

PRELIMINARY FIGURES FY 2024

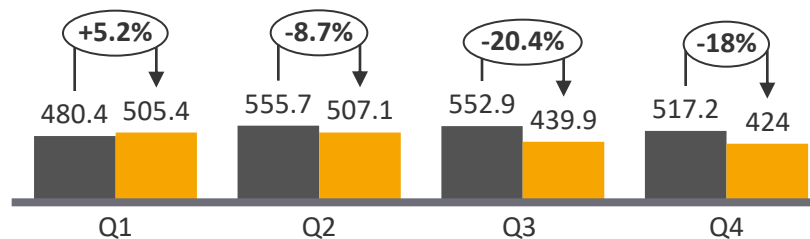
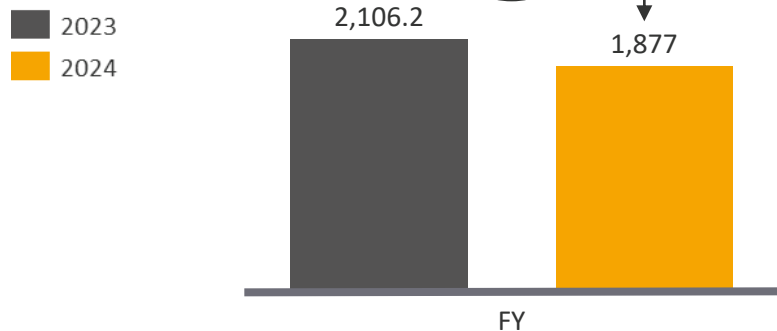
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FEBRUARY 19, 2025

# Despite market-related sales decline, EBIT margin reached record level

## Group sales

(in EUR mn)

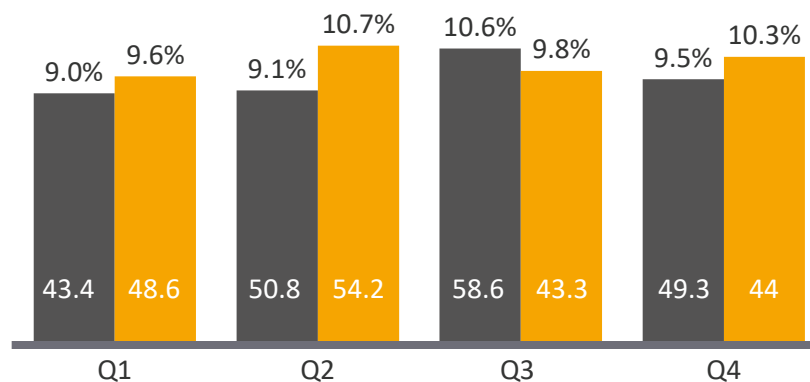


## FY 2024 explanation

- Sales declined organically by ~ 16% yoy
- Sales were mainly impacted by weak trailer and truck markets in North America and EMEA, partially offset by robust aftermarket business and acquisition-related sales of ~ EUR 104 mn
- Adj. EBIT was only ~ 6% below PY and improved to 10.1% of sales based on a favorable customer mix effect, strict cost discipline as well as continued cost synergies from the Haldex integration

## Group adj. EBIT / margin

(in EUR mn and % of sales)

