

MAKE IT  
*easy.*

RATIONAL AG - Preliminary Figures Fiscal Year 2020  
4 February 2021

# The iCombi Pro

The new „Gold Standard“ in the kitchen

Exact results.

iCookingSuite 

High productivity.

iDensityControl 

Optimal planning.

iProductionManager 

Effective cleaning.

iCareSystem 





# The iVario® Pro


The multifunctional cooking system with contact heat



Exact results.

iCookingSuite 

Effective energy management.

iVarioBoost 

More efficiency and flexibility.

iZoneControl 





# ConnectedCooking

The connected kitchen made by RATIONAL

# MORE 20 TOUR 20

10.02.	Landsberg	15.04.	Pyongyang
12.03.	Hamburg	05.05.	Doha
24.03.	Warsaw	06.05.	Sao Paulo
25.03.	Istanbul	06.05.	Mexico City
26.03.	Newport	08.05.	Shanghai
27.03.	Rome	12.05.	Kiev
30.03.	Landsberg	12.05.	Bogota
30.03.	Stockholm	15.05.	Tokyo
01.04.	Paris	16.05.	Chicago
02.04.	Barcelona	27.05.	Toronto
05.04.	Dubai	04.06.	Singapore
08.04.	Moscow		





# Important KPIs for FY 2020 (Preliminary)

## Overview

**-23%**

**Order intake  
decrease**

**-23%**

**Sales revenue  
decrease**

**55%**

**Gross profit  
margin**

**16%**

**EBIT margin**

**91 mEUR**

**Operating  
cashflow**

**80%**

**Equity  
ratio**

**31 mEUR**

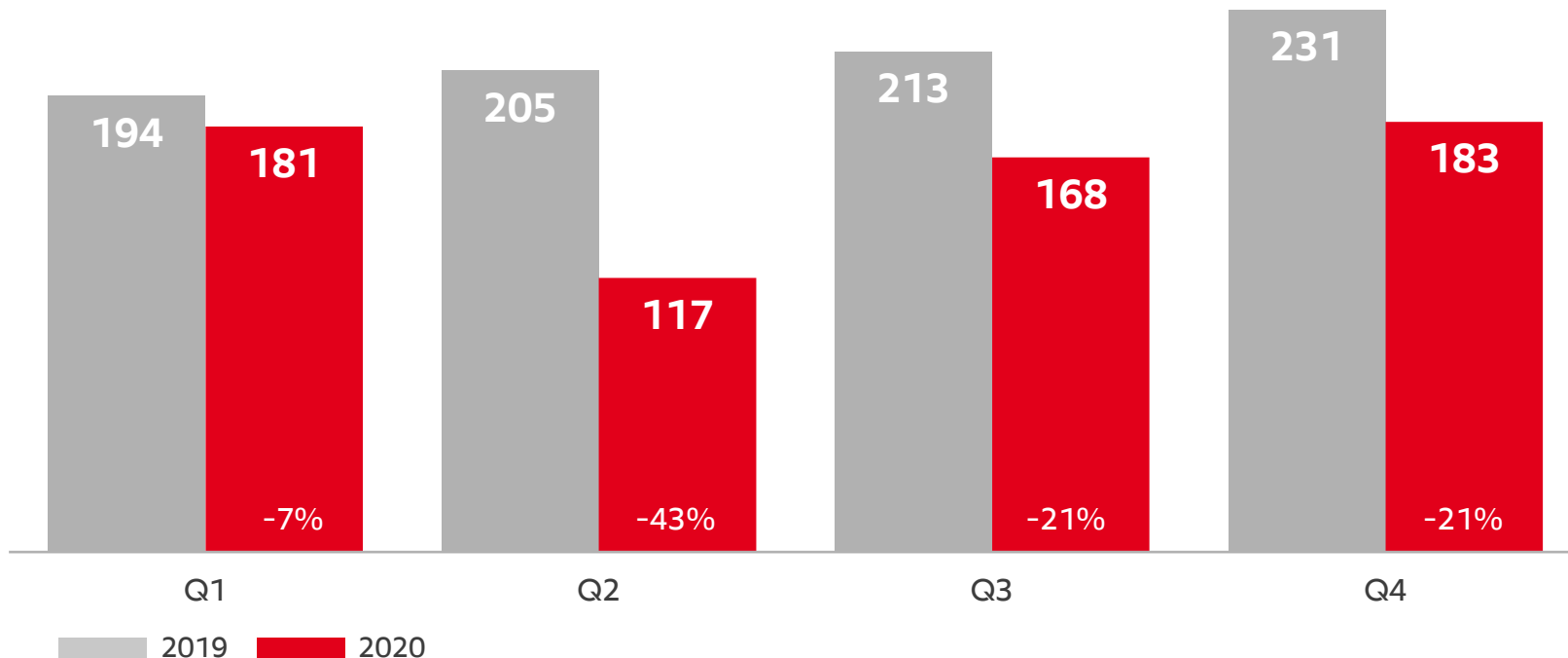
