

DELTA COM 

Europe's leading online tyre retailer

H1 2024 Results

OpenAI ChatGPT 2024 / Prompt:
„produce a picture with impressive tyres on the road“

AGENDA

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Outlook FY 2024

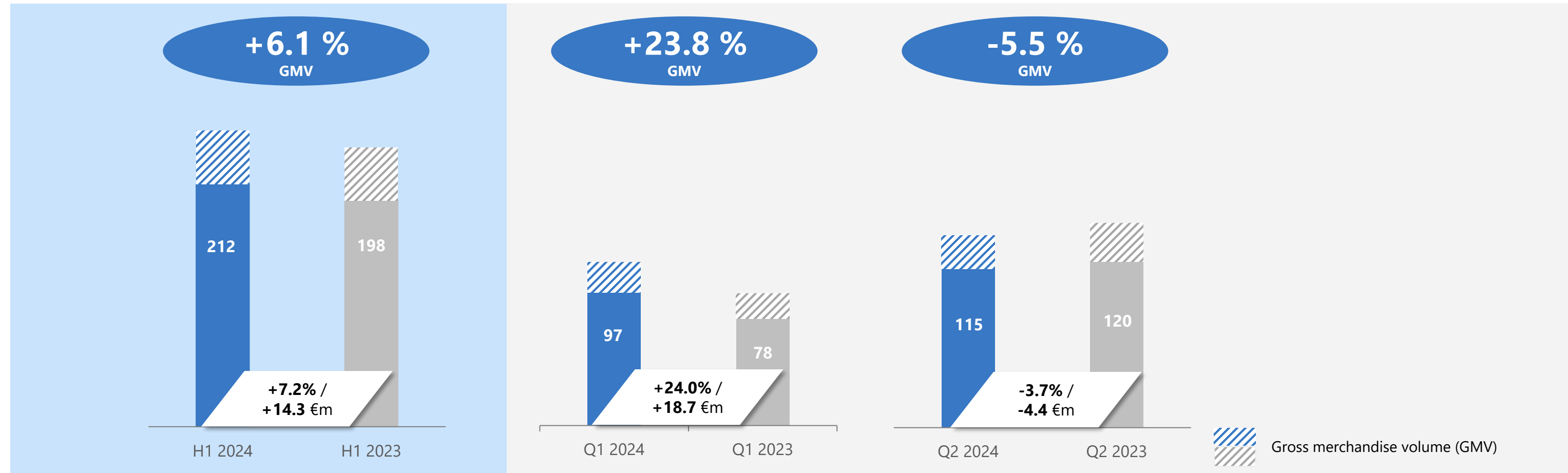
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H1 2024: MARKET ENVIRONMENT

- ▶ According to initial estimates by market experts, **in Germany tyre sales for passenger cars increased by approx. 3 %** in H1 2024 vs. H1 2023 (summer: at previous year's level, all-season: +9 %, winter: -3 %)
- ▶ **European sell-in data Q1**: passenger car tyres sales +3 % according to ETRMA primarily driven by winter tyres (summer: -4 %, all-season +18 %, winter: +26 %)
- ▶ According to bevh, **revenues** for the **German online retailing decreased by 1.2 %** in H1 2024 but small increase in revenues of 0.2 % in Q2 2024 compared to Q2 2023 recorded

