



CIE Automotive

EARNINGS RELEASE

Managing high value-added processes

June 2023

- *This document has been prepared by CIE Automotive, S.A. ("CIE Automotive"), and is for information purposes only. No reliance may or should be placed for any purposes whatsoever on the information contained in this document or on its completeness, accuracy or fairness. This document and the information contained herein are strictly confidential and are being shown to you solely for your information. The information may not be copied, distributed, reproduced or passed on, directly or indirectly, in whole or in part, or disclosed by any recipient, to any other person (whether within or outside such person's organization or firm) or published in whole or in part, for any purpose or under any circumstances.*
- *This document is an advertisement and not a prospectus for the purposes of applicable measures implementing EU Directive 2003/71/EC (such Directive, together with any applicable implementing measures in the relevant home Member State under such Directive, the "Prospectus Directive") and as such does not constitute or form part of any offer to sell or issue or invitation to purchase or subscribe for, or any solicitation of any offer to purchase or subscribe for, any securities of CIE Automotive or any of its affiliates or subsidiaries, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. Investors should not subscribe for or purchase any securities referred to in this advertisement except on the basis of the information contained in any prospectus eventually published in accordance with the Prospectus Directive. The information and opinions contained in this document are provided as at the date of the document and are subject to change.*
- *This document is not an offer of securities for sale in the United States, Australia, Canada or Japan. The information contained herein does not constitute an offer of securities for sale in the United States, Australia, Canada or Japan. Securities may not be offered or sold in the United States unless they are registered or are exempt from registration. No money, securities or other consideration is being solicited and, if sent in response to the information contained herein, will not be accepted. Copies of this document are not being, and should not be, distributed or sent into the United States. This document does not constitute an offer of securities to the public in the United Kingdom or in any other jurisdiction. The distribution of this document in other jurisdictions may also be restricted by law and persons into whose possession this document comes should inform themselves about and observe any such restrictions.*
- *Certain financial and statistical information contained in this document is subject to rounding adjustments. Accordingly, any discrepancies between the totals and the sums of the amounts listed are due to rounding. Certain management financial measures included in this document have not been subject to a financial audit.*
- *The information and opinions contained in this document are provided as at the date of the document and are subject to verification, completion and change without notice. Neither CIE Automotive nor any of its parent or subsidiary undertakings, or the subsidiary undertakings of any such parent undertakings, or any of such person's respective directors, officers, employees, agents, affiliates or advisers, undertakes any obligation to amend, correct or update this document or to provide the recipient with access to any additional information that may arise in connection with it.*
- *CIE's management uses recurrently and in a consistent way during business management certain Alternative Performance Measures, APM which include terms about results, balance sheet and cash flow. CIE understands that those APMs are helpful to explain its activity evolution, so they are presented, defined and reconciled with financial statements in this presentation's Appendix.*