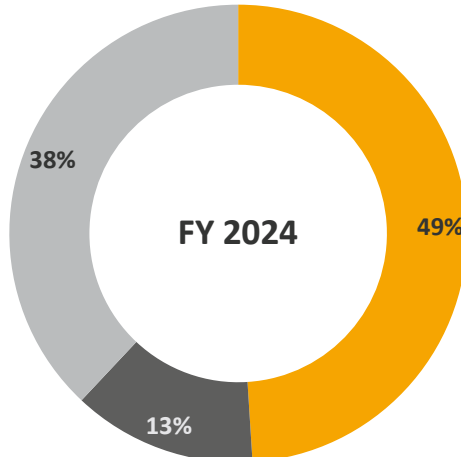
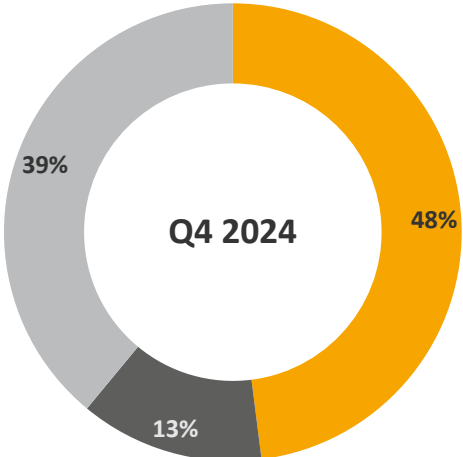
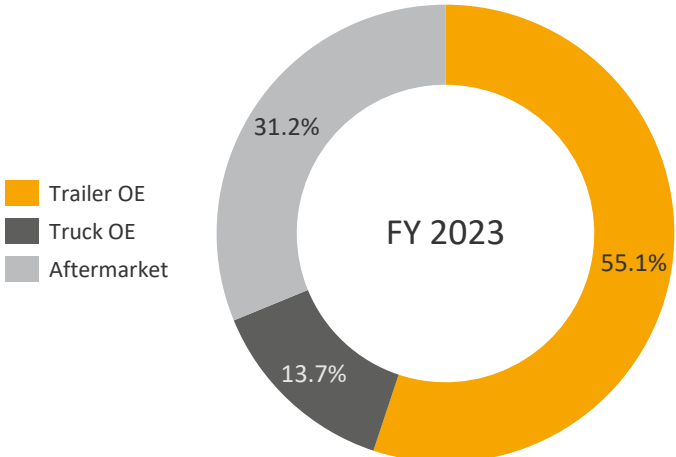
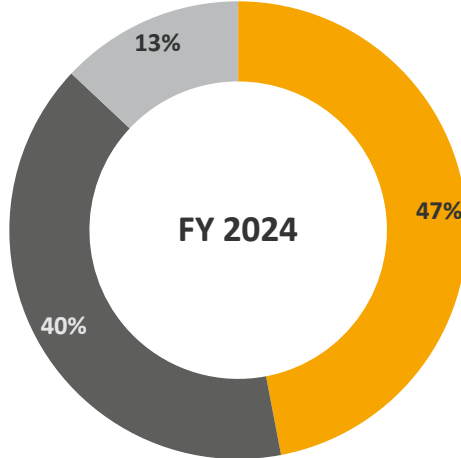
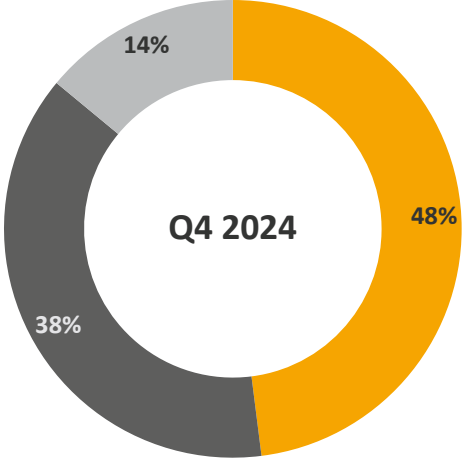
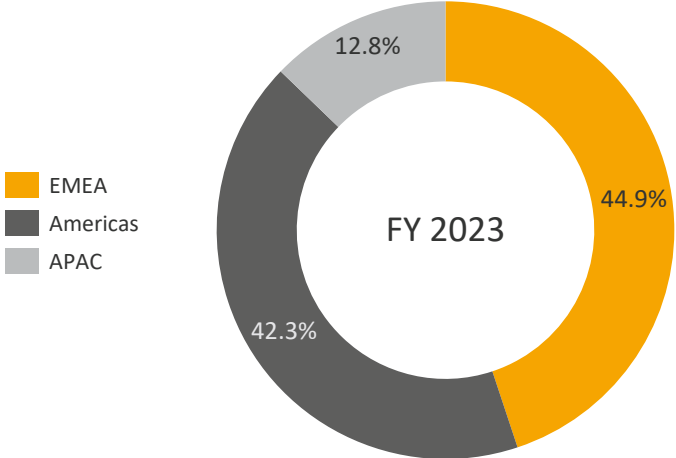