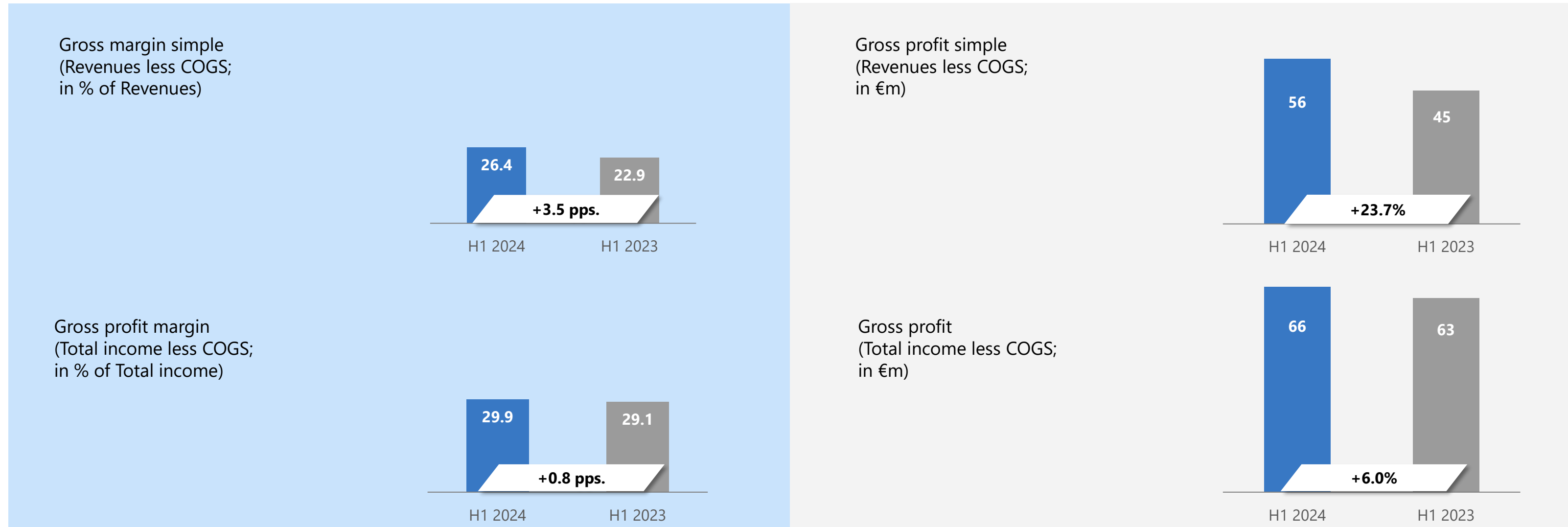
H1 2024: REVENUES DEVELOPMENT

Revenues (in €m)



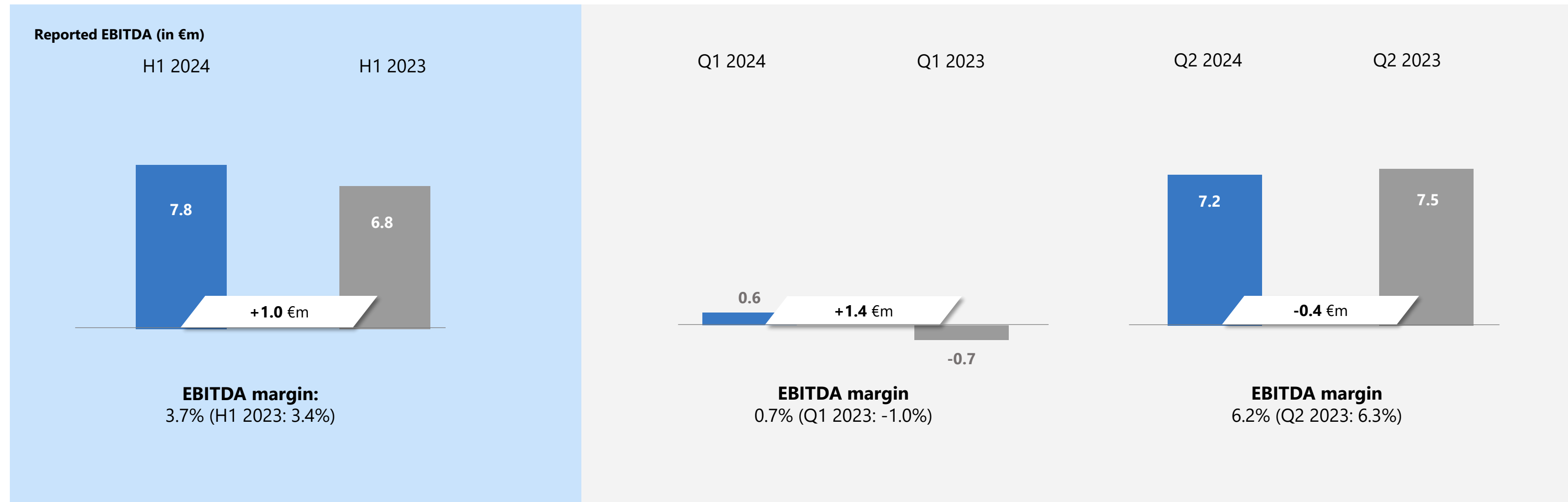
- ▶ **Good sales and pre-sales in Q1 2024** with both private and commercial end customers **in view of early summer temperatures in February and March**
- ▶ **Lower revenues in Q2 2024 due to weather-driven seasonal shift to Q1 2024**

