9M 2022

Results Presentation

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DISCLAIMER

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Agenda

- 9M 2022 Highlights
- Financial Review
- Outlook & Closing Remarks
- Q&A
- Appendix

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9M 2022 Highlights

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E-MOBILITY EXPANSION CONTINUES DESPITE VOLATILE BUSINESS CONDITIONS

Macroeconomic challenges persist

Ongoing e-Mobility expansion, while e-Tools and Conventional remain at PY level

Contract wins and extension underline ongoing growth agenda

Full-year 2022 guidance and mid-term targets reconfirmed

Financial Review

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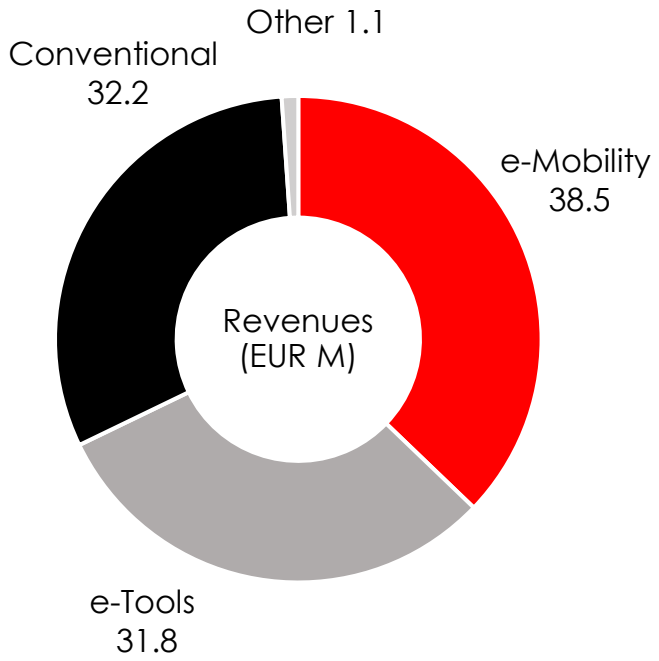
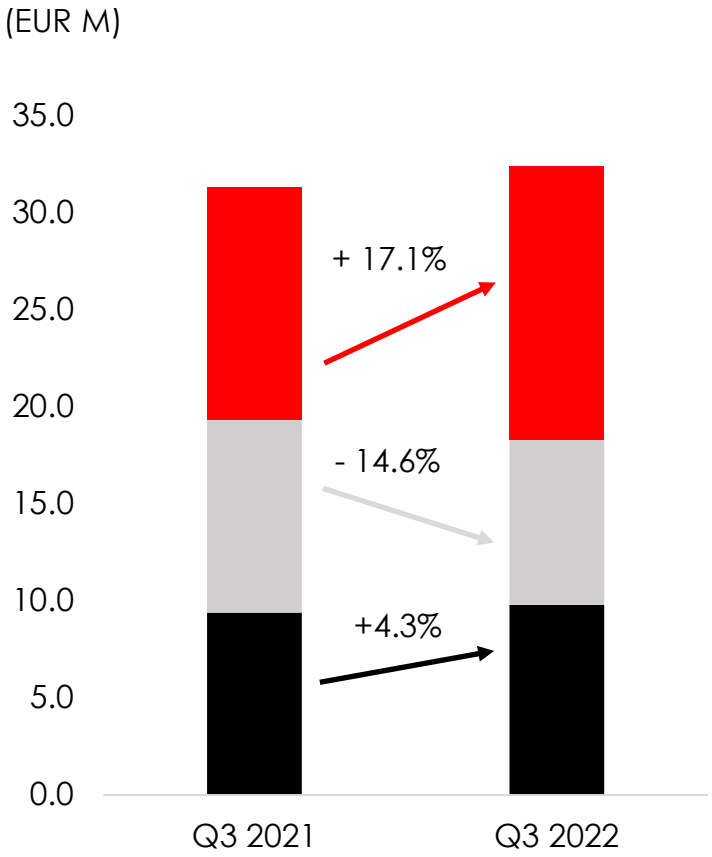
FURTHER EXPANSION OF THE E-MOBILITY BUSINESS IN Q3 2022

