



LOSBERGER DE BOER

Bolstering Performance

Year in Review 2023





Year in Review 2023

Explanatory note

In this report we present the financial performance and key developments of Losberger De Boer in 2023. The financial statements have been prepared as at 31 December 2023. The figures for 2023 and the comparative figures for 2022 have been prepared in accordance with German Generally Accepted Accounting Principles. The key financial statements included in this report are derived from the 2023 financial statements of Losberger De Boer Holding GmbH.

Colophon

This YIR report is published by Losberger De Boer.
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Bolstering Performance

Cover photo:

United Kingdom - Photo London Rental Projects Division

For Photo London 2023, Losberger De Boer built a 50x30m Jumbo Alu Hall at Somerset House, providing a clear-span, artistically wrapped exhibition space for 125 exhibitors.

Despite logistical challenges, including a tight 3-day installation window, the project was executed flawlessly, reinforcing Losberger De Boer's status as the preferred supplier for prestigious events at Somerset House.

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USA - Alumni Party

Aluminium Sales Division

At Wake Forest University's 2023 Alumni Party, Losberger De Boer's Levo Event Tent created an unforgettable atmosphere with its elegant design and panoramic views of the campus.

The tent's spacious, customisable interior allowed for a personalised and immersive experience, seamlessly blending sophistication with the university's spirit of community.

Photo credits: Party Reflections & CSM Productions

A black and white portrait of Arnout de Hair, the CEO, looking directly at the camera with a slight smile. He is wearing a light-colored button-down shirt.

Introduction by the CEO

Arnout de Hair

Following a highly successful 2022, Losberger De Boer Group was able to conclude another successful year in 2023 with a clear improvement in added value on the realized revenues. Our financial situation is sound, and the Management Board is satisfied with the development of the earnings and operating profitability in 2023.

“These projects not only reflect our commitment to innovation but also underscore our responsibility toward the environment.”

Committed to innovation and sustainability

Over the past year, we have seized numerous opportunities to cooperate with our customers on signature projects, delivering results we are deeply proud of. For example, we successfully completed several projects that integrate solar panels into our solutions. This solution has been developed to facilitate the transition to climate-neutral rental structures. Additionally, in 2023, we launched the Levo, an innovative new structure, as a versatile event space solution featuring a unique curved roof that combines visual appeal with functionality. These projects not only reflect our commitment to innovation but also underscore our responsibility toward the environment.

The Rental Projects Division continued to benefit from the rollout of numerous events from 2022 and from long-term rental projects in the UK. Despite a promising start to the year, our Aluminium Sales Division faced challenges due to economic slowdowns in Germany and China. Tent rental companies increased their inventories of structures significantly in 2022 to meet the strong demand during that year, which reduced the need for new structures in 2023. The Modular Systems Division had a successful year in terms of both sales and rentals of their systems, performing in line with expectations. The Rapid Deployment Systems (RDS) Division successfully continued its new strategy, introduced in 2022, and had a satisfactory year. Considering limited synergies with the other Losberger De Boer Group activities, the decision was taken to divest the RDS Division in 2024.



Strengthening our organization

In 2023, we prioritized employee engagement and talent development through various programs in well-being, safety, and leadership. A Six Sigma program for high-potential employees underscored our commitment to workforce quality, while group-wide training and management development initiatives helped address labor market challenges and retain top talent.

In 2023, we successfully implemented SAP S4/HANA across the organization, enhancing operational efficiency and financial insights. With this infrastructure, we are better equipped to respond swiftly to market changes and drive continuous improvement across all departments. I would like to acknowledge and commend all those involved for their contributions to the successful completion of this extensive operation.

Our sustainability efforts progressed well through our Group-wide “Covering Tomorrow” program, focusing on reducing our corporate carbon footprint. Acting as a responsible company is key for us and we are committed to creating greater impact towards a more sustainable and equitable future.