1. JUNE 2023 RESULTS

2. BALANCE SHEET

3. 2025 GOALS

4. CIE IN STOCK EXCHANGE

APPENDIX



1. JUNE 2023 RESULTS

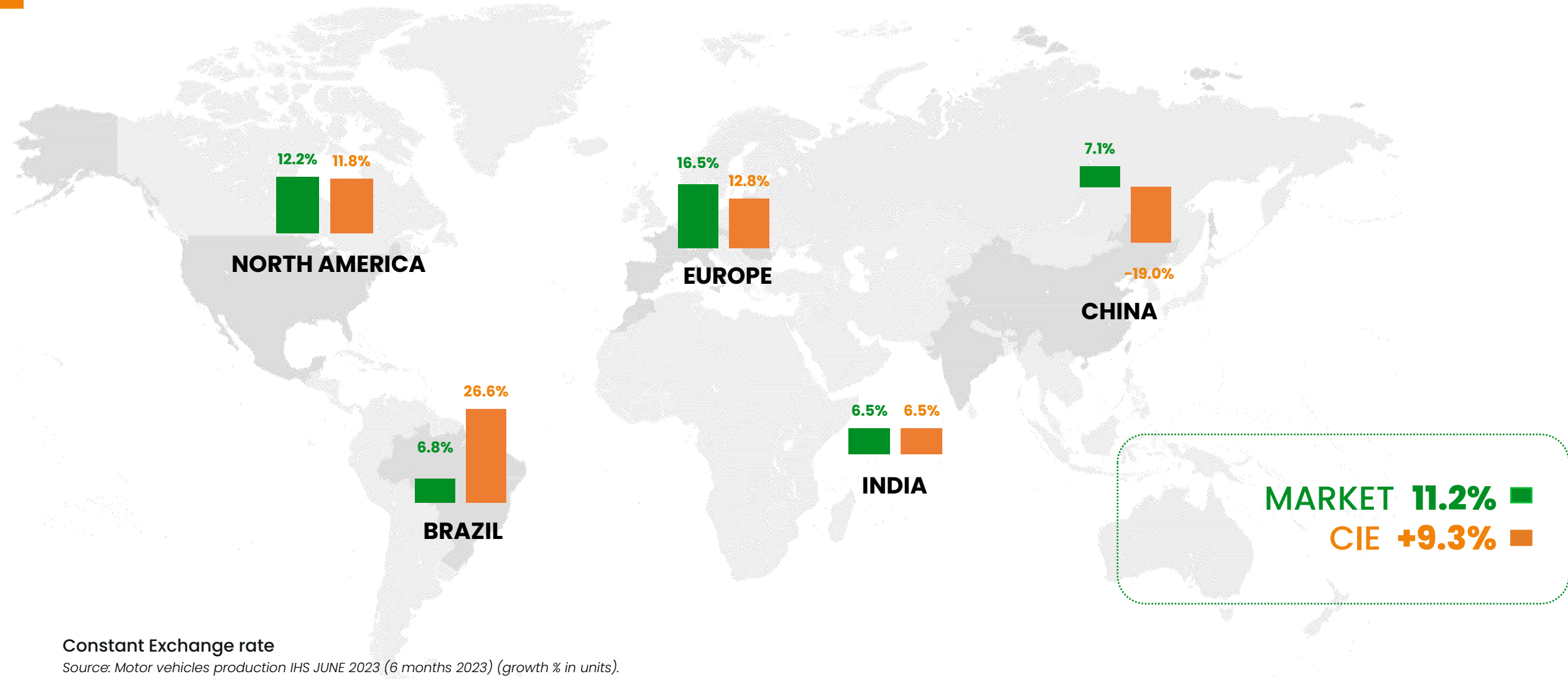
CIE AUTOMOTIVE 2023 - HIGHLIGHTS

1	TURNOVER	2,011.1 €m	+8.1% vs June 2022	CONSOLIDATED GROWTH
2	EBITDA	363.9 €m	18.1% EBITDA MARGIN vs 17.1% June 2022	STRENGTHENING OF OPERATING MARGINS
3	NET INCOME	178.3 €m	+11.2% vs June 2022	CONTINUOUS AND SUSTAINED GROWTH
4	OPERATING CASH	230.5 €m	65.6% OPERATING CASH/EBITDA	HIGH LEVEL OF CASH GENERATION
5	LIQUIDITY RESERVE	1,566 €m		STRONG LIQUIDITY POSITION WITH STRICT CASH MANAGEMENT
6	NFD/EBITDA ^(*)	1.72x	vs 2.28x June 2022	CONTINUOUS DEBT RATIOS IMPROVEMENT
7	SHARE PRICE	28.0€	+18.2% vs June 2022	TARGET PRICE CONSENSUS 31.06€

(*) Adjusted NFD and EBITDA data considering 50% of the Chinese JV SAMAP

1. JUNE 2023 RESULTS

Sales evolution 2023 vs 2022



Constant Exchange rate

Source: Motor vehicles production IHS JUNE 2023 (6 months 2023) (growth % in units).

Note: In 2023 the companies Golde Bengaluru India Pvt Ltd. and Golde Pune Automotive India Private Ltd. have been transferred, as well as Billforge de México S de RL de CV, Somaschini International Inc, Somaschini North América LLC and Somaschini Realty LLC to India and North America respectively. This reclassification has not had significant impacts.

1. JUNE 2023 RESULTS

€m	30/06/2022	30/06/2023	
Turnover	1,861.2	2,011.1	+8.1%
EBITDA	318.9	363.9	+14.1%
% EBITDA / turnover	17.1%	18.1%	
EBIT	232.2	270.1	
% EBIT / turnover	12.5%	13.4%	
EBT	221.9	238.9	
Net income	160.3	178.3	+11.2%