H1 2024: GROSS MARGIN & GROSS PROFIT MARGIN



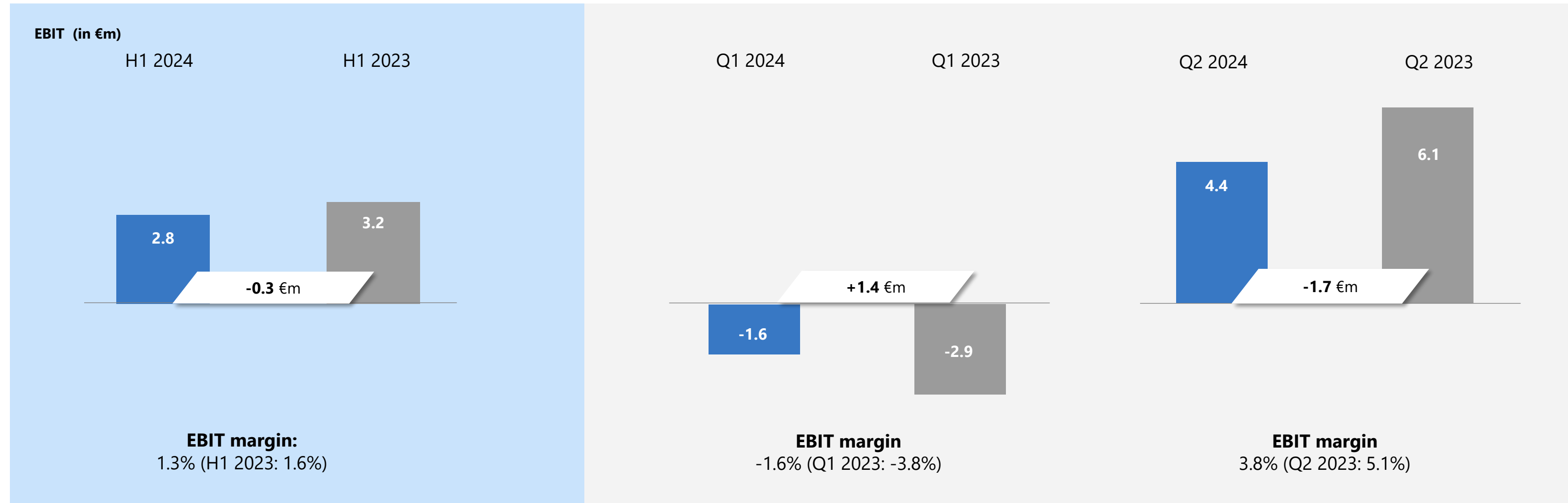
► **Increase in gross margin** mainly due to a **changed sales mix** and the new automated pricing system

H1 2024: EBITDA



- ▶ **Operative EBITDA improved** from € 7.2 million **to € 8.0 million** (after elimination of the costs in connection with the refinancing)
- ▶ **15.2 % increase in reported EBITDA yoy**

H1 2024: EBIT



- ▶ **Depreciation increased by € 1.4 million** as a result of the increase in right-of-use assets due to the rental of additional office space as well as index-lined rent increases

H1 2024: P&L

	Unit	H1 2024	H1 2023	
Revenues	€m	211.9	197.7	+7.2%
Gross profit	€m	66.4	62.7	+6.0%
Personnel expenses	€m	7.0	7.4	-5.8%
Other operating expenses	€m	51.6	48.5	+6.5%
EBITDA	€m	7.8	6.8	+15.2%
Net result	€m	0.1	1.5	-96.0%

Improved gross margin due to change in the sales mix and new pricing tool

Reduction in headcount and inflation compensation bonus paid at the beginning of 2023

Increase of other operating expenses mainly driven by transportation costs; marketing expense ratio 2.8 % (H1 2023: 3.3 %)

Tax expenses relating to other periods in the amount of around € 1.1 million

H1 2024: BALANCE SHEET: ASSETS (EXCERPT)