## Q4 2024 explanation

- Organically, sales were ~ 21% below PY,
- Sequential sales reduction vs. Q3 2024 was due to extended customer Christmas breaks in addition to continued weak demand in EMEA & Americas
- Adj. EBIT margin improved due to favorable customer mix and strict cost discipline

# Aftermarket sales driven by strong market penetration & positioning

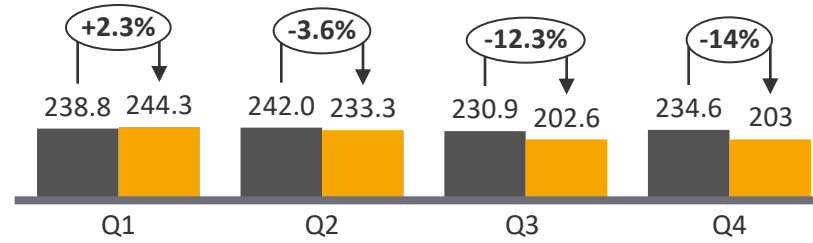
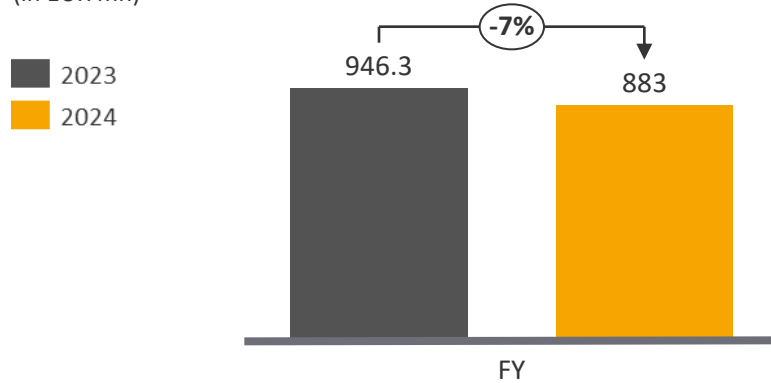
Group sales split (by region, by customer category)



# Favorable mix effect and cost flexibility drove margin improvement

## EMEA sales

(in EUR mn)

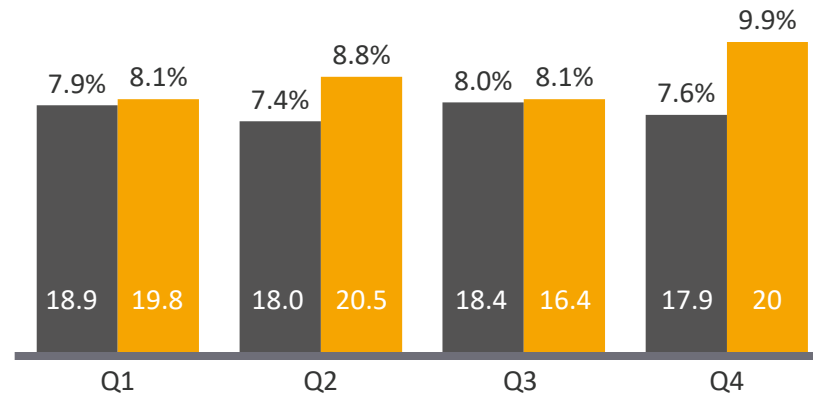
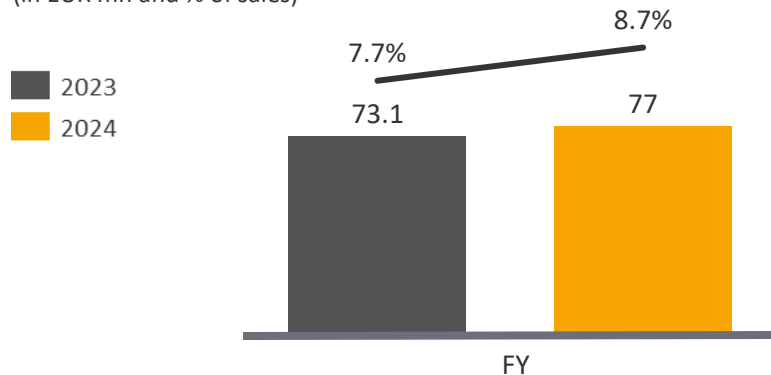