These variety of initiatives reflect our commitment to sustainable growth, operational excellence, and maintaining a competitive, attractive workplace.

Positive outlook for 2024

The impact of economic shifts in key markets in Germany and China presents a significant challenge for Losberger De Boer. We anticipate slight growth in sales volume in 2024, with the project mix contributing to a slightly lower profitability compared to the 2023 results.

Given the company’s strong performance in recent years and the successful integration and implementation of its strategy, we anticipate a positive outlook for 2024. Losberger De Boer has a robust order book, a solid financial foundation, and a healthy cash position.

The aforementioned confidence also contributed to the fact that the talks initiated with a new investor at the conclusion of 2023 developed in a highly positive manner. As a result, Robus Capital Management will proceed with the acquisition of our Group in 2024. We are excited to continue building a robust and forward-thinking company that provides value to our clients and partners around the globe.

Arnout de Hair,

CEO - Losberger De Boer Group

Spain - Golf Solheim Cup

Rental Projects Division



For the Solheim Cup 2023 in Málaga, Spain, Losberger De Boer built two-story, Mediterranean-inspired hospitality buildings totalling 3,400m². Despite the challenging terrain with a 4-meter gradient, the project was completed on time, without heavy machinery, using innovative engineering solutions.

The structures received high praise from clients and attendees, and the project won the prestigious Emporia Gold Award for excellence in event solutions.

About Losberger De Boer

Losberger De Boer is one of the world's leading suppliers of temporary and permanent modular space solutions. We deliver turn-key solutions with optimal customer service. Our structures and buildings are used for commercial purposes, public use, events, as well as military and humanitarian applications. Losberger De Boer is headquartered in Bad Rappenau, Germany, and operates 8 production facilities and 21 sales offices globally. The company employs over 800 staff worldwide and is VCA**/SCC**, ISO 9001-2015 and ISO 14001-2015 certified. Losberger De Boer was founded in 1919.

Our history

Friedrich Losberger registered his company in Heilbronn, Germany, in 1919. In 1925, he built his first tent for a travelling circus, which would serve as a stable for the animals. In 1974, the company

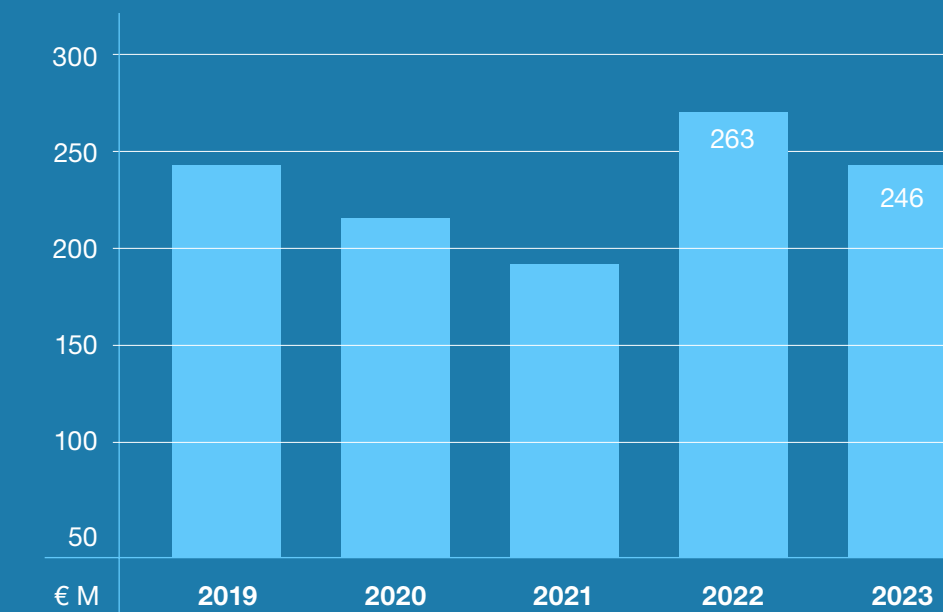
launched the first aluminium tent construction based on a modular principle. In the decades that followed, Losberger expanded to other countries and continued to launch new products. During this time, the company made several acquisitions, including the assets of Walter S.A., EuroHallen GmbH and Gradinger.