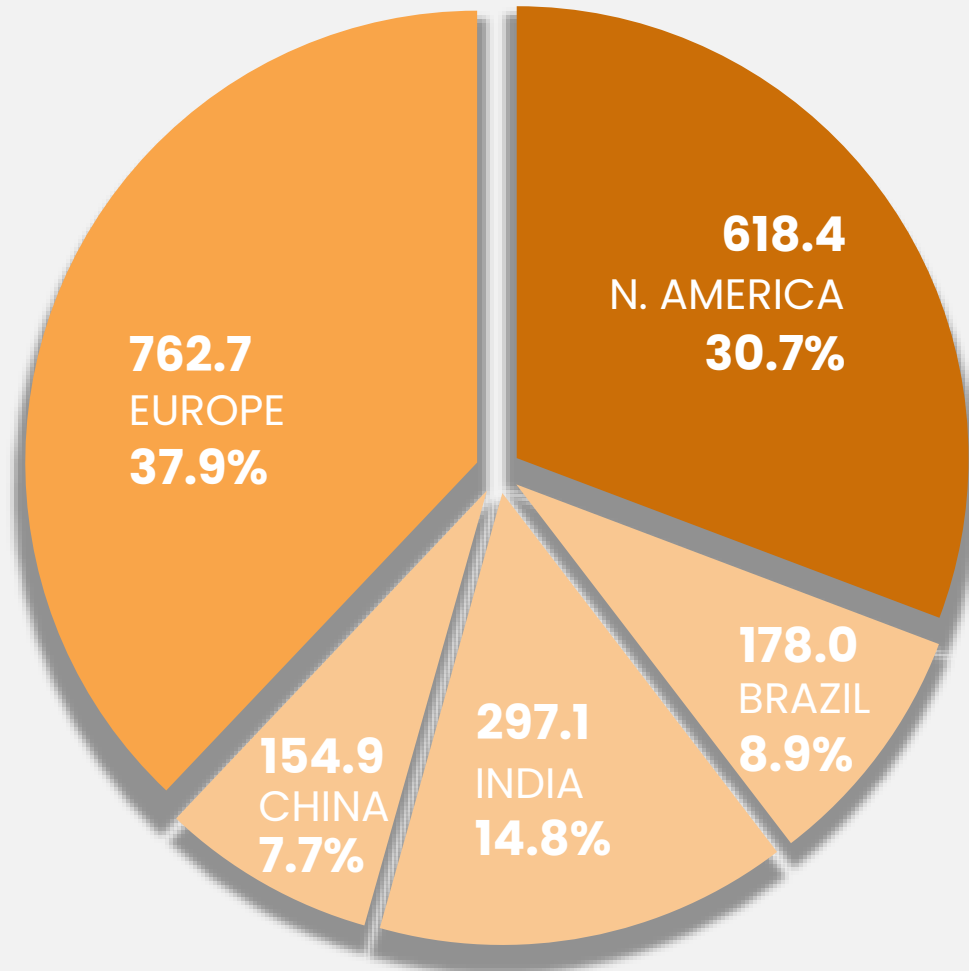
Note: In order to provide greater transparency and clarity to the information, it is compared with the automotive data published as comparable in the consolidated financial statements published by CIE as of 30/06/2022. The information is different from that published by CIE in 2022 because, according to accounting standards, the specific impacts on the different lines of the income statement of those businesses discontinued in 2022 must be eliminated. See annex with the reconciliation at the end of this document.

- Strong growth in all lines of results, highlighting the solid improvement in operating margins, in a highly inflationary market. EBIT >13%

