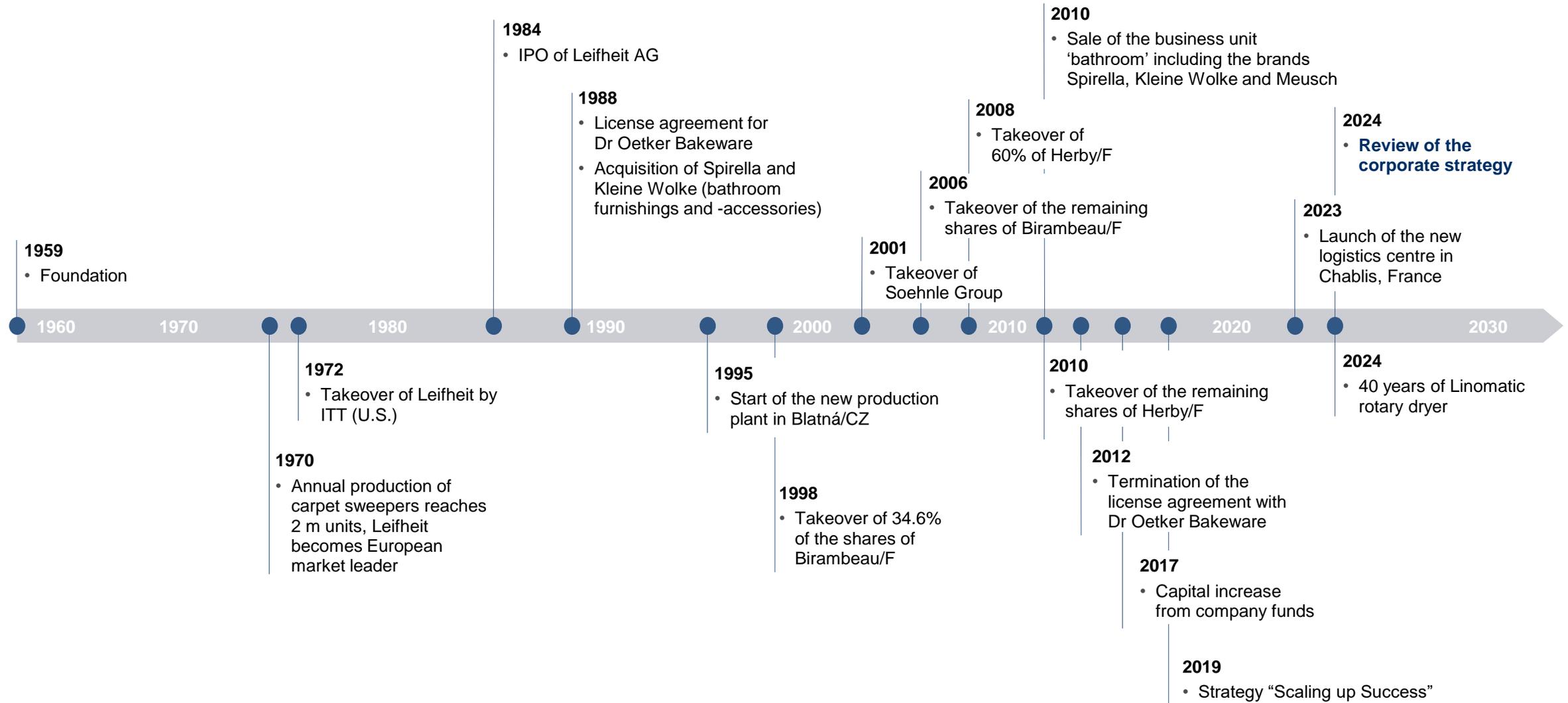


Blood pressure monitors  
Systo Monitor 200 + 300



Page Aqua Proof  
Kitchen Scale

# Leifheit – 65 years of passion for housework



# European competitors by category



## Cleaning

Spontex  
Tonkita Swiffer Rival  
Kärcher Vileda



## Laundry care

Vileda Brabantia Artweger  
Wenko Gimi Juwel Stewi  
Metaltex Rörets Blome



## Kitchen goods

Tescoma WMF Gefu  
Zyliss Oxo Rösle Fackelmann Lurch  
Brabantia Westmark Emsa Tefal