De Boer was founded in 1924 in the rural town of Hensbroek, the Netherlands, by Klaas de Boer, who owned a local bar and a grocery shop and rented out a second-hand Italian circus tent to provide improved accommodation at local fairs. During the 1930s, De Boer bought a sowing machine and started to produce their own tents. De Boer was one of the first large-scale companies in the seventies to place an order with Losberger for the new aluminium tent systems. In 2005, the De Boer family sold its last remaining shares.

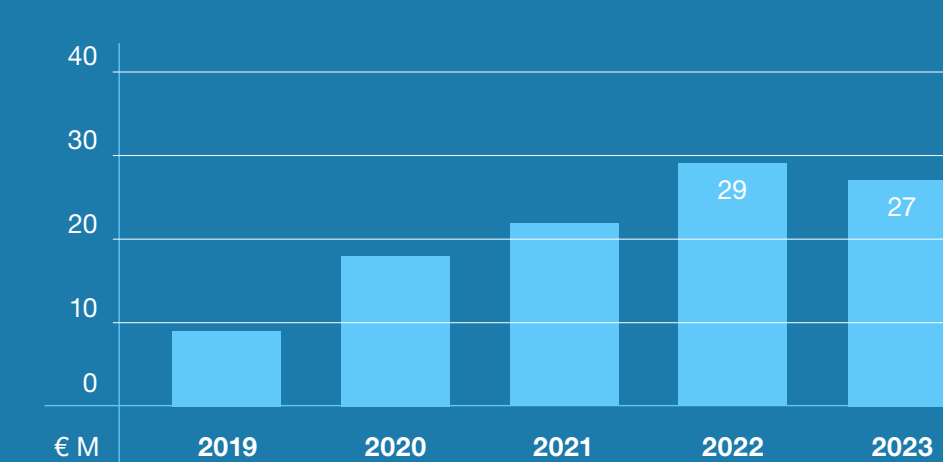
In 2017, Losberger acquired De Boer, and the two companies merged under the new brand Losberger De Boer, showcasing the heritage of two of the most established names in the industry.

Key figures

Revenue



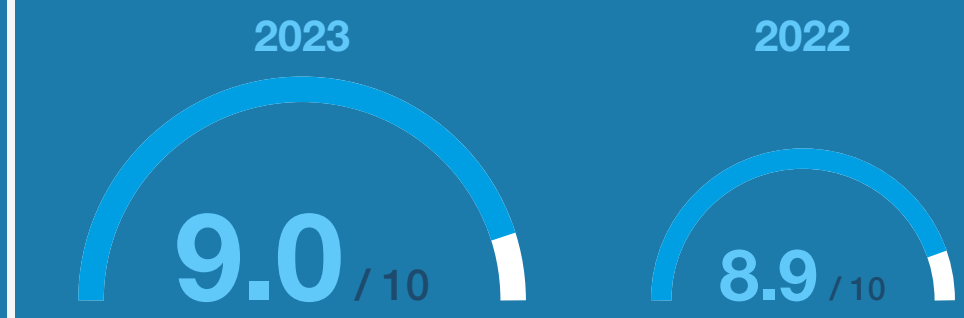
Operational result (EBITDA)