## FY 2024 explanation

- Sales were ~ 13% organically lower compared to PY due to low demand from trailer customers
- Acquisition-related sales from Haldex, IMS Group, Tecma and Assali Stefen as well as a favorable demand for aftermarket products partially offset the organic decline
- Strict cost discipline in order to adjust to lower production capacity as well as synergies from the Haldex integration and favorable customer mix effect positively impacted adj. EBIT and margin

## EMEA adj. EBIT / margin

(in EUR mn and % of sales)



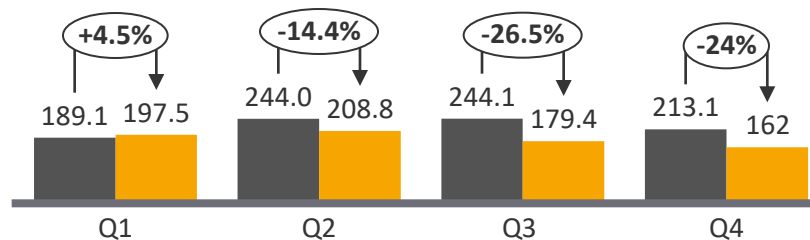
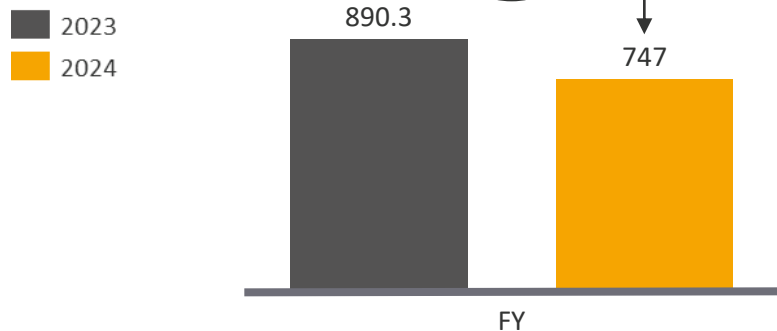
## Q4 2024 explanation

- Organically, sales were ~ 21% below PY due to continued weak OE demand whereas underlying AM demand was still healthy
- Strong adj. EBIT margin in Q4 due to favorable customer mix as well as reallocation of intercompany charges

# Aftermarket strength partly offsets market-related topline decline

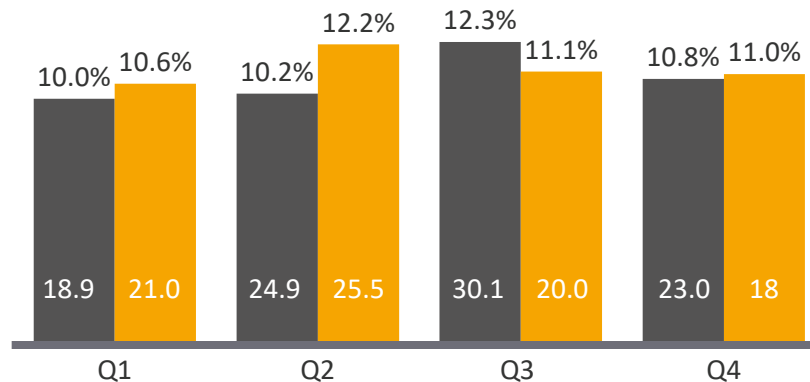
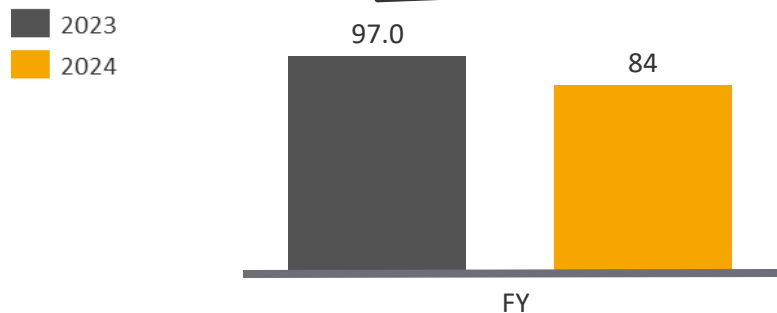
## Americas sales