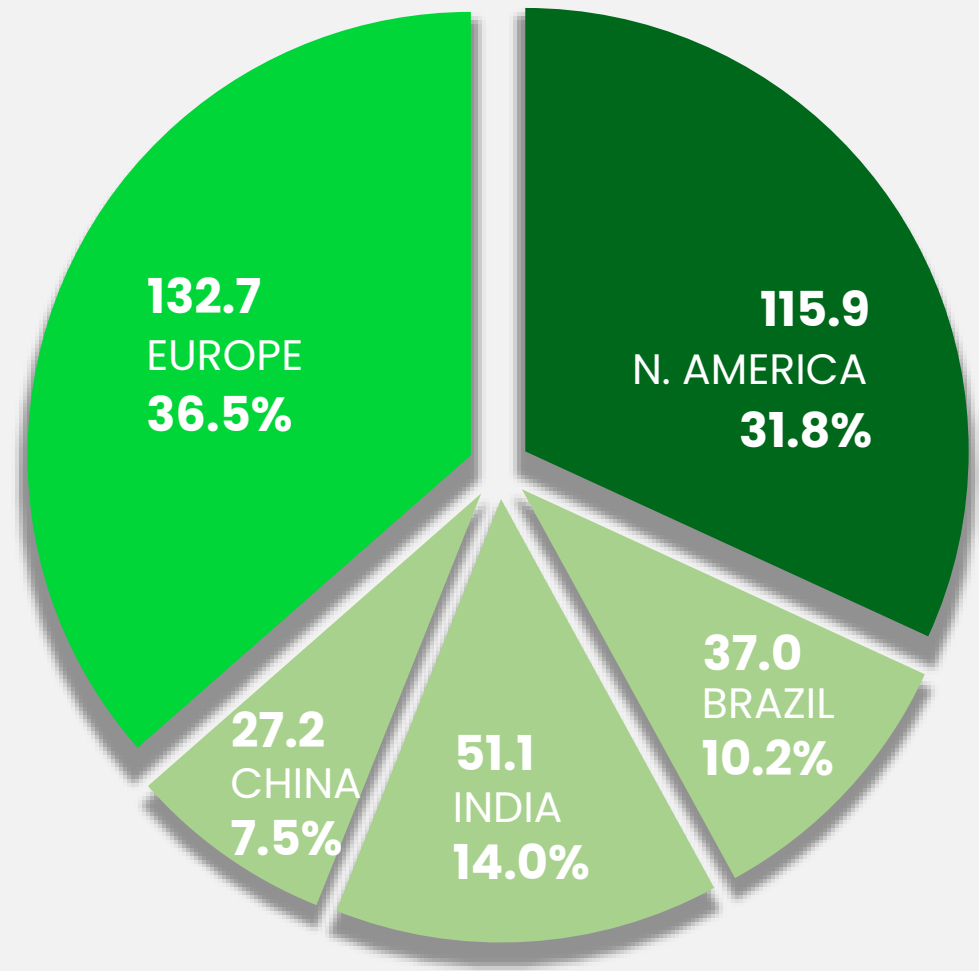
1. JUNE 2023 RESULTS

2023 Geographies contribution

TURNOVER



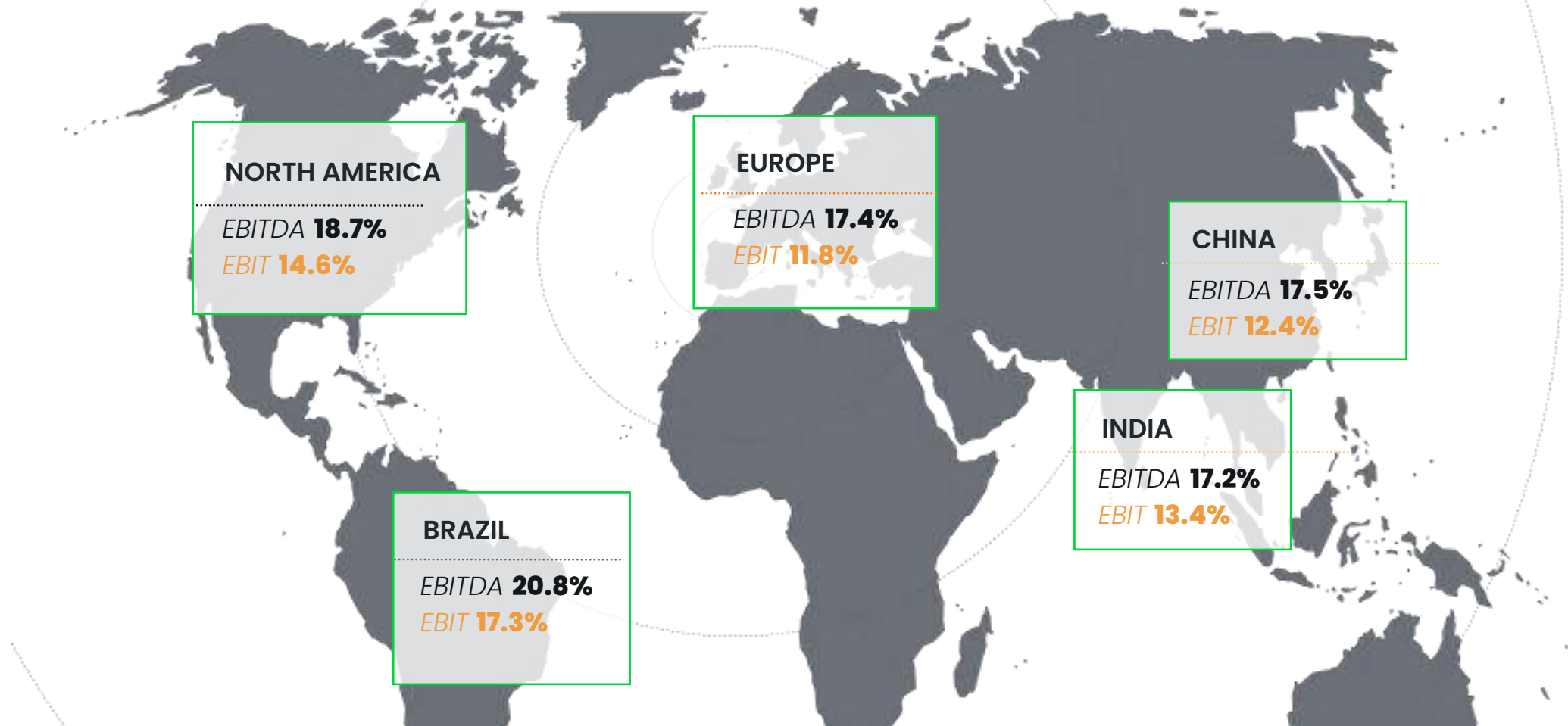
EBITDA



Data in million euros (€m)

1. JUNE 2023 RESULTS

2023 Geographies profitability



- All geographies contribute to CIE's success by reaching a minimum double-digit EBIT margin

* The reclassification of the companies Golde Bengaluru India Pvt Ltd. and Golde Pune Automotive India Private Ltd., as well as Billforge de Mexico S de RL de CV, Somaschini International Inc, Somaschini North America LLC and Somaschini Realty LLC to India and North America respectively, has not had significant impact on margins

2. BALANCE SHEET

Balance sheet evolution

€m	31/12/2022	30/06/2023
Fixed assets	3,560.8	3,552.2
Net Working Capital	(501.0)	(472.1)
TOTAL NET ASSETS	3,059.8	3,080.1
Equity	1,504.6	1,604.4
Net Financial Debt	1,289.8	1,201.4
Others (net)	265.4	274.3
TOTAL NET LIABILITIES	3,059.8	3,080.1
Non-recourse factoring	324.5 €m	346.9 €m

2. BALANCE SHEET