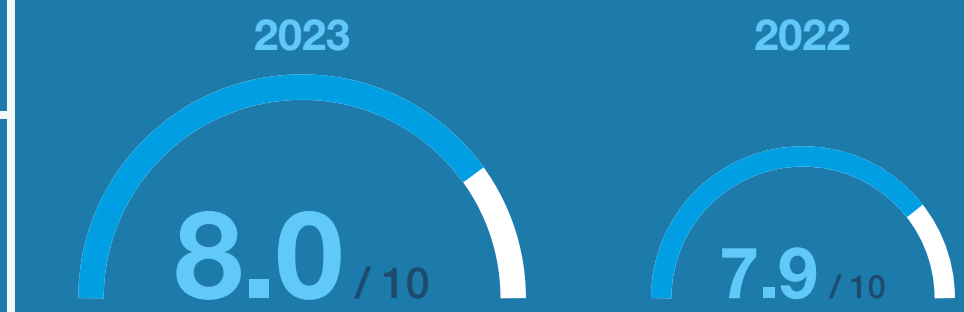
Quote:

Committed to your success, we aim to achieve utmost client satisfaction. That is our basis for being an involved, creative and professional partner. We are here to enable you to meet your challenges, and our main drive is to ensure you reach your goals.

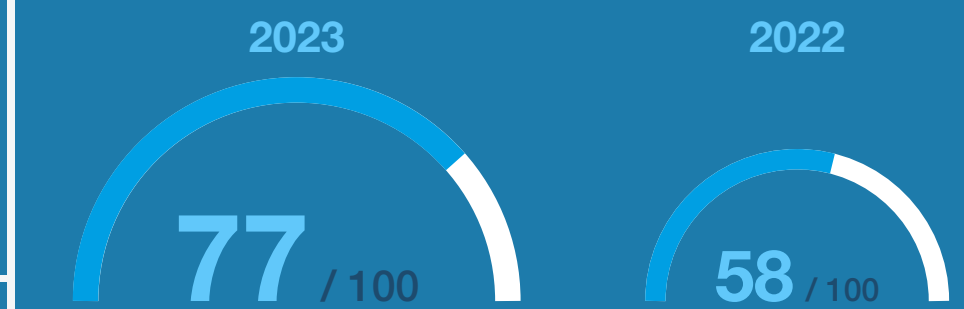
Client Satisfaction



Employee Satisfaction



Sustainability performance





Germany - Deutsche Bahn Kompetenzzentrum

Modular Systems Division

Losberger De Boer expanded the Deutsche Bahn Competence Center in Darmstadt, Germany, by adding 22 modular units, overcoming logistical challenges to meet the tight schedule. The new level provided additional training space and was equipped with solar panels, blending functionality with sustainability. This successful collaboration highlights Deutsche Bahn's trust in the efficiency and flexibility of modular construction.

Management Board Report



After a record year in 2022, Losberger De Boer Group was able to conclude another successful year in 2023. The Group's total turnover amounted to € 246.4 million in 2023 compared to € 262.9 million in 2022 and € 195.8 million in 2021. In 2023 Losberger De Boer Group outperformed its budget revenue target of € 235.4 million by 5%. Compared to 2022, revenues were 6% lower in 2023.

Notwithstanding a slightly lower revenue than in 2022, in 2023 Losberger De Boer Group realized a gross profit of € 106.2 million, higher than in the year 2022 (€ 102.4 million). Gross profit as a margin of total revenues reached 43% whereas in 2022 the margin was 39%. This is a clear improvement in added value on the revenues that were realized.

Higher personnel and other operating expenses vs. 2022 ultimately led to a Group operating EBITDA of € 27 million in 2023. This is € 2 million below the record year 2022 (€ 29 million) but clearly an improvement compared to 2021 (€ 21.5 million). EBITDA margin was 11% in 2023, hence, flat compared to 2022.

“Losberger De Boer Group has been able to improve its gross profit margin based on the expiration of some low-margin long term contracts and a normalization of material and other input prices during the year 2023.”