(in EUR mn)



## Americas adj. EBIT / margin

(in EUR mn and % of sales)



## FY 2024 explanation

- Sales were ~ 20% organically lower compared to PY mainly due to weak demand from trailer customers throughout the year while demand from truck manufacturers also suffered from mid-year onwands
- Adj. EBIT margin improved vs. PY while the underutilization in OE was partially offset by robust aftermarket business and strict cost cutting, as well as further cost savings from the Haldex integration

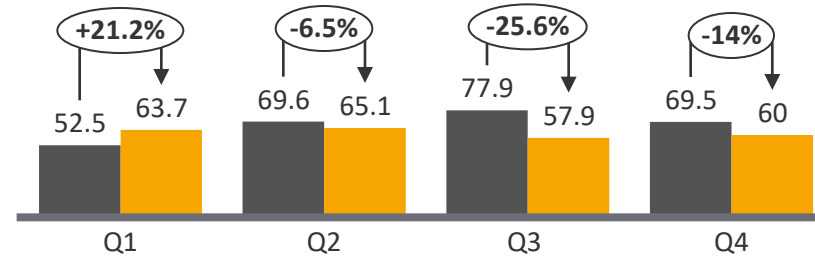
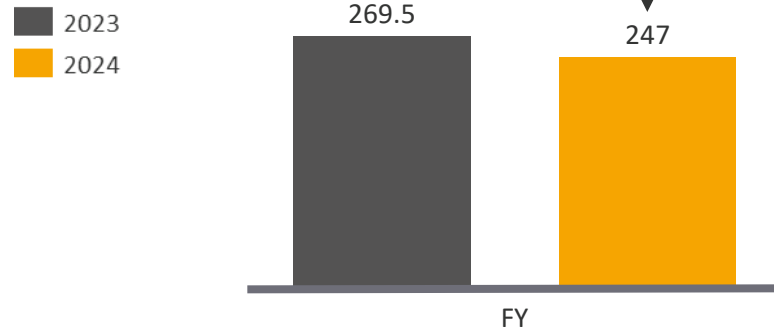
## Q4 2024 explanation

- Organically, sales were ~ 23% below PY
- Sales declined vs. Q3 due to seasonal effects and constantly low demand for truck and trailer
- While the adj. EBIT margin improved vs. PY, it developed almost stable on a sequential basis based on strict cost cutting as well as a favorable customer mix

# Continued strong adj. EBIT margin despite muted topline development

## APAC sales

(in EUR mn)