Cash Flow June 2023

€m

EBITDA	363.9
Financial Expenses	(36.1)
Maintenance Capex	(46.4)
Tax Payments	(38.5)
IFRS 16 Leases ⁽¹⁾	(12.4)
OPERATING CASH FLOW	230.5

% EBITDA⁽²⁾ **65.6%**

Growing Capex	(58.4)
Net Working Capital Variation	(28.2)
Other movements	9.9
OPERATING FINANCIAL CASH FLOW	153.8
Business combinations ⁽³⁾	(10.8)
Payment of dividends and own shares transactions	(54.5)
FINANCIAL CASH FLOW	88.5

(1) Payment of rental fees registered in EBITDA according to the application of IFRS 16 standard.

(2) Operating Cash Flow on the value of EBITDA corrected with the effect of the IFRS 16 standard.

(3) Acquisition of the Brazilian company Iber-Oleff Brasil Ltda.

(*) Adjusted NFD and EBITDA data considering 50% of the Chinese JV SAMAP.

€m	30/06/2022	31/12/2022	30/06/2023
NFD	1,392.0	1,289.8	1,201.4
Adjusted NFD ^(*)	1,376.6	1,270.0	1,181.9
NFD/EBITDA^(*)	2.28X	1.98X	1.72X

Debt ratios improvement and operating financial cash flow generation with very high shareholder remuneration

