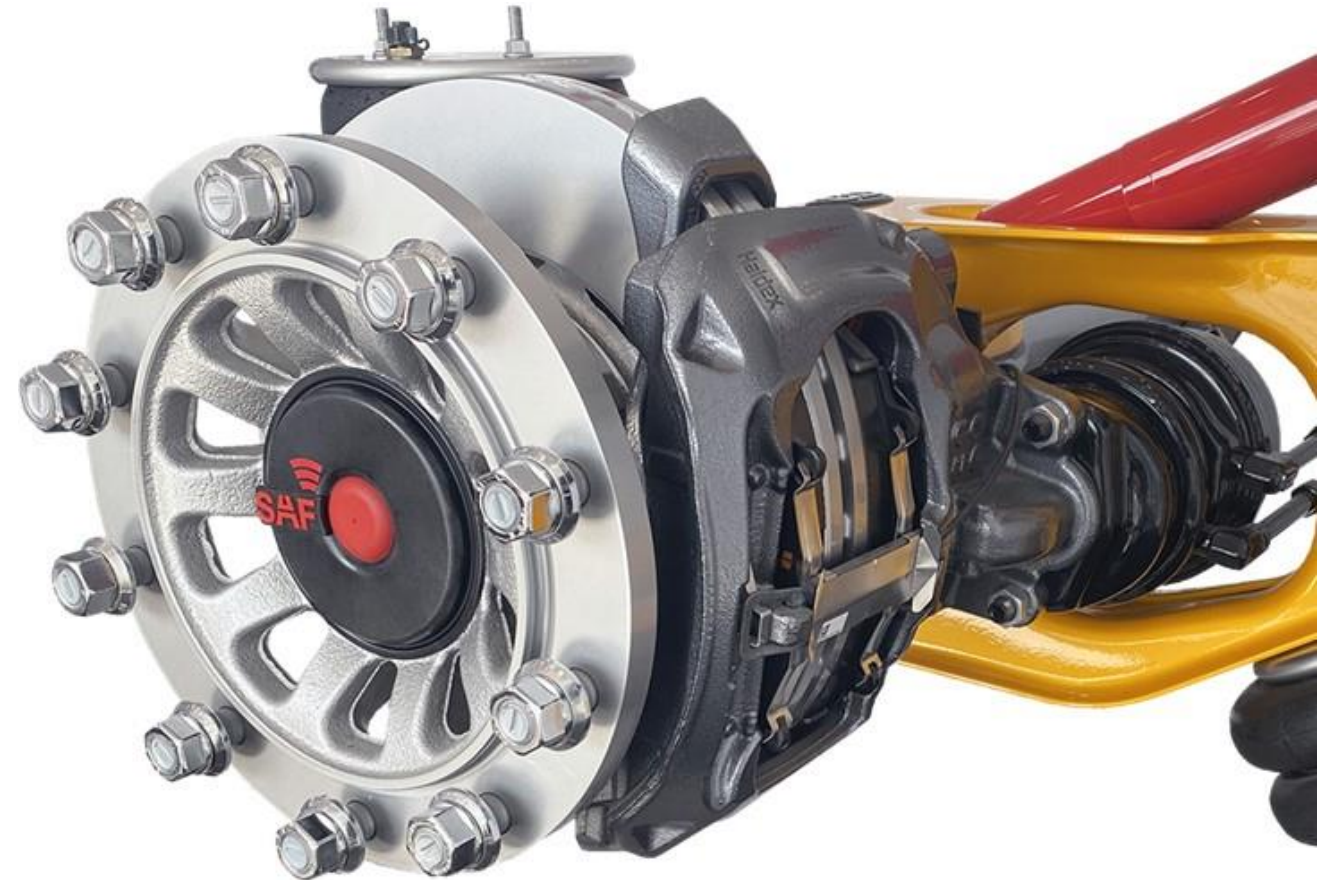


SAF-HOLLAND SE

FY 2023

Preliminary Figures

FEBRUARY 19, 2024

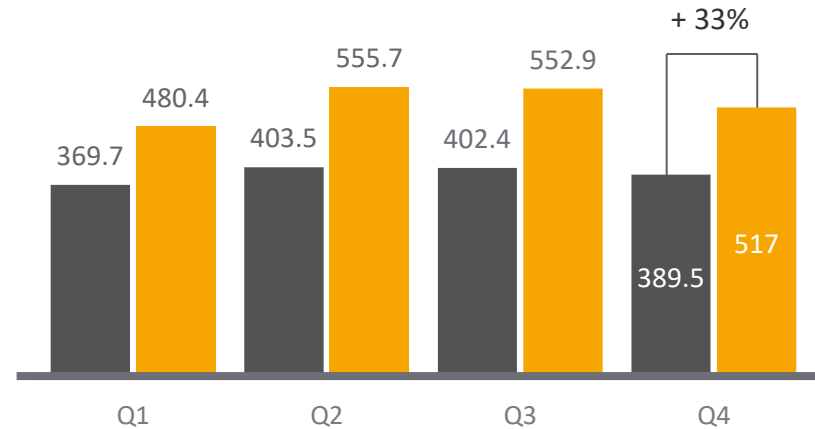
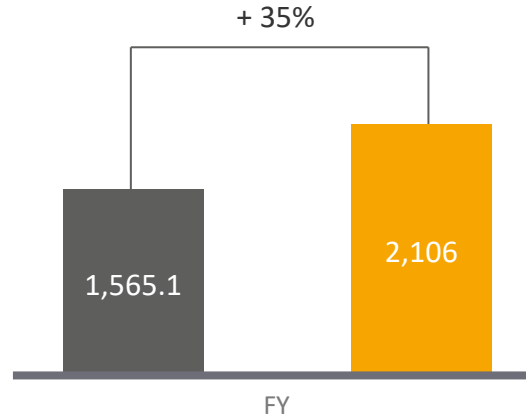


Preliminary financials confirm record levels for group sales and profitability

Group sales

(in EUR mn)

■ 2022
■ 2023



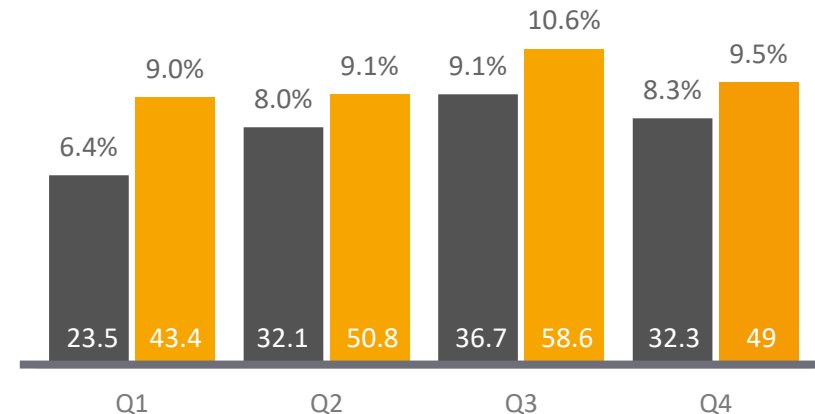
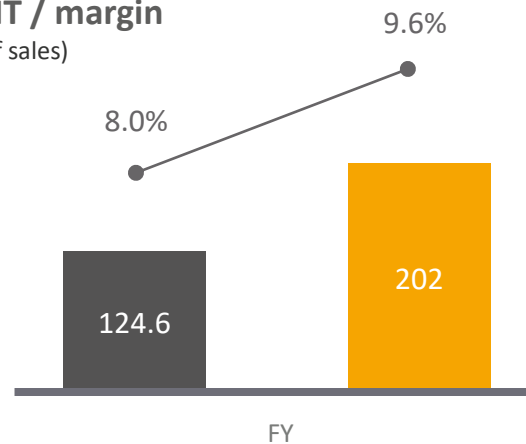
FY 2023 explanation

- Organic sales growth amounted to ca. +11% yoy
- Sales was mainly driven by the consolidation of Haldex while all three regions positively supported FY growth development
- Adj. EBIT and margin benefited significantly from achieved efficiency improvements, economies of scale, a higher share of aftermarket business and cost synergies from Haldex integration

Group adj. EBIT / margin

(in EUR mn and % of sales)

