



PRESS RELEASE

Oberndorf, 27 November 2023

Heckler & Koch proves robust and efficient – Handgun manufacturer benefits from long-term major orders

Heckler & Koch can continue to focus on growth through stability and innovation after the third quarter of 2023. After the exceptional year 2022, the long-established company from Oberndorf am Neckar recorded sales of 215.4 million euros in the first nine months (previous year: 225.6 million euros). Earnings before interest, taxes, depreciation and amortization (EBITDA) amounted to 41.1 million euros (previous year: 61.9 million euros), while the operating result (EBIT) was 32.4 million euros (previous year: 53.2 million euros). The 2022 year benefited from favourable US dollar exchange rates and the balance sheet was characterized by the recapitalization effects.

Compared to the first nine months of 2021, sales in 2023 increased slightly (Q1-3/2021: EUR 210.0 million), while the operating result EBITDA fell by around four percent (Q1-3/2021: EUR 43.0 million). This means that the company continues to operate at the same increased level as in the 2021 financial year. The outlook for 2023 as a whole was already provided at the Annual General Meeting in June of this year.

Heckler & Koch expects growth in sales and EBITDA for the fourth quarter of 2023. The aim is to achieve a full-year result that exceeds the 2021 figures.

Heckler & Koch

Protecting freedom- no compromise

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H&K AG

The slight decline in sales compared to the record year 2022 is due to customer- and product-specific mix effects, which are particularly attributable to market developments in the United States of America. Heckler & Koch will experience high capacity utilization in the future thanks to long-term framework agreements for the procurement of the HK416. The German Armed Forces will be supplied with the HK416 in the A8 variant as early as 2025. Heckler & Koch is proud to be able to start deliveries a year earlier than originally planned.

The new CFO Andreas Schnautz explains: "The key figures presented today clearly show the importance of long-term contracts for our company. Reliability, transparency and stability are key values in our dealings with customers such as the German and French Armed Forces. As a supplier to armies, police forces and security forces of free and democratic nations, we feel we have a secure basis for the continued sustainable economic development of Heckler & Koch."

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