2. BALANCE SHEET

Financial position

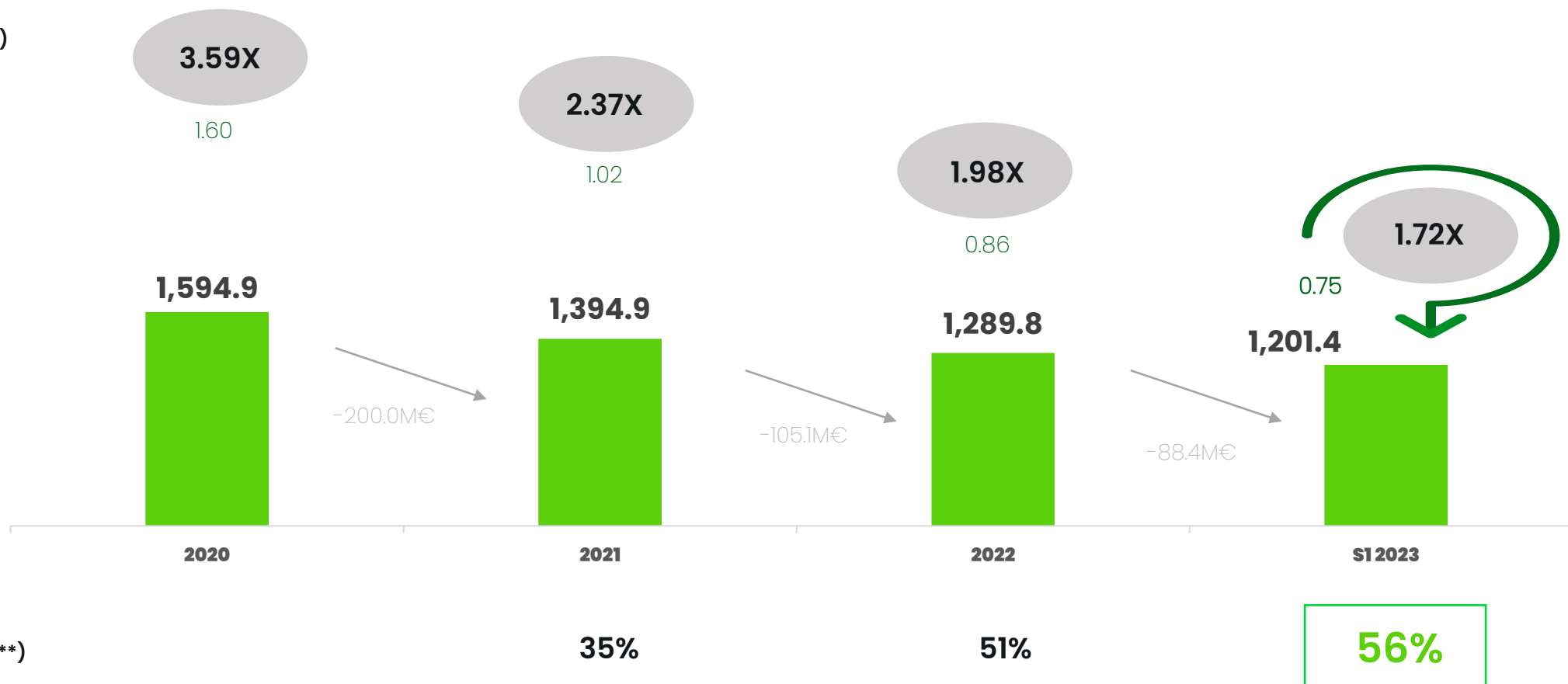
STRENGTHENING OUR FINANCIAL POSITION

NFD/EBITDA (*)

NFD/Equity

NFD

GFD at fixed interest rate (**)