**Capex**

**+231 mEUR**

**Liquid funds**

# 2019 and 2020 sales revenues per quarter (Preliminary)

In mEUR



# Important KPIs for Q4 2020 (Preliminary)

## Overview

**-20%**

**Order intake  
decrease**

**-21%**

**Sales revenue  
decrease**

**56%**

**Gross profit  
margin**

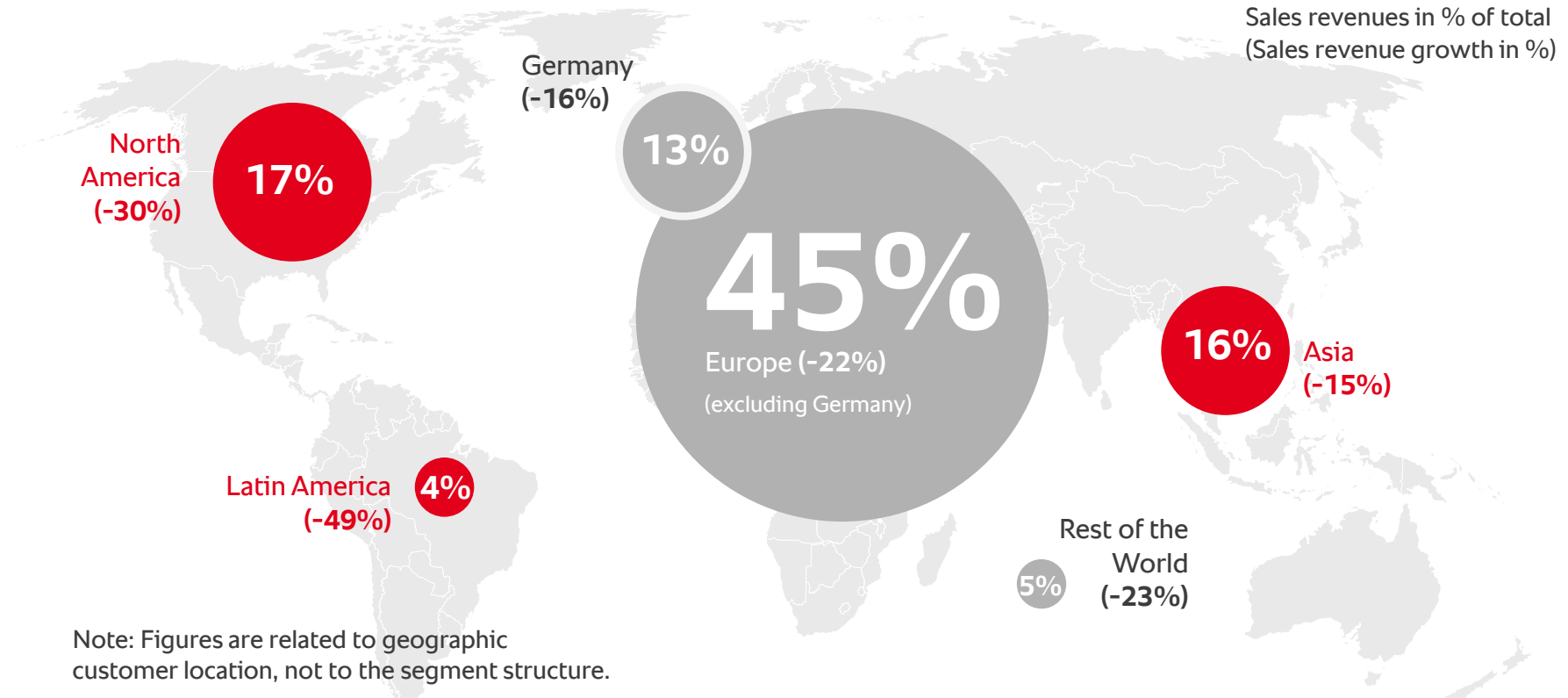
**23%**

**EBIT margin**



# FY 2020 characterised by the corona crisis (Preliminary)

Nearly all regions affected by the crisis

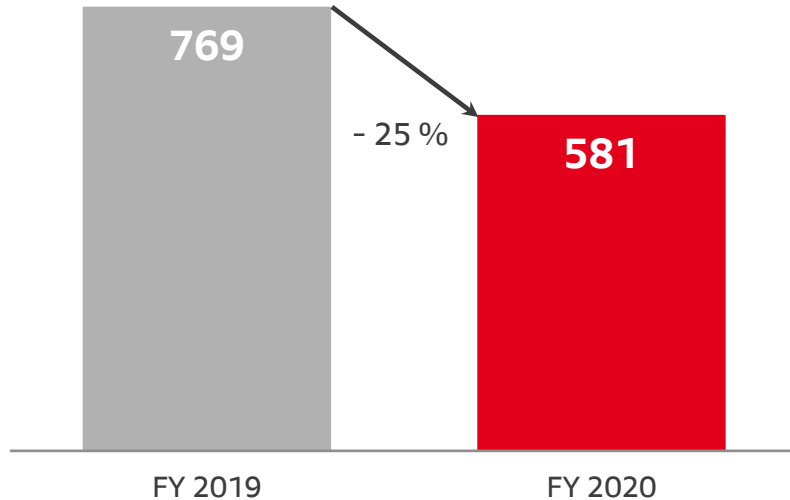


Note: Figures are related to geographic customer location, not to the segment structure.

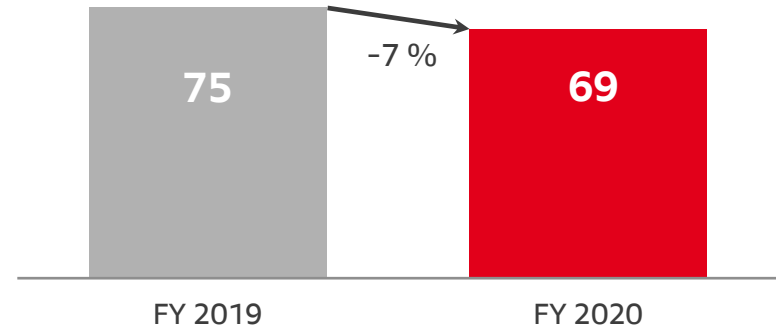
# FY 2020 characterised by the corona crisis (Preliminary)