## Wellbeing

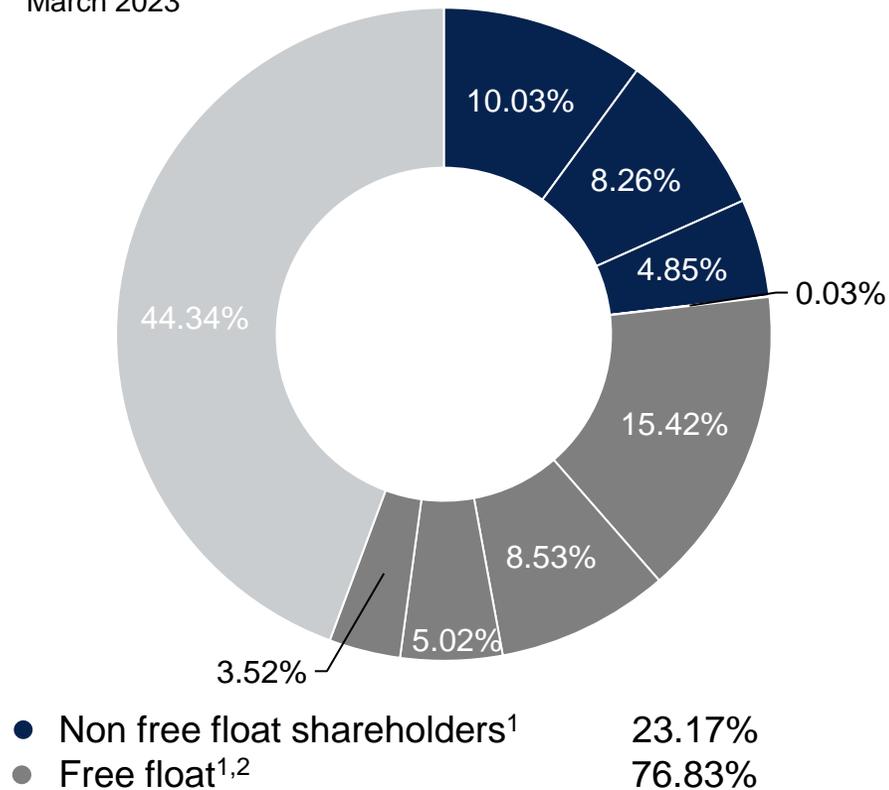
Bosch Laica Tanita  
ADE Homedics Beurer  
Sanitas Withings Terrailon

# Significant free float and international investors



## Shareholder structure

March 2023



- MKV Verwaltungs GmbH, Grünwald (GER), 10.03%
- Ruthild Loh, Haiger (GER), 8.26%
- Leifheit AG Nassau (GER), treasury shares, 4.85%
- Employee shares subject to a lock-up period 0.03%
- Alantra EQMC Asset Management, SGIIC, SA, Madrid (ES), 15.42%
- Gerlin Participaties Coöperatief U.A., Maarsbergen (NL), 8.53%
- MainFirst SICAV, Senningerberg (LUX), 5.02%
- Blackmoor Ownership Holdings Master Limited, London (UK), 3.52%
- Voting rights under notification threshold 44.34%

<sup>1</sup> Definition of German stock exchange for indices

<sup>2</sup> Including shareholdings of the management board

# ESG: Strategic sustainability goals

## Focus on climate neutrality till 2030<sup>1</sup>



- Climate balance for our most important sites in scope 1 and scope 2 established in 2022
- Yearly climate balance in the future to measure progress

- Substantially reduce the emissions of direct greenhouse gases (scope 1 emissions)
- 100% renewable energies with a electricity mix (scope 2 emissions)
- Substantially reduce the emissions of indirect emissions (scope 3)

- Energy: increase efficiency, savings and share of renewable energies
- Mobility: reduce of vehicle fleet emissions at our sites, reduce CO<sub>2</sub> emissions of employees' drive
- Products: long-lasting and high-quality products with long life cycle, increase recycled share in products, packaging and displays
- Distribution: lean production, reduce transport routes and supply logistics