■ 2022
■ 2023

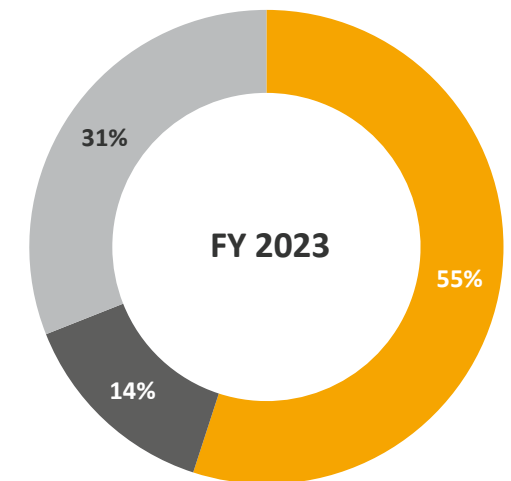
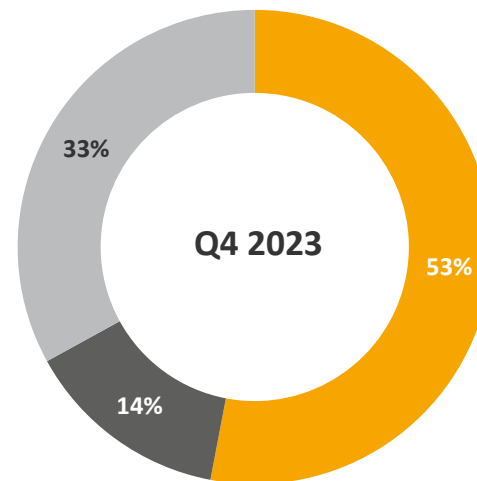
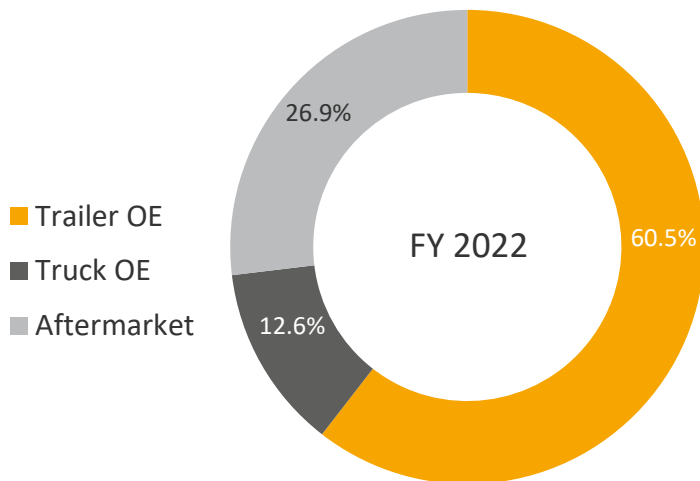
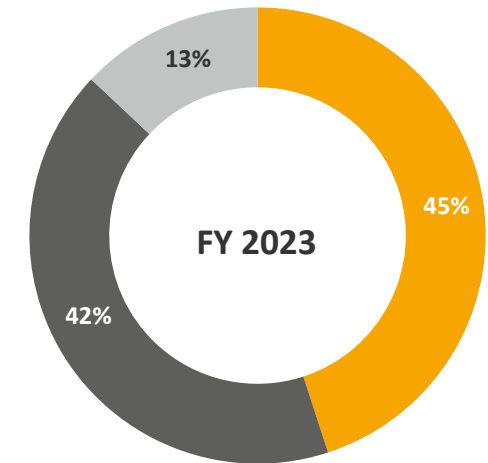
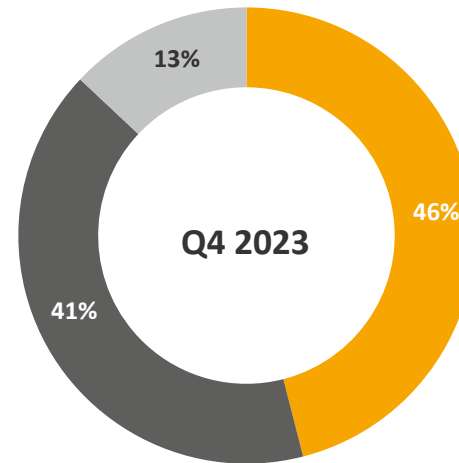
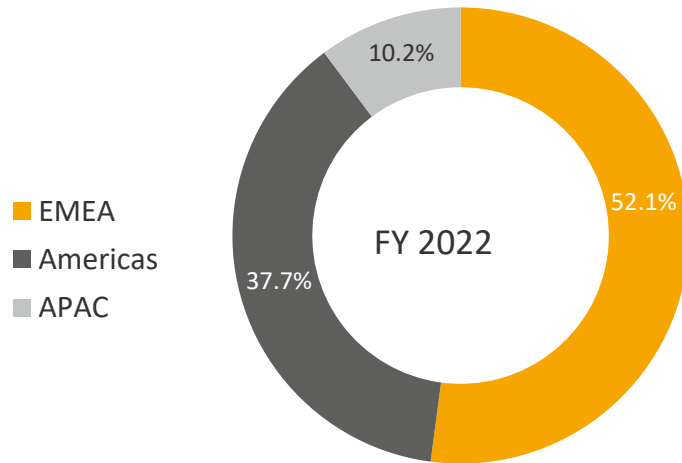