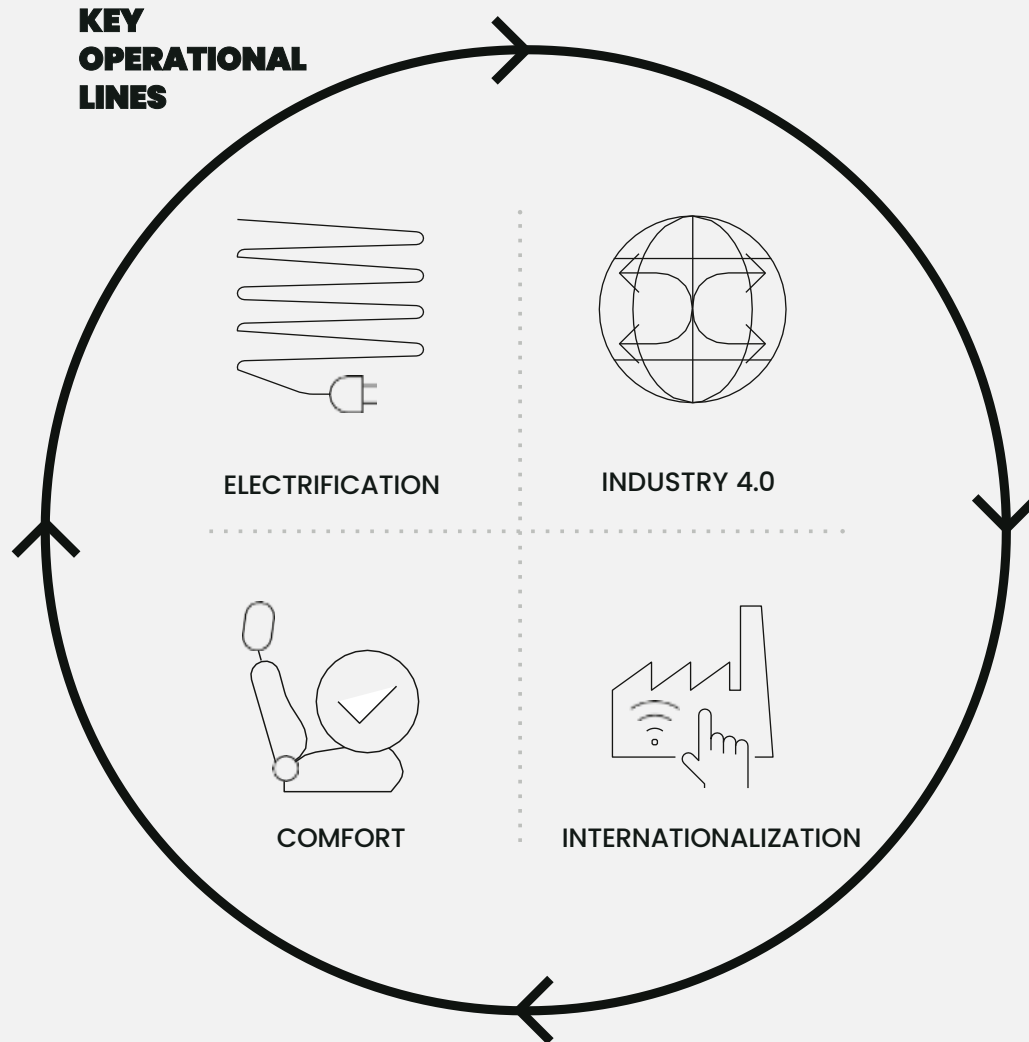


(*) Adjusted NFD and EBITDA data considering 50% of the Chinese JV SAMAP

(**) Gross financial debt (GFD) at fixed interest rate

3. 2025 GOALS

Strategic Lines



3. 2025 GOALS

Operational commitments 2025 and progress in 2021/2022

OPERATIONAL COMMITMENTS 2025

- 1 Revenue growth** **≈20 percentage points** above market growth over the five-year period
- 2 An EBITDA margin** exceeding **19% in 2025**
- 3 CAPEX** of **≈€1 billion** over the five-year period, **≈5%** of revenue per year
- 4 Annual income tax payment** of **≈2% of revenue**
- 5 Sustained generation of cash** from operations equivalent to **≈65%** of EBITDA. **≈€500 million** starting in 2025.

PROGRESS IN 2021/2022

≈70% of goal achieved thanks to **strong organic growth** in all geographies

>50% of goal achieved despite **the impact of inflation** on our cost base

In line with the goal, having invested on average **≈5% of sales** in these 2 years

In line with the goal, having paid **≈2% of sales** for income tax in these 2 years

>60% of goal achieved, having already generated **€400 million per year** of operating cash

* The above guidance was determined assuming the existing consolidation scope and revenues at constant exchange rates and without pass-through.

3. 2025 GOALS

Operational commitments 2025 and progress in 2021/2022



Due to the positive evolution of the Plan in 2021/2022 and to our good perspectives for the coming years, we can confirm the maintenance of all our 2025 commitments.

*Furthermore, we confirm that thanks to our cash generation capacity, **we could invest up to €1,500m** - of which almost 10% has already been invested in 2021/2022 - without exceeding 2x NFD/EBITDA at the end of the Plan. This investment may be used for **any type of corporate operation** (M&A, buy-back, purchase of minority stakes...); whichever maximizes the generation of value at any given time.*

3. 2025 GOALS

ESG Targets – Progress in the first two years of the plan

**ALL 2021–2022
ESG TARGETS
HAVE BEEN MET**



	KPI:	TARGET
COMPLIANCE	• Training on Code of Conduct	>95%
SUPPLY CHAIN	• Countries purchasing with ESG criteria	100%
	• Suppliers audited with ESG criteria	25%
COMMERCIAL	• Self-assessed plants in NQC >80%	75%
	• Platforms with customers for self-assessment in ESG	100%
	• Commercial staff trained in ESG	80%
M&A	• Integrations with the ESG Manual implemented	100%
FINANCE	• Complying sustainable financing requirements	100%
INVESTOR RELATIONS	• Feedback to key ESG analysts	100%