Both product segments are suffering

Sales revenues combi steamers



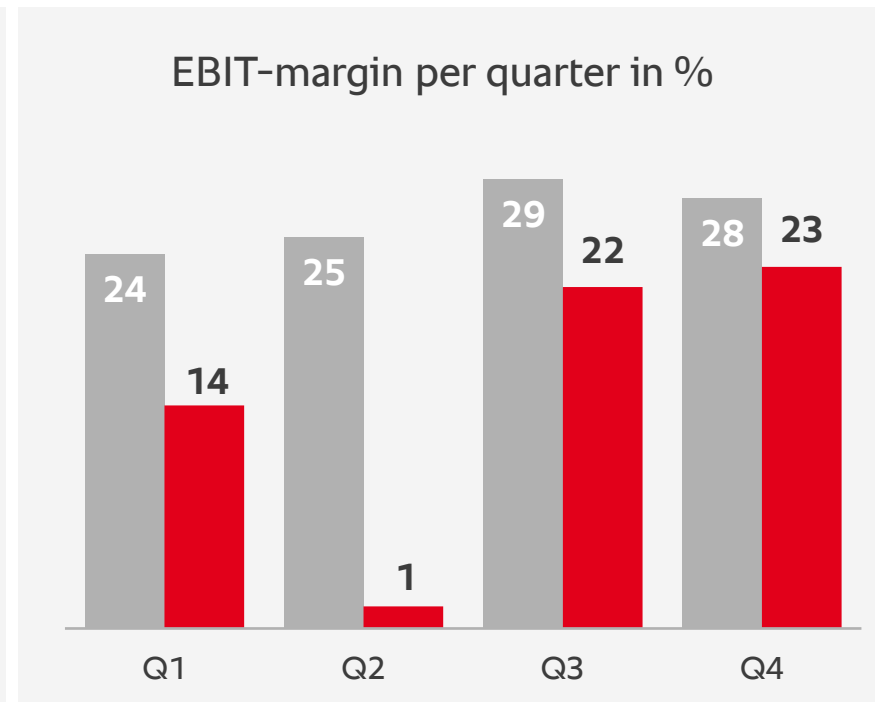
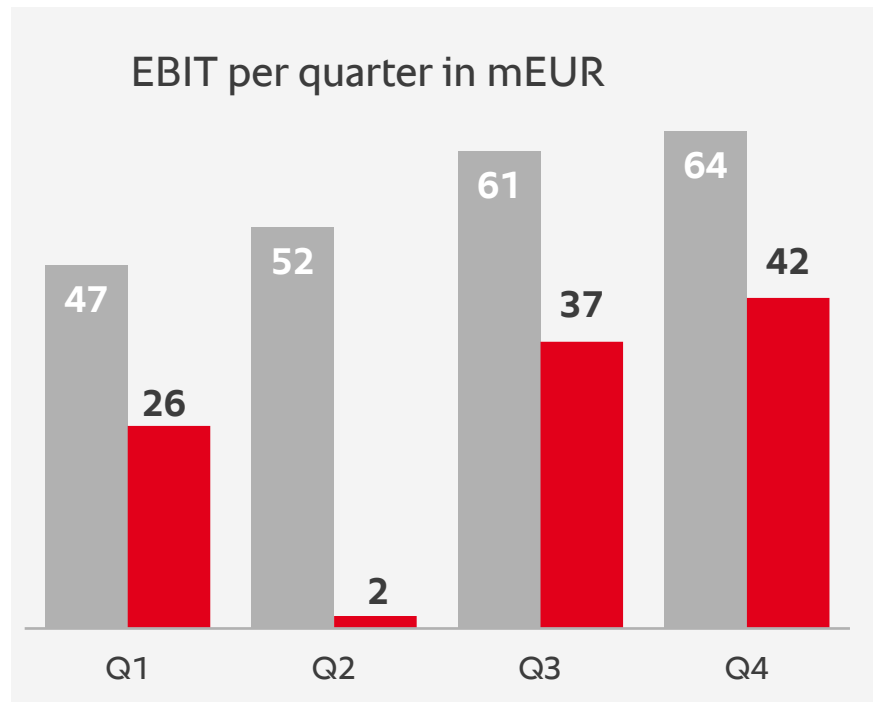
Sales revenues  
VarioCookingCenter® /iVario®