Q4 2023 explanation

- Organic sales growth amounted to ca. +10% yoy
- Sequential sales decline in Q4 vs. Q3 2023 reflects ongoing demand normalization in EMEA & Americas

Regional mix and high share of aftermarket business strengthens resilience

Group sales split (by region, by customer category)

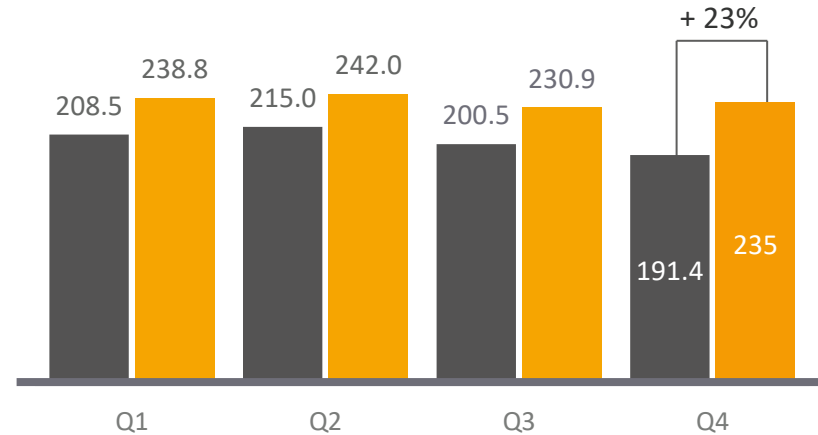
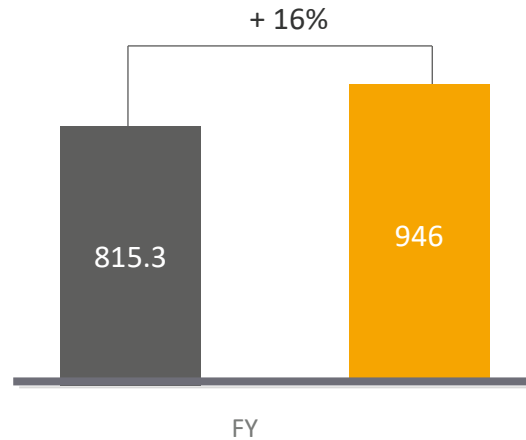


Significant sales and profitability increases achieved despite a weaker trailer market

EMEA sales

(in EUR mn)