Losberger De Boer generated an operating cash inflow in 2023 of around € 24 million. The cash outflow from investing activities in the amount of € 19.5 million was mainly caused by investments in rental assets and in the production of buildings and machinery necessary for business purposes as well as investments related to the continued SAP S4/HANA roll-out. The Group's financial situation is sound. Management is very satisfied with the development of the earnings and operating profitability in 2023, also in comparison to the budget.

After an excellent 2022, the first post-Covid year and a year with strong revenues from the Soccer World Cup, Losberger De Boer Group recorded a slightly lower revenue level in 2023 (-6%). The slight reduction in revenues is in line with the bi-annual events business cycle. Management is very pleased with the positive trend in gross profit leading to an operating EBITDA margin of 11%, in line with 2022. Losberger De Boer Group has been able to improve its gross profit margin based on the expiration of some low-margin long term contracts and a normalization of material and other input prices during the year 2023.

Results overview per division

After a strong increase in revenues at our Aluminium Systems Division (ASD) from € 93,7 million in 2021 to € 116,4 million in 2022, in 2023 revenues dropped to € 104,6 million. In the wake of the Covid-19 Pandemic, sales to event customers started to recover in the course of 2021 and gained even more momentum in 2022. 2023 we did see a decline in revenues due to some postponed and lost sales pipeline projects. Operating Ebitda reached € 9.7 million in the year 2023 compared to € 12.9 million in 2022.



Revenues in our Rental Project Division (RPD) reached € 113,1 million in 2022 compared to € 73 million in 2021. In 2023 a level of € 109.4 million was realized. In 2022, RPD benefitted from the strong increase in events after the end of the Covid-19 pandemic, the demand from refugee projects as well as the World Cup Soccer. 2023 revenues were also high partly because of various temporary school housing projects in the UK. Operating EBITDA reached a level of € 15.0 million in 2023 vs. € 15,1 million in 2022 and € 10,7 million in 2021.

Our Modular Systems Division (MSD) realised revenues of € 36.5 million in 2023 compared to € 38,8 million in 2022 and € 33,0 million in 2021. MSD benefitted in 2022 from delayed project completions from 2021. In 2023 revenues declined slightly due to somewhat weaker demand from in industrial business and intensified competition. MSD realised an Operating EBITDA of € 5,8 million in 2023, similar to the € 5,7 million in 2022.

The Rapid Deployment Systems division (RDS) booked revenues in 2023 of € 28.2 million

compared to revenues of € 35,1 million in 2022. Following some low-margin landmark projects in recent years, in 2023 Management decided not to tender for large, competitive projects. This explains the drop in sales compared to the previous year. This change in strategy has led to EBITDA in 2023 of € 1.1 million compared to € 0.5 million in 2022.

Strengthening our organization

In addition to our various employee engagement programs that focus on well-being, safety, and personal growth opportunities, in 2023 Losberger De Boer launched a Six Sigma program for high potentials within our company. This is an important initiative, as the success of our company is contingent upon the quality of our employees. Furthermore, Losberger De Boer is aware of the challenges posed by the current labor market and the natural turnover associated with the retirement of experienced management personnel. Group-wide training and management development programs enable us to maintain and increase our attractiveness as an employer in the labor market and provide sufficient growth opportunities for our talents.



In 2023, we successfully implemented our Group-wide enhanced IT infrastructure, SAP S4/HANA, across the entire Group. We would like to acknowledge and commend all those involved for their contributions to the successful completion of this extensive operation. The completely renewed ERP system will provide management information, enabling up-to-date insight into the company's operational and financial performance and contributing to the quality of reporting.

In the year under review, Losberger De Boer demonstrated its growing commitment to sustainability through a series of targeted initiatives as part of our "Covering Tomorrow" program, which focuses on embedding sustainable practices across all levels of our organization. In 2023, we made significant progress in measuring and managing the company's corporate carbon footprint (CCF). This allowed us to identify key areas for improvement and implement effective strategies to reduce carbon emissions.