- Compensate non avoidable emissions<sup>1</sup> by means of certified projects for climate protection

Read more at our **sustainability report 2023**  
[www.leifheit-group.com/en/investor-relations/reports-and-presentations/](http://www.leifheit-group.com/en/investor-relations/reports-and-presentations/)



Scope 1: direct emissions from the company's owned or controlled resources e.g. gas, fuel, refrigerants  
 Scope 2: indirect emissions from purchased energy, e.g. electricity  
 Scope 3: indirect emissions in the value chain, (upstream + downstream)

<sup>1</sup> Scope 1 and scope 2 emissions

# Our ESG Principles



What sustainability means to us:  
Responsible actions toward the environment and people,  
corporate integrity and durable, high-quality products



## Environment

Climate-neutral by 2030:<sup>1</sup>  
Avoiding and reducing carbon emissions, supporting climate protection projects

Durable, high-quality products that make life at home easier and more convenient

Efficient use of resources without sacrificing quality

European production and logistics footprint with close connections to our customers

Compliance with applicable laws and regulations in our production activities (WEEE, RoHS, REACH, PAH, Ecodesign Directive, etc.)

Strict environmental standards in our supply chain, laid down in our Supplier Code of Conduct



## Social

Open, positive corporate culture driven by performance and teamwork

HR strategy geared towards employer attractiveness

Focus on employee safety and health

Diversity and offer equality of opportunity

Fair and competitive pay, training and continuing education

Strict social standards in the supply chain, laid down in our Supplier Code of Conduct

Giving back to society at our locations



## Governance

Responsible corporate management and compliance

High transparency for stakeholders through quarterly reporting and regular news updates

Compliance management system (CMS), including guidelines and measures to ensure compliant and ethical conduct

Combating corruption and bribery as integral part of CMS

Protecting personal data according to the high standards of the GDPR



Read more at our **sustainability report 2023**

[www.leifheit-group.com/en/investor-relations/reports-and-presentations/](http://www.leifheit-group.com/en/investor-relations/reports-and-presentations/)

<sup>1</sup> Scope 1 and scope 2 emissions

# Leifheit is frequently top company in home appliances and household goods categories

We are pleased that our efforts towards sustainability are being noticed and rewarded by consumers.

- For example, we were awarded the “**Germany’s Best Sustainability**” seal once again in 2023 for the third year running. The study was conducted by the IMWF Institut für Management- und Wirtschaftsforschung with research support from the Hamburg Institute of International Economics (HWWI) on behalf of Focus Money and Deutschland Test. The study analyses social listening data for some 19,600 companies and brands. It examines aspects of ecological, economic and social sustainability. The results show who is committed to sustainability from the consumer’s point of view.
- As in the two previous years, the FAZ-Institut also once again awarded Leifheit the “**Excellent Sustainability**” certificate. The study analysed social listening data for some 20,000 companies and brands in a similar manner.
- In addition, Leifheit was awarded the “**Maximum Trust 2023**” award once again, achieving the highest ranking in the household products category. The study was conducted by the IMWF Institut für Management- und Wirtschaftsforschung on behalf of Focus Money and Deutschland Test.
- In the “**Sustainability Champions**” study conducted in cooperation with the daily newspaper Die Welt, the Leifheit and Soehnle brands were rated “very sustainable” in the “Household goods/kitchen utensils” sector. The result is based on a consumer survey in which a total of 1,291 companies from 78 sectors were assessed.

# Financial calendar and contact



## Financial calendar 2024

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### **27 March 2024**

Annual reports 2023, sustainability report including non-financial Group report 2023

Investor and analyst conference call

### **8 May 2024**

Quarterly statement for the period ending 31 March 2024

### **13-15 May 2024**

Equity Forum – Spring Conference, Frankfurt

### **29 May 2024**

Annual General Meeting

### **8 August 2024**

Financial report for the period ending 30 June 2024

### **12 November 2024**

Quarterly statement for the period ending 30 September 2024

### **25-27 November 2024**

Deutsche Börse – German Equity Forum 2024, Frankfurt

## Contact

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[www.leifheit-group.com](http://www.leifheit-group.com)

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