■ 2022
■ 2023



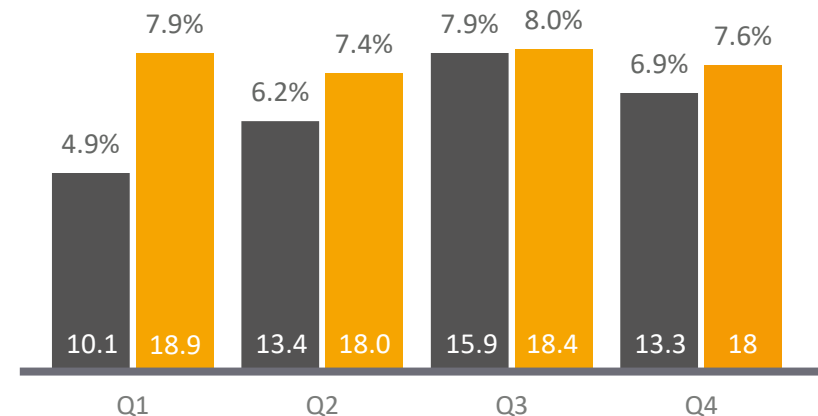
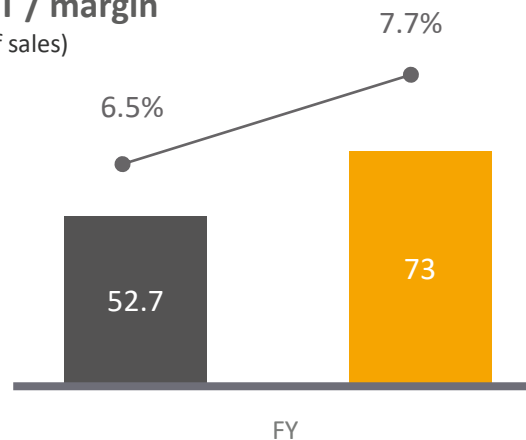
FY 2023 explanation

- Organic sales growth amounted to ca. +1% yoy despite weaker trailer market predictions (-3% yoy)
- Sales was driven by the Haldex consolidation as well as an increased addressable aftermarket due to prior strong OEM business growth
- Efficiency improvements and scale effects as well as synergies from the Haldex acquisition positively impacted adj. EBIT and margin

EMEA adj. EBIT / margin

(in EUR mn and % of sales)

■ 2022
■ 2023



Q4 2023 explanation

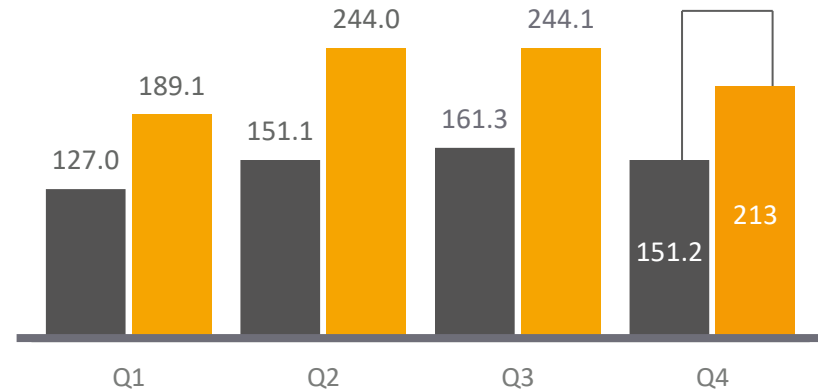
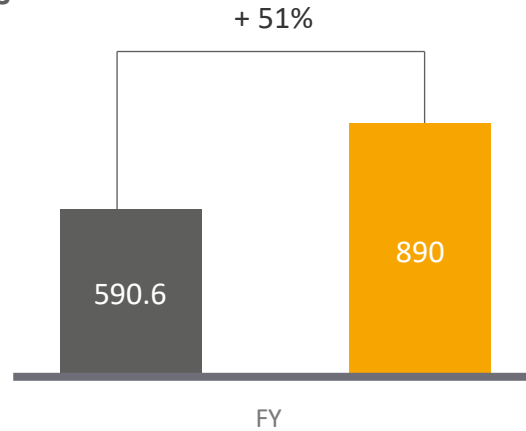
- Organic sales growth amounted to ca. +9% yoy
- Slight sales growth Q4 vs. Q3 2023 based on strong truck OEM business
- Sequentially lower adj. EBIT margin in Q4 due to seasonal effects incl. a normalized AM share

Solid organic sales growth and significant increase of adjusted EBIT margin

Americas sales

(in EUR mn)