About Losberger De Boer


Losberger De Boer is a global company with eight production locations across three continents facilitated by a globally spanning sales network to ensure close proximity to our clients. The Group is a full-service provider of modular space solutions and delivers tent structures, halls and containers that are sold or rented to various customer groups. Losberger De Boer most important market segments are the Event market, Commercial, Industrial & Public (CIP) markets and Rapid Deployment Systems for military and humanitarian applications. Losberger De Boer covers relevant markets in Europe, USA, Middle East and Asia.

The Group is organised across four divisions serving different end customer segments with temporary as well as semi-permanent solutions:

- Aluminium Systems (ASD): the division is responsible for the production and sales of a wide range of standardised aluminium- and steel-based structures for tensile structures and halls to third-party customers, e.g., as a modular

system for tent rental companies or as turnkey delivery for warehousing.

- Rental Projects (RPD): the division is able to fulfil a wide range of rental customer needs for turnkey modular space solutions, e.g., from sporting hospitality and business event venues to warehouses and emergency facilities.
- Modular Systems (MSD): the division rents and sells both standardised and highly customised containers and modular unit systems to commercial/industrial and public end customers, e.g., room units as schools, nurseries and office buildings.
- Rapid Deployment Systems (RDS): the division provides functional and rapidly deployable solutions designed primarily for (international) military and humanitarian organisations and used, for example, as mobile hospitals, field camps and military hangars.



Global - TAG NG Inflatable Tents

Rapid Deployment Systems Division

Designed to provide instant shelter in emergency situations and humanitarian crises, our TAG NG inflatable tents can be put to use quickly as accommodation shelters, command posts, mobile field hospitals, triage tents, and patient isolation units (among others). Manufactured using high-frequency (HF) welded PVC coated fabric, these tents provide a heavy-duty, fully water-tight protective environment, making them suitable for military and civil use.

Sustainability: Committed

Embedding sustainable practices across the organisation

In 2023, Losberger De Boer showcased its expanding dedication to sustainability through a range of strategic initiatives as part of its “Covering Tomorrow” program. This year saw significant progress in the advancement of its Corporate Social Responsibility (CSR) strategy, which focuses on embedding sustainable practices across all levels of the organisation. The company concentrated on improving its Environmental, Social, and Governance (ESG) frameworks, preparing for more rigorous regulations such as the forthcoming Corporate Sustainability Reporting Directive (CSRD), and deepening its comprehension of both environmental and social impacts.

Roadmap to sustainable development

The Losberger De Boer Group has become a signatory to the United Nations Global Compact (UNGC), thereby demonstrating its commitment to upholding the UNGC’s principles on human rights, labor, the environment, and anti-corruption.

The company incorporates the UNGC principles into its strategic plan, corporate culture, and day-to-day operations in alignment with the Sustainable Development Goals.

Losberger De Boer identified five SDGs that will have the greatest impact on these goals, while maintaining focus on the other 12 SDGs.

We focus on the following five SDGs:

- SDG 3** Good health and well-being
- SDG 8** Decent work and economic growth
- SDG 12** Responsible consumption and production
- SDG 13** Climate action
- SDG 17** Partnerships for the goals

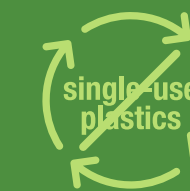
Losberger De Boer has held ISO 14001 certification since 2010. This is the international standard for environmental management systems. It guarantees that companies have robust procedures in place to minimize their environmental footprint.