3. 2025 GOALS

ESG Commitment – New 2025 environmental commitment



We secure the short term with the current KPIs till 2025



Project Supply Chain Race to Zero



SBTi alignment



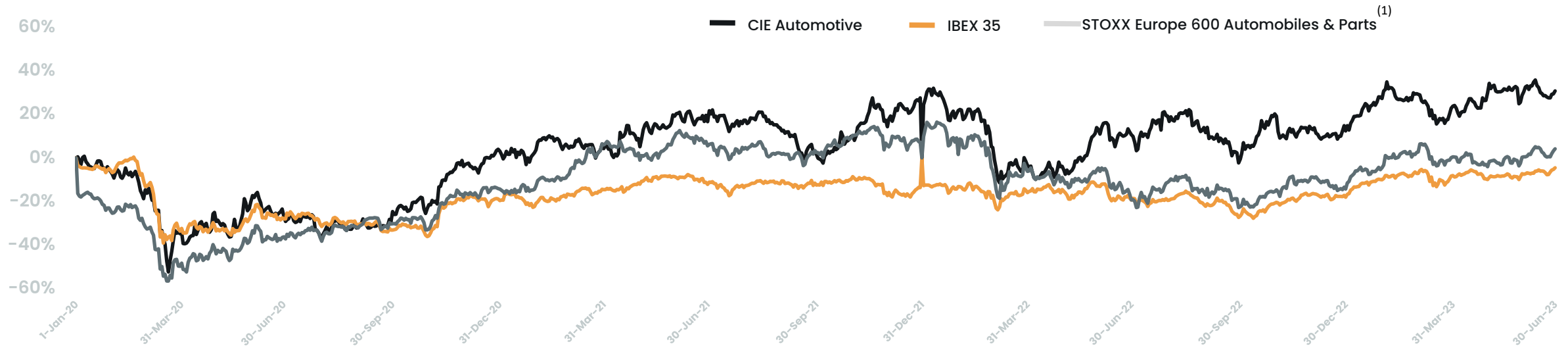
Limit global warming to 1.5°C



Carbon neutrality in 2050

4. CIE IN STOCK EXCHANGE

Share Price Performance CIE Automotive



During 2020, the pandemic severely impacted CIE Automotive's stock. 2021 added to pandemic bottlenecks, shortages and inflation in the supply chain (semiconductors, raw materials, freights, energy, labor force...). In 2022 the complex environment increased (invasion of Ukraine, China's "Zero Covid" policy, soaring inflation, rising interest rates...), which has led to an indiscriminate stock market correction in the sector.

Despite this adverse context, CIE Automotive delivered excellent results quarter after quarter, once again confirming its resilience and consolidating its position on the podium of the industry's most profitable companies with the best future, which we understand is still far from being reflected in its share price.

After the exit from the Ibex 35 (June 2022) and in this first semester of 2023, the share has had a better evolution and we expect this positive trend to continue, correcting and better aligning the fundamental value of the company and its share price.

(1) STOXX Europe 600 Automobiles & Parts includes: OEMS: BMW ST, Daimler, Ferrari NV, Fiat, Peugeot, Porsche, Renault & Volkswagen. SUPPLIERS: Faurecia, Michelin, Nokian, Plastic Omnium, Rheinmetall, Schaeffler, Valeo.

Alternative performance measurement (APMS)

PERFORMANCE MEASURES	DEFINITION
EBITDA	Net Operating Income + Depreciation
Adjusted EBITDA	Annualized EBITDA of 12 last months in those companies incorporated to the perimeter during the period. It includes 50% of the EBITDA of Chinese JV SAMAP, which is based on the current agreements with the partner, is consolidated by the equity method.
EBIT	Net Operating Income.
EBT	Earnings before taxes.
Net Income	Recurrent profit attributable to the company's shareholders.
Net Financial Debt (NFD)	Debt with banks and other financial institutions – Cash and equivalents – Other Financial Assets.
Adjusted Net Financial Debt	Net Financial Debt including 50% of Chinese JV SAMAP net financial debt, consolidated by the equity method as per the current partner agreements reached.
Gross Financial Debt (GFD)	Debt with banks and other financial institutions.

JUNE 2022 PROFIT COMPARABLE

€m	JUNE CIE P&L PUBLISHED IN 2022 ⁽¹⁾	INTERRUPTION ADJUSTMENT	2022 JUNE CIE P&L COMPARABLE ⁽²⁾
Turnover	1,976.5	(115.3)	1,861.2
EBITDA	323.8	(4.9)	318.9
EBIT	233.6	(1.4)	232.2
EBT	222.2	(0.3)	221.9
<i>Tax expense</i>	<i>(43.3)</i>	0.1	<i>(43.2)</i>
<i>Discontinued Activities</i>	<i>0.9</i>	0.2	<i>1.1</i>
Profit for the year	179.8	0	179.8
<i>Attributable to non-controlling interests</i>	<i>(19.5)</i>	0	<i>(19.5)</i>
Net Income	160.3	0	160.3

(1) CIE Group income statement published on 30/06/2022.

(2) CIE Group income statement on 30/06/2022 as comparable considering the interruption of the German forging business.