■ 2022
■ 2023



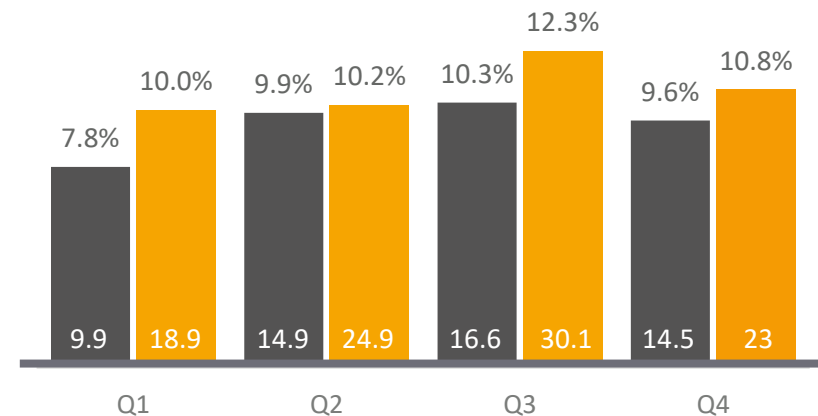
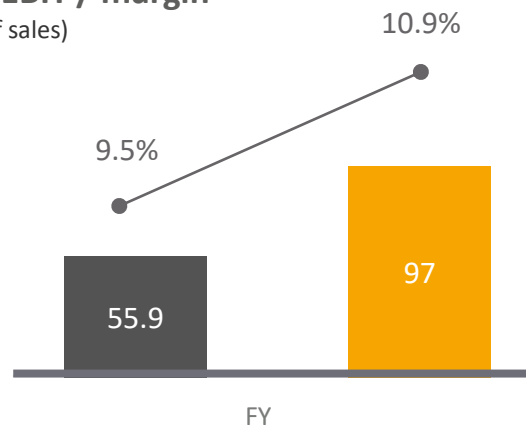
FY 2023 explanation

- Organic sales growth amounted to ca. +12% yoy
- Main sales growth driver: Haldex consolidation as well as a strong demand from OEMs
- Very strong adj. EBIT improvement (ca. +74% yoy) driven by a strong topline development, scale effects as well as cost savings from the Haldex integration

Americas adj. EBIT / margin

(in EUR mn and % of sales)

■ 2022
■ 2023



Q4 2023 explanation

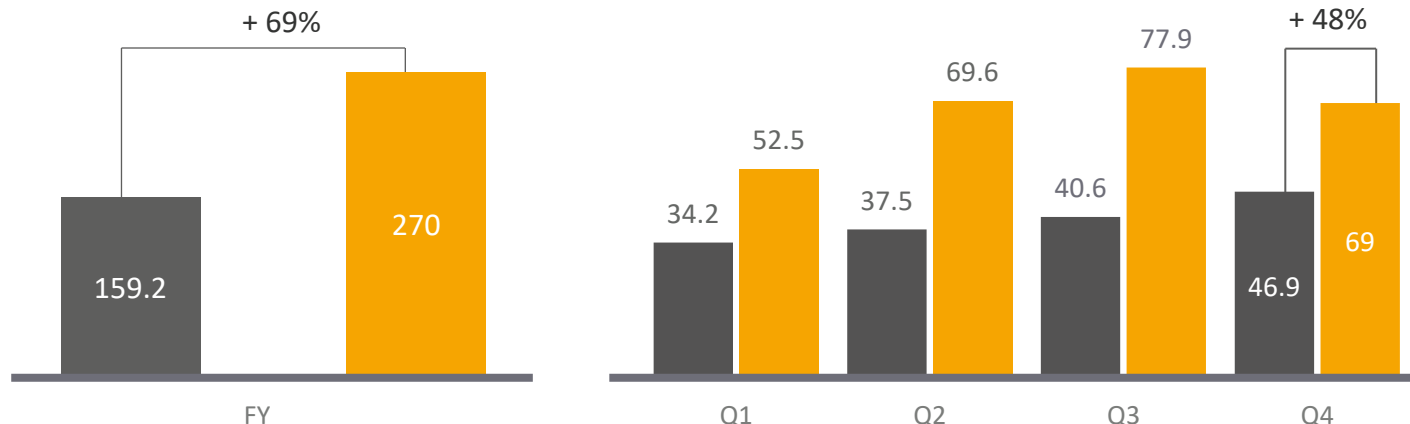
- Organic sales growth amounted to ca. +3% yoy
- Sales declined vs. Q3 due to seasonal effects and an ongoing market slow-down esp. in the trailer market
- Sequentially softer adj. EBIT margin due to positive one-off effect during Q3 caused by a reduction in aftermarket backlog