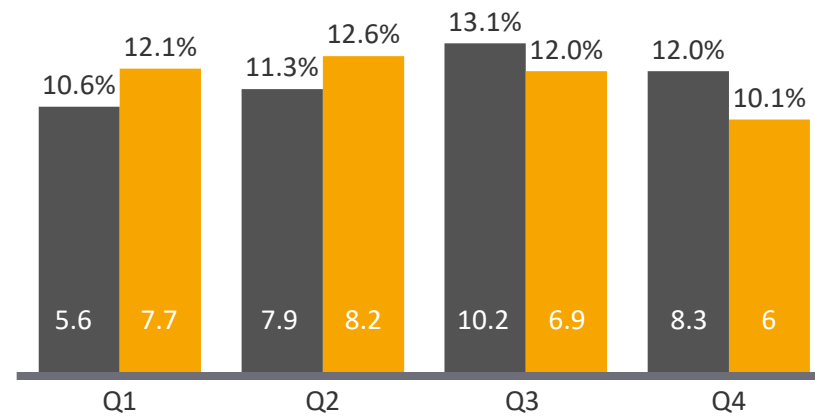
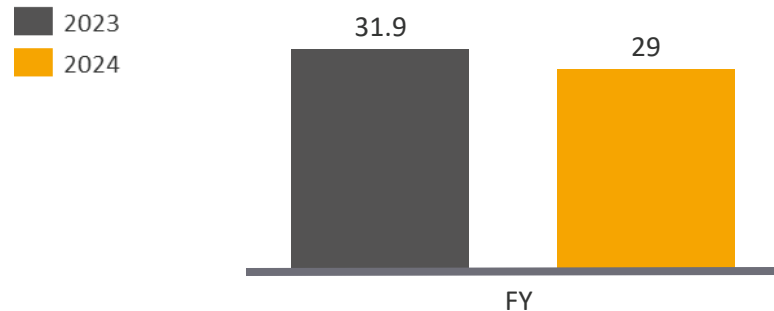


## FY 2024 explanation

- Sales were ~ 9% organically lower compared to PY which predominantly relates to restricted government infrastructure spending in India due to the parliamentary election as well as a heavy rain season in Q3 in Southeast Asia impacting the mining industry
- Adj. EBIT margin almost on PY level with 11.7%, driven by flexible cost management, earnings improvement in China as well as continued cost savings from Haldex integration

## APAC adj. EBIT / margin

(in EUR mn and % of sales)



## Q4 2024 explanation

- Despite slight recovery of Indian trailer market at year-end, sales were ~ 14% below PY organically also due to extended plant closures in December in the mining sector in Australia
- Hence, the profitability was negatively impacted in Q4 compared to Q3 2024

# Preliminary financial key figures show margin improvement despite weaker topline

|                  | Group<br>FY 2023<br>Results* | Group<br>Preliminary Figures 2024<br>as of February 2025 |
|------------------|------------------------------|--|
| Sales            | EUR 2,106.2 mn               | ~ EUR 1,877 mn   |
| Adj. EBIT margin | 9.6%                         | ~ 10.1%  |
| Capex ratio**    | 2.9%                         | ~ 3.1%   |

- **SAF-HOLLAND will publish the final, audited figures** with detailed information on segments, outlook for financial year 2025 and the dividend proposal **with the 2024 annual report on March 20, 2025**
- At the same time, the 2024 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

# Upcoming Capital Markets Day



# CAPITAL MARKETS DAY

on March 27, 2025

at **SAF-HOLLAND/ Teamlog**

Germanenstraße 30, 63741 Aschaffenburg

**Factory tour** in Bessenbach

09:00 CET - Registration & welcome

10:00 CET - Start of presentation

13:30 CET - Start factory tour

(optional)

15:30 CET - End of event in Bessenbach

- Exclusively in-person event
- Get to know the new strategy 2030, presented by the Management Board and the Regional Presidents
- Experience a comprehensive insight into the axle systems production

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## Contact and additional information

# Investor relations contact & financial calendar

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## Financial calendar and roadshow activities

|                          |  |
|--------------------------|--|
| <b>February 19, 2025</b> | <b>Publication Preliminary Results FY 2024</b>             |
| February 24, 2025        | Roadshow London  |
| February 25, 2025        | Roadshow Zurich  |
| <b>March 20, 2025</b>    | <b>Publication Annual Report incl. CSRD Report FY 2024</b> |
| March 27, 2025           | Capital Markets Day, Aschaffenburg                         |
| <b>May 8, 2025</b>       | <b>Publication Quarterly Statement Q1 2025</b>             |
| <b>May 20, 2025</b>      | <b>Annual General Meeting</b>                              |
| <b>August 7, 2025</b>    | <b>Publication Half-Year Report H1 2025</b>                |
| <b>November 13, 2025</b> | <b>Publication Quarterly Statement Q3 2025</b>             |

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