

## Press Release

Dornbirn, 13 October 2021

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### Capital Markets Day Zumtobel Plans Medium-Term EBIT Margin of 6% to 8%

Dornbirn, Austria – At its Capital Markets Day held yesterday for investors and analysts, the Zumtobel Group outlined its corporate strategy in detail and also announced its current medium-term planning valid until the year 2025 for the very first time. Accordingly, the management targets average annual revenue growth of 4% to 5% in the four financial years from 2021/22 to 2024/25.

The Executive Board confirmed the planned revenue growth of 4% to 7% for the current 2021/22 financial year, which is influenced by “catch-up effects” after the corona pandemic. In subsequent years, the Zumtobel Group aims to surpass the forecasted market growth of 3% to 4% in its focus market Europe and targets revenues in the range of EUR 1.2 billion in the 2024/25 financial year. Acquisitions are also being considered in order to expand the company's positions in existing markets or to strengthen its portfolio in the area of new technologies in the digital sector.

Within the context of the Zumtobel Group's expected organic growth and further efficiency increases, the Executive Board is targeting an EBIT margin of 6% to 8% in the 2024/25 financial year. This represents a significant rise compared to the anticipated EBIT margin of 4% to 5% in the current 2021/22 financial year. The shareholders should also continue to profit from the improved performance: The company plans to continue its policy of distributing a dividend equalling a payout ratio of 30% to 50% of its net profit (minus special expenses).

*“We have positioned the Zumtobel Group very robustly in recent years, not least due to the resolute implementation of our two-brand strategy for the lighting brands, which comprises the foundation for sustainable growth. Furthermore, our main focus is now entirely on the future key topics of sustainability and digitalisation. In this regard we aim to be one of the pioneers in our industry”*, comments **Alfred Felder, CEO of the Zumtobel Group**.

#### **Sustainability and digitalisation as the main building blocks of future growth**

At the Capital Markets Day, the management also explained the insights into its updated corporate strategy “FOCUSED” and thus the significance of the future issues of sustainability and digitalisation.

*“There will be new incentives for new constructions and the environmentally compatible renovation of existing buildings within the context of the European Green Deal. The issue of light will also play a relevant role in this process”*, **CEO Felder** emphasizes. Moreover, substantial programmes of investment exist in the fields of energy, transport and industry, from which the lighting industry will also profit.

The Zumtobel Group is intensively working on further accelerating its own sustainability activities, with the main focus being on the issues of circular economy and CO<sub>2</sub> reduction. The objective is to ensure the responsible use of material resources as well as to minimise waste, emissions and energy consumption. The conversion to electricity from hydropower and the use of green electricity at the company's main sites show that the Zumtobel Group has already taken another clear step towards climate neutrality. By 2025, the company aims to operate climate neutral and thus also support its customers in fulfilling their own sustainability targets.

In terms of digitalisation, the goal is to enable the development of innovative products with expanded functions along with digital services which create new customer experiences, strengthen customer ties and enhance customer loyalty. Moreover, the intention is to implement digitalised process workflows end-to-end throughout the entire company – meaning from the receipt of orders to after-sales – in order to benefit from a substantial increase in efficiency.

## **Information**

This press release can be downloaded at: <https://z.lighting/en/group/news-insights/>  
All Capital Markets Day presentations can be found [here](#).

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## **About the Zumtobel Group**

The Zumtobel Group is an international lighting group and a leading supplier of innovative lighting solutions, lighting components and associated services. With its brands, acdc, Thorn, Tridonic and Zumtobel, the Group offers its customers around the world a comprehensive portfolio of products and services. The Group's know-how about the effects of light on people, acquired over decades, forms the basis for the development of innovations and for accessing new fields of business. In the lighting business, the Group with its Thorn and Zumtobel brands, is one of the European market leaders. Through its lighting technology brand, Tridonic, the Zumtobel Group plays a leading role worldwide in the manufacture of hardware and software for lighting systems (LED light sources and LED drivers, sensors and lighting management). The Zumtobel Group's service offering is one of the most comprehensive in the entire lighting industry, including consultation on smart lighting controls and emergency lighting systems, light contracting, design services and project management of turnkey lighting solutions, as well as new, data-based services focused on delivering connectivity for buildings and municipalities via the lighting infrastructure. The Group is listed on the Vienna Stock Exchange (ATX Prime) and currently holds a workforce of around 5,800 employees. In the 2020/21 financial year, the Group posted revenues of EUR 1,044.5 million. The Zumtobel Group is based in Dornbirn in the Vorarlberg region of Austria. For further information, please visit [z.lighting/group](https://z.lighting/group)