Significant double-digit organic growth and adj. EBIT margin increase

APAC sales

(in EUR mn)

■ 2022
■ 2023



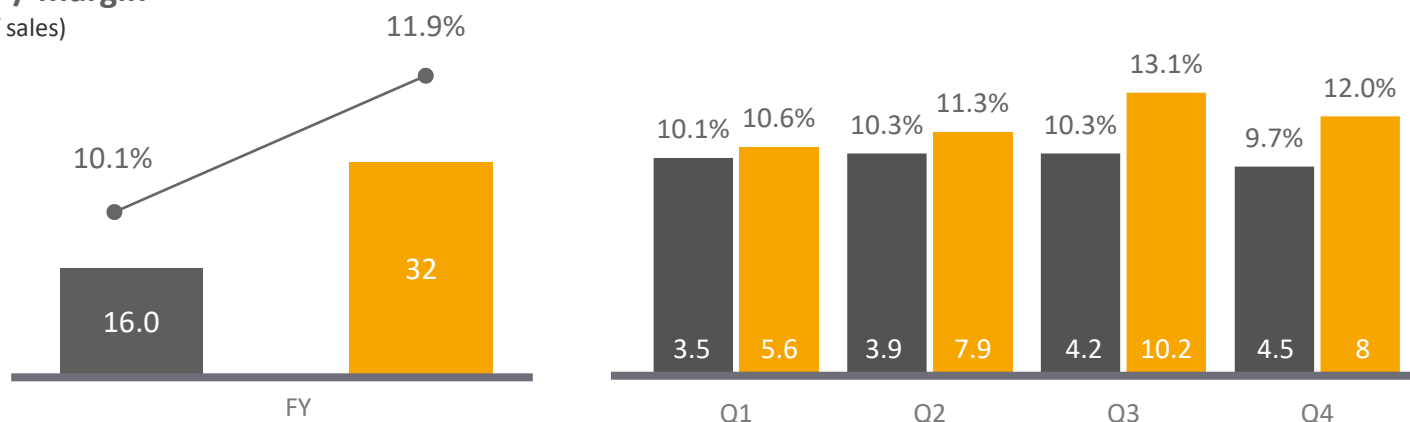
FY 2023 explanation

- Organic sales growth amounted to ca. +59% yoy
- Main growth drivers relate to strong government infrastructure investments in India as well as solid demand in Australia and Southeast Asia
- Economies of scale from a higher business volume in India, a significant earnings improvement in China, and a favorable product mix were supportive in the FY as well as in Q4 2023

APAC adj. EBIT / margin

(in EUR mn and % of sales)

■ 2022
■ 2023



Q4 2023 explanation

- Organic sales growth amounted to ca. +37% yoy
- Sequential sales decline vs. Q3 particularly driven by seasonally weaker sales at year-end as well as first signs of a softer demand in Americas which effects the trailer production in APAC

Preliminary financial figures confirm achievement of 2023 outlook

	Group FY 2023 Outlook as of 18 October 2023*	Preliminary FY 2023 Financials*
Sales	Around EUR 2,100 mn	Ca. EUR 2,106 mn
Adj. EBIT margin	Around 9.5%	Ca. 9.6%
Capex ratio**	Up to 3%	Ca. 2.9%

- Based on the unaudited financial figures, **SAF-HOLLAND confirmed its outlook for 2023 financial year**
- **SAF-HOLLAND will publish the final, audited figures** with detailed information on segments, outlook for financial year 2024 and the dividend proposal **with the 2023 annual report on March 14, 2024**
- **At the same time, the 2023 sustainability report will be published**

* Incl. Haldex contribution, consolidated as of February 21, 2023

** Incl. payments for investments in property, plant and equipment and intangible assets as well as capitalized R&D

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Financial calendar and road show activities

February 20, 2024	MM Warburg Warsaw Conference
February 21, 2024	Hauck Aufhäuser Lampe Roadshow, Lugano
March 14, 2024	Publication of the FY 2023 Annual Report
May 08, 2024	Publication of the Quarterly Statement Q1 2024
June 11, 2024	Annual General Meeting
August 08, 2024	Publication of Half-Year Financial Report 2024
November 12, 2024	Publication of the Quarterly Statement Q3 2024

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