	Unit	30.06.2024	31.12.2023	30.06.2023
Non-current assets	€m	111.3	108.9	118.5
Fixed assets	€m	98.3	94.1	95.4
Other assets	€m	13.0	14.8	23.1
Current assets	€m	122.2	82.6	117.0
Inventories	€m	80.6	41.2	82.0
Receivables	€m	37.9	34.2	32.5
Liquidity	€m	3.7	7.3	2.5

Increased fixed assets is mainly due to additions to investments in warehouse infrastructure

Seasonal stockpiling under way

Increase in trade receivables in a closing date comparison

Seasonality and payment terms in tyre trade

► **Strengthening of Delticom's financial position** by stringent working capital management

H1 2024: BALANCE SHEET: EQUITY & LIABILITIES (EXCERPT)

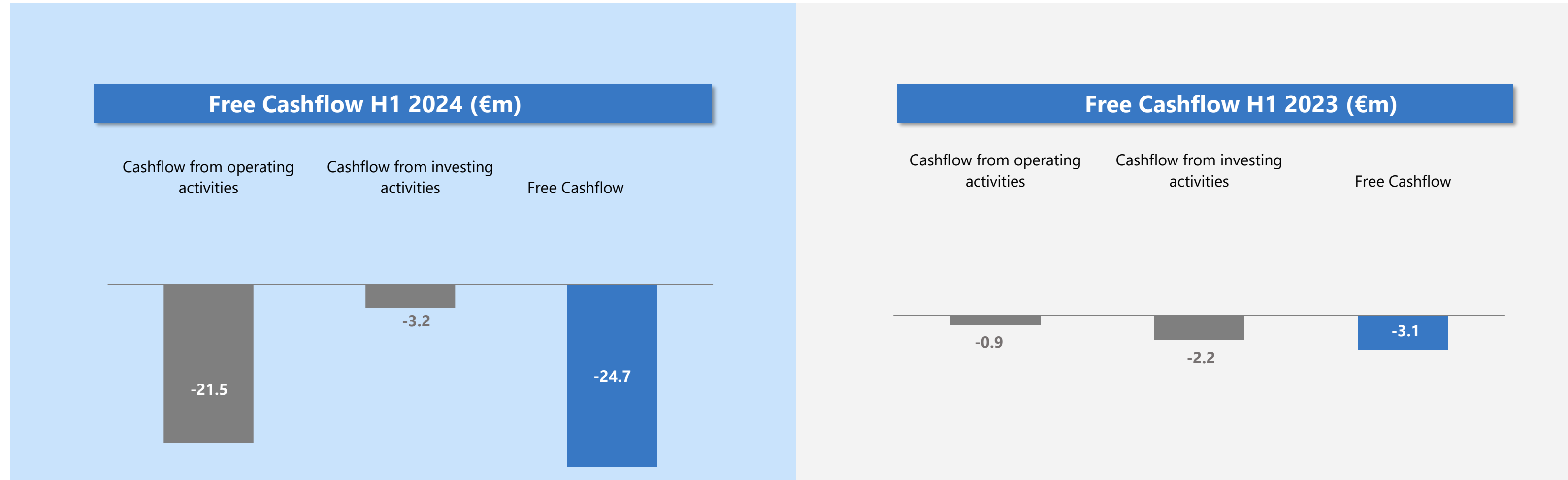
	Unit	30.06.2023	31.12.2023	30.06.2023
Equity	€m	48.0	47.6	41.3
Liabilities	€m	185.4	143.9	194.2
Long term liabilities	€m	48.2	46.1	52.1
Short-term liabilities	€m	130.6	90.8	138.9
Short-term provisions	€m	6.6	6.9	3.2

Long-term lease obligations (IFRS 16)

87.4 €m accounts payables, 20.8 €m credit lines, 7.6 €m short-term lease obligations