In addition to the division-specific objectives, the Group has agreed on the following goals:



Minimise paper use

| from 2023



Minimise single use plastics

| from 2024



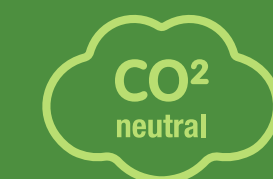
Green energy for all locations

| from 2024



All new lease cars to be green

| from 2025



Carbon Neutral Scope 1 & 2

| from 2030

Measuring our performance

One of the pivotal milestones in Losberger De Boer's CSR journey was the expansion of its EcoVadis sustainability rating to encompass the entire group. This rating system assesses the company's performance in various areas, including labor and human rights, ethics, and sustainable procurement. It ensures that every part of the organization adheres to these stringent standards. As part of this initiative, Losberger De Boer prioritized supply chain transparency by collaborating closely with suppliers to meet heightened environmental and ethical standards. This approach ensures that the impact of its products extends beyond the point of delivery. Due to its exemplary performance in environmental, labor, and human rights policies, Losberger De Boer has been awarded the Gold Medal Sustainability Rating in just three years. This places the company in the top 5% of participating companies.



Losberger De Boer has been awarded the Gold Medal Sustainability

Highlights 2023

A significant achievement in 2023 was the progress in measuring and managing the Group's Corporate Carbon Footprint (CCF). By calculating the CCF, the company was able to identify key areas for improvement and implement effective strategies to reduce its carbon emissions. One particular project involved the transition to more energy-efficient solutions in temporary building structures, which are utilised in sectors including event spaces, warehousing and rapid deployment shelters. This change is part of a larger plan to reduce overall energy consumption and lower greenhouse gas emissions across the company's operations.

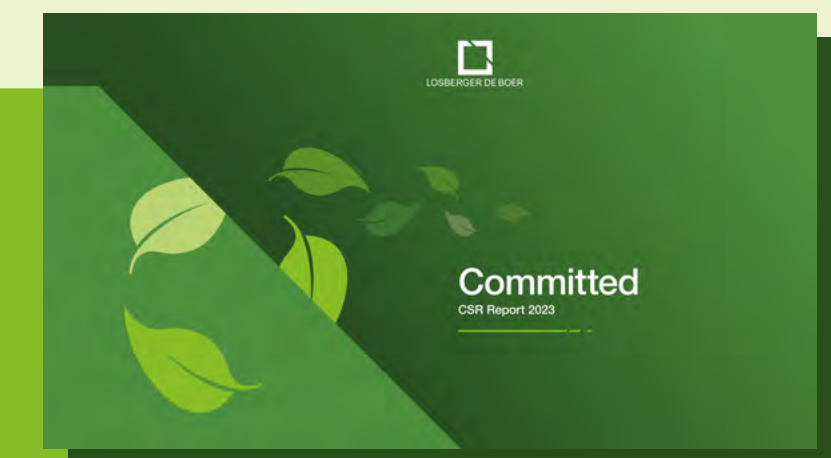
In accordance with global reporting standards, Losberger De Boer has initiated the implementation of the Global Reporting Initiative (GRI) framework. This initiative provides a standardized approach to sustainability reporting, ensuring that the company's progress is transparent and measurable. Moreover, our company concentrated on double materiality, examining both the impact

of environmental and social issues on its financial performance and the effect of its business on these external factors. This comprehensive strategy guarantees that Losberger De Boer not only complies with regulations but also plays an active role in creating a more sustainable future.

Furthermore, Losberger De Boer pursued a range of social initiatives as part of its ESG strategy. As an illustration, the company proceeded to enhance employee engagement programs that prioritize well-being, safety, and professional growth opportunities. Additionally, the company engaged in various community-based initiatives, including the provision of support for local educational programs and the delivery of infrastructure solutions for emergency response situations. The modular temporary structures were deployed rapidly in disaster relief and healthcare projects, demonstrating the practical application of its products in enhancing societal resilience.

2024: Create more impact

In anticipation of 2024, Losberger De Boer is committed to advancing its environmental progress by establishing more ambitious goals and fortifying its alliances with external specialists. The company is committed to further enhancing its sustainability practices, with a focus on integrating renewable energy into its product range and improving resource efficiency across its manufacturing processes. As Losberger De Boer strives to create more impact, it recognizes the importance of collective action, both internally and externally, in achieving a more sustainable and equitable future.