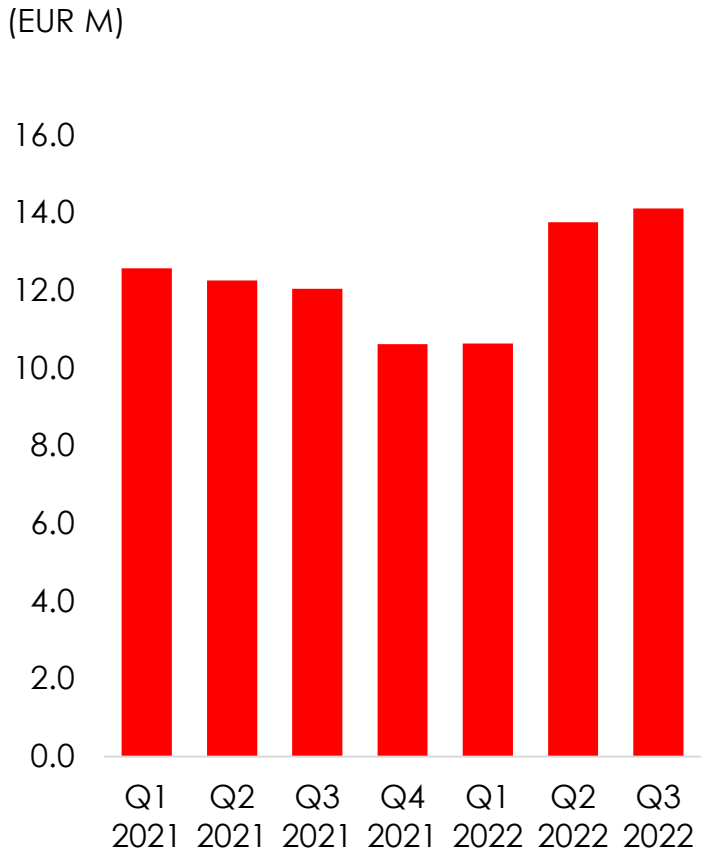
9M 2022 revenue up 1.3% yoy



Q3 2022 revenue up 2.9% yoy



e-Mobility revenue expansion continues



CUSTOMER-LED DELAYS/CANCELLATIONS AND INFLATION-DRIVEN COST INCREASES IMPACT PROFITABILITY

In EUR million or %	9M 2022	9M 2021	yoy	Commentary
Revenue	103.6	102.3	1.3%	Top-line progression held back by lower volumes due to order postponements (e-Mobility) and some cancellations (e-Tools)
Gross Profit	53.5	59.4	-9.9%	Impacted by cost inflation linked to non-transferable costs[2] and time-lag in passing through energy costs
Gross Profit margin	51.6%	58.1%	-6.4 pp	
LFL[1] Gross Profit margin	54.1%	58.1%	-4.0 pp	Result of higher expenses from non-transferable costs[2]
Adjusted EBITDA	11.9	18.4	-35.2%	Delays in introducing operational leverage
Adjusted EBITDA margin	11.5%	18.0%	-6.5 pp	
LFL[1] Adjusted EBITDA margin	13.4%	18.0%	-4.6 pp	Reflects inflationary pressures from non-transferable costs[2] and delays in introducing operational leverage
EBIT	1.1	7.5	-85.7%	

[1] For illustrative purposes: Adjusted for inflation and volume/mix impact
[2] e.g. tools, supplies, trade goods and outsourced manufacturing

FREE CASH FLOW[1] IMPACTED BY PRECAUTIONARY EXPANSION OF INVENTORY LEVELS AND ONGOING INVESTMENTS

In EUR million	9M 2022	9M 2021	yoy	Commentary
Net cash flow from operating activities	-0.8	2.5	-3.2	Decrease in EBITDA and increased inventory levels as a precautionary measure regarding availability and in anticipation of ramp-ups
Net cash flow investing activities	-7.0	-7.2	0.2	Adapted investments reflect highly flexible and scenario-appropriate capital allocation
Net paid interest	0.8	5.6	-4.8	Interest paid declined significantly in 2022 post year-end refinancing at very favourable conditions
Receipts leasing contracts	-0.9	-0.5	-0.5	Leasing liabilities remain at low levels
Free Cash Flow	**-7.9**	**0.4**	**-8.3**	

[1] Free Cash Flow defined as sum of net cash flow from operating activities and net cash flow from investing activities minus net paid interest, and receipts leasing contracts which are part of the payments for PPE and intangible assets.