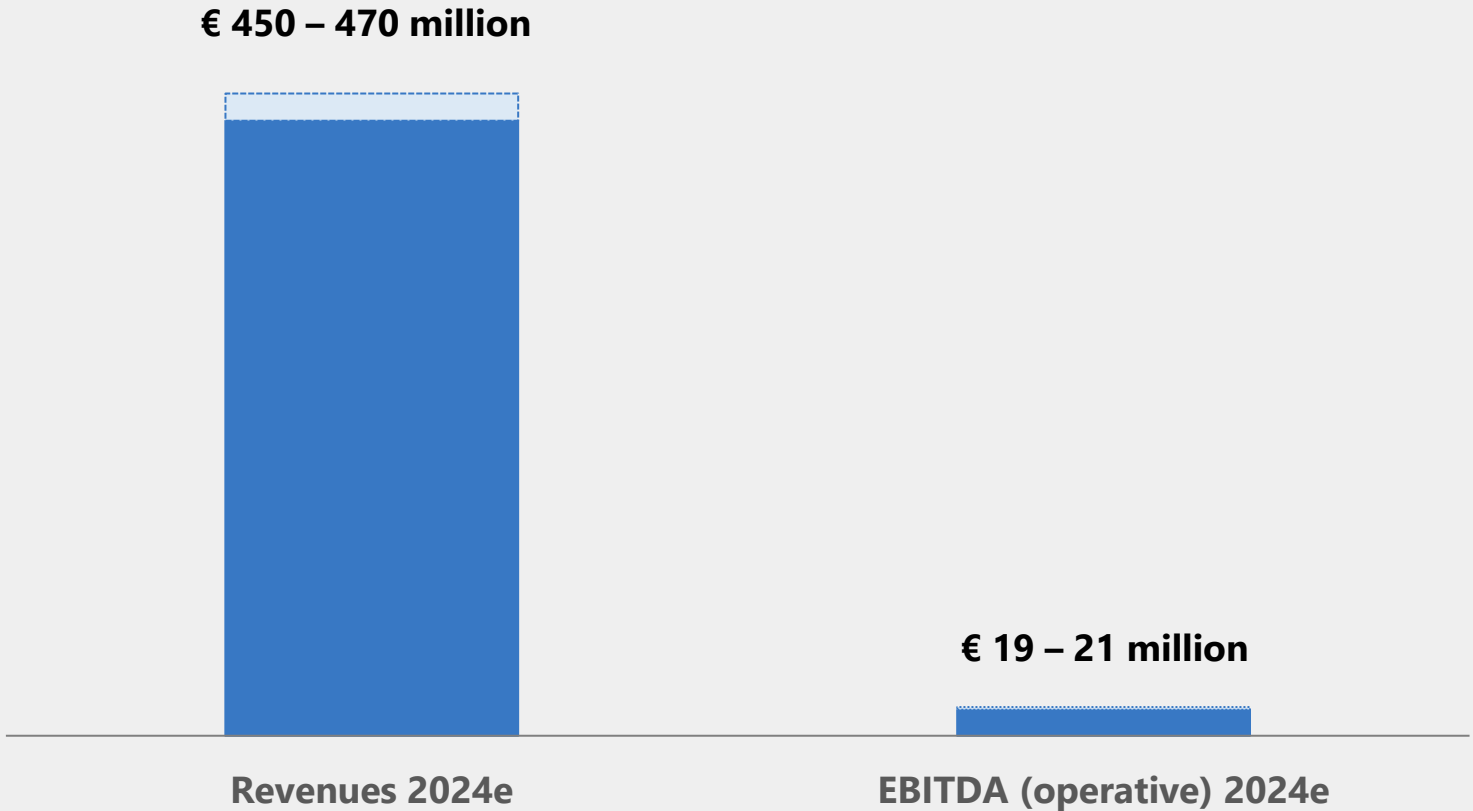
► **Equity ratio amounted to 20.6 %** and was thus higher than in H1 2023 (17.5 %)

H1 2024: FREE CASHFLOW



- ▶ Decreased operating cashflow mainly resulting from **working capital**
- ▶ **Less increase of trade payables since the beginning of the year** than in the previous year due to strong Q4 2023
- ▶ **Higher receivables and additions rights of use**

OUTLOOK FY 2024: REVENUES AND EBITDA GUIDANCE



Positive Free Cashflows to be expected **in 2024 and beyond**

→ The strong winter tyre business in 2023 is not expected to be repeated in 2024

→ Opportunities for a market recovery as well as for a deterioration are not reflected in the revenues forecast

→ We aim to reach as least the same number of new customers in 2024 than in 2023 (737 thousand)



DELTIKOM 

Q&A Session

We welcome your questions

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