The full CSR report 2023 can be found at www.losbergerdeboer.com/csr

Azerbaijan - International Astronautical Congress

Aluminium Sales Division

Losberger De Boer provided two custom event structures - the Revolution and Kubo - at the International Astronautical Congress 2023 in Baku, creating over 8,000 m² of high-performance exhibition space.

These structures, built under challenging conditions, including strong winds and heat, hosted the world's leading space agencies and technology innovators. This highly secure, air-conditioned, and branded space solution was completed in just six weeks, demonstrating Losberger De Boer's expertise in large-scale event architecture.

Forecast 2024

Bolstering our performance in 2024

For the financial year 2024, Losberger De Boer expects to realise revenues in the amount of ca. € 250 million versus € 246 million in 2023. Gross profit is expected to land at € 105.0 million with an operating EBITDA of ca. € 24.5 million (compared to € 27.0 million in 2023). Revenues are expected to be somewhat higher in 2024 compared to 2023 which is on the one hand linked to higher expected events revenues for RPD, even in 2024, traditionally bringing higher revenues in (sports) events than in odd years. On the other hand, we expect ASD revenues to drop due to sluggish market demand. We expect operating EBITDA to land at a slightly lower level than 2023.

The Aluminium Systems Division (ASD) forecasts revenues of € 110.3 million for 2024, compared to € 104,6 million in 2023. ASD expects to be able to grow revenues with 5% from year to year. The market for temporary structures is growing on a global basis which should lead to more activity in the various locations. New international markets are being developed and Management expects continued growth in the US and France. As a result, ASD expects to realise an operating EBITDA of € 11.1 million, which is higher than the EBITDA in 2023 of € 9.7 million.

The Rental Projects Division (RPD) is forecasting € 119.0 million in revenues for 2024, which amounts to an increase of € 10.0 million compared to 2023: € 109.0 million. For 2024, RPD expects 9% higher revenues as a result of high number of events-related sales even in this year. Further there is continued demand for temporary school housing in the UK and for temporary accommodation for

“New international markets are being developed and Management expects continued growth in the US and France.”

refugees. For 2024, we expect operating EBITDA in the amount of € 16.1 million, which is higher than the realised operating EBITDA in 2023 (€ 15,0 million).

The Modular Systems Division (MSD) is expected to realize revenues in 2024 in the amount of € 43 million, thus an increase compared to the revenues realised in 2023: € 36 million. Revenues are expected to be driven by a continuously strong demand from the public sector and industrial clients. Management is forecasting an operating EBITDA for 2024 in the amount of € 4.7 million, which is slightly lower than 2023: € 5.8 million. This is a result of a changed product mix with a focus on more sales related revenues compared to rentals.

Our Rapid Deployment Systems Division (RDS) will be deconsolidated during the year 2024. As a result,

forecasted Revenues are limited to € 11.0 million compared to € 28.0 million in revenues realised in 2023. Management decided that RDS activities are no longer core for the Losberger De Boer Group. As a result of the low revenues, Management expects a slightly negative EBITDA for the period until deconsolidation.

According to Management, and absent any material negative developments, the forecast for 2024 is realistic both from a revenue and operating EBITDA perspective.

Bad Rappenau, December 2024

Management Board

Mr A.T. de Hair, Chief Executive Officer

Mr D. Macho, Chief Financial Officer

Mr A. Stamm, Chief Operations Officer

Mr D. Simons, Advisor to the Management Board



South Korea - Ladies PGA Championship

Aluminium Sales Division

For the third year in a row, a Losberger De Boer event structure, the Maxiflex Emporium, was used for the 2023 Ladies Golf Tournament Championship (LPGA) in South Korea. This double decker structure, 15 m wide and 45 m long, with a side height of 6.8 m, was mainly used as a VIP hospitality structure during the tournament.



LOSBERGER DE BOER

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