Outlook & Closing Remarks

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OPTIMIZING COSTS AND IMPROVING RESILIENCE TO ENSURE FUTURE AGILITY

01. Secure energy and raw material supply

- Low gas usage in German plant with robust mitigation plans in place
- Gas supply secured by Governments in Italy and China
- Energy-savings programme in place at all production sites
- Localised supply chains
- Precautionary inventory management with slightly higher safety stocks
- Focus on NWC based on situational needs of business

02. Operational and efficiency measures

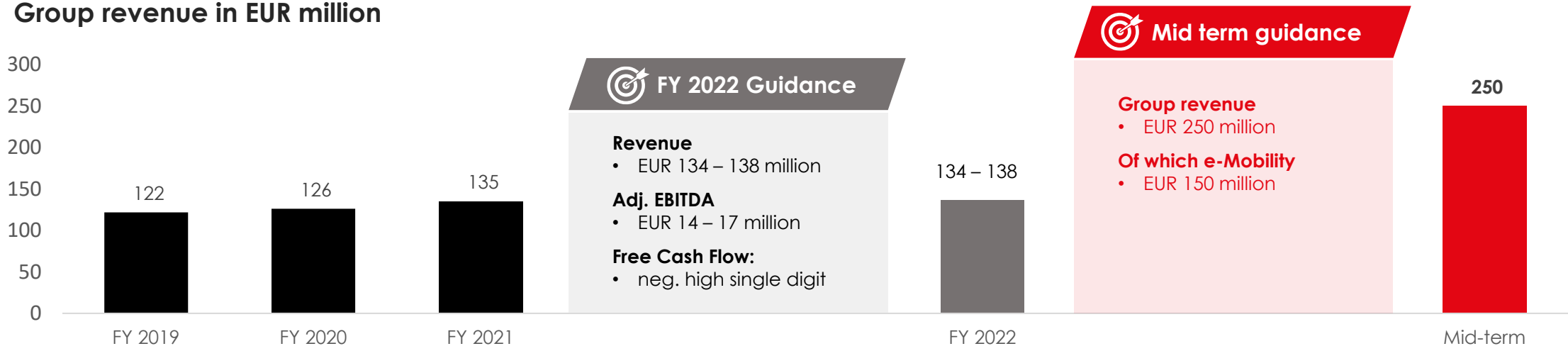
- Adjustments of temporary workforce
- Cost-control measures & budgetary restrictions
- Quick and flexible adaption of utilization rates at all production plants

03. Strong balance sheet

- Net cash position of EUR 1.7 million
- Equity ratio of 57.5%
- Cash and cash equivalents EUR 35.9 million

FULL-YEAR 2022 AND MID-TERM GUIDANCE

Group revenue in EUR million



FY 2022 guidance based on:

- Current order book and visibility
  - Well expanded and reliable long-term customer base, SOPs on track
- Installed capacity
  - Necessary production capacity in place, talent addition completed
- Stable market trends
  - Sizeable order backlog and solid demand for e-bikes in the consumer market
  - Luxury/premium automotive business stable
- Resilient business model
  - Local supply chains, high degree of flexibility in utilizing assets, strong balance sheet

Well on track to meet our medium-term targets:

- Continuous ramp-up of new projects
- Increasing share of wallet with new and existing customers
- Sustainable long-term growth driven by megatrends (e-bikes, micromobility, urbanization)
- Segmentation of e-bike market into categories creating additional consumer demand
- Ongoing addition of new projects

Q&A

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Appendix

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INFLATION-DRIVEN COST INCREASES WEIGH ON LFL EBITDA MARGIN VERSUS 9M 2021; MARGIN ENHANCEMENT POST RAMP-UP EXPECTED

Like-for-like[1] reconciliation of margins

In EUR million or %	9M 2021	yoy	9M 2022	Inflation adj.	9M 2022	Volume/Mix adj.	9M 2022 LFL[1]
Revenue	**102.3**	1.3%	**103.6**		**98.7**		
Gross Profit	**59.4**	-9.9%	**53.5**		**53.5**		
Gross Profit margin	**58.1%**	-6.4 pp	**51.6%**		**54.2%**		**54.1%**
Adjusted EBITDA	**18.4**	-35.2%	**11.9**		**11.9**		**13.2**
Adjusted EBITDA margin	**18.0%**	-6.5pp	**11.5%**		**12.1%**		**13.4%**

[1] For illustrative purposes: Adjusted for inflation and volume/mix impact