Sales revenue in mEUR  
Sales revenue growth in %

# EBIT and EBIT margin (Preliminary)

Cost savings, hiring freeze, short-term work

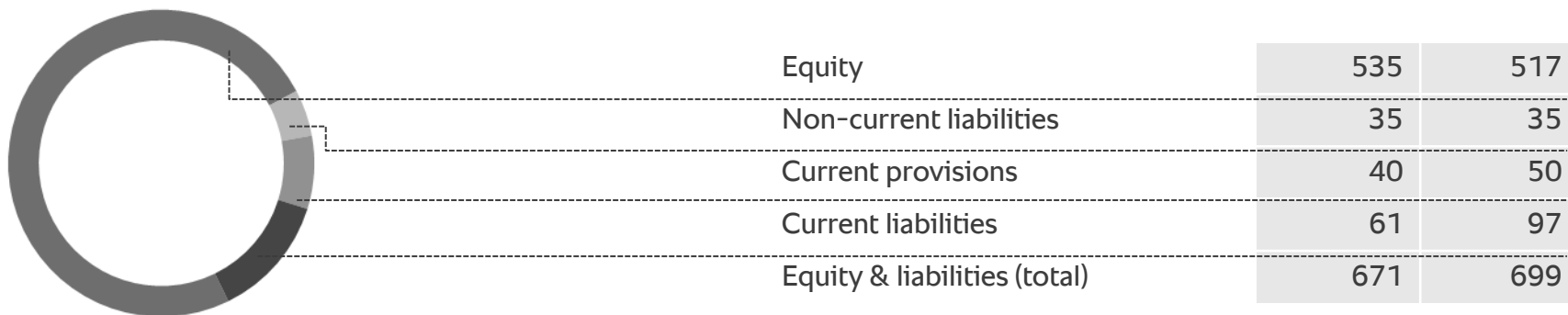
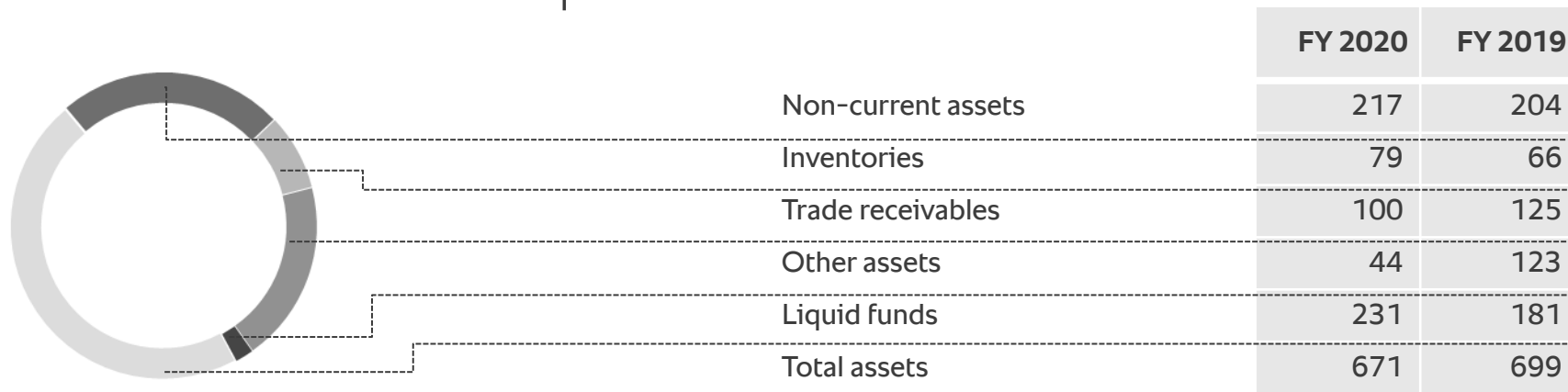


■ 2019 ■ 2020



# Solid balance sheet is a decisive advantage in the crisis (Preliminary)

More than 230 mEUR liquid funds



# An accelerating trend: Food ordering and delivery worldwide

Ghost kitchen brands – top players and markets





KITOPI



# Flexible concepts for individual needs

## Ghost kitchen setup



# Custom-fit solutions that also meet high demands

RATIONAL service offerings

