



Gestamp 



Q2 2022

RESULTS PRESENTATION

JULY 26TH, 2022

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KEY HIGHLIGHTS FOR Q2 2022

FINANCIAL OVERVIEW

OUTLOOK AND REMARKS

Delivering Solid H1 Results

Revenues at €4,871m

+19.5% YoY on a reported basis; +7.7% YoY excluding raw materials⁽¹⁾
Outperformance to market of 9.2 p.p.⁽²⁾

EBITDA margin⁽¹⁾ improvement of 40 bps

Reaching 12.6% in H1; 13.0% in Q2
Offsetting inflation and energy costs pressures

€22m of positive FCF⁽³⁾

Solid FCF generation in Q2

Leverage of 2.2x

Lowest net debt to EBITDA ratio achieved since 2019

Focus for the Remainder of the Year



Profitability improvement

Target of 12.5%-13.0% EBITDA margin
Excluding Raw Materials



Generating positive FCF⁽²⁾

Target of >€200m for FY22



Accelerating on Electrification

1. This H1, impact from raw material price increase is approximately €483m
2. Outperformance calculated at constant FX and excluding raw materials
3. FCF defined as change in net debt excluding minority acquisitions, dividends as well as potential M&A items

FINANCIAL PERFORMANCE IN Q2 2022

(In €m)	Q2 2021 Reported	Q2 2022 Reported	Q2 2022 Adjusted for raw materials ⁽¹⁾
Total Revenue	1,967	2,615	2,312
EBITDA	240	301	301
EBITDA margin (%)	12.2%	11.5%	13.0%
EBIT	96	139	139
EBIT margin (%)	4.9%	5.3%	6.0%
Net Income	32	72	
Capex	102	219	



Q2 2022 Reported Revenues increased by +32.9% (+30.5% at constant FX)
EBITDA margin at constant FX and excluding raw materials at 13.4%

Note: All figures including IFRS 16

1. Adjusted revenues exclude raw materials impact of €303m in Q2 2022

FINANCIAL PERFORMANCE IN H1 2022

(In €m)	H1 2021 Reported	H1 2022 Reported	H1 2022 Adjusted for raw materials ⁽¹⁾
Total Revenue	4,076	4,871	4,387
EBITDA	498	554	554
EBITDA margin (%)	12.2%	11.4%	12.6%
EBIT	208	240	240
EBIT margin (%)	5.1%	4.9%	5.5%
Net Income	83	117	
Capex	219	376	
Net debt	2,480	2,300	



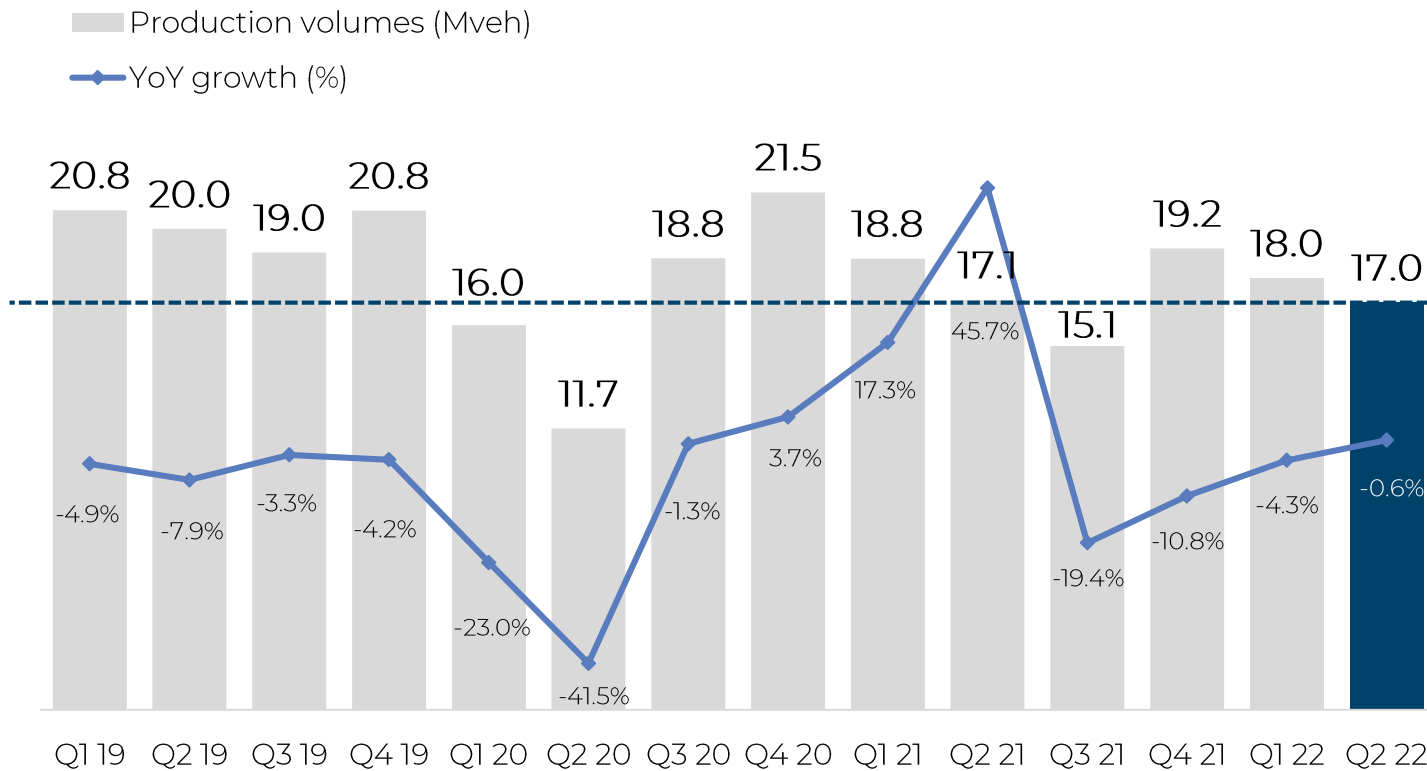
H1 2022 Reported Revenues increased by +19.5% (+18.5% at constant FX)
EBITDA margin at constant FX and excluding raw materials at 13.1%

Note: All figures including IFRS 16

1. Adjusted revenues exclude raw materials impact of €483m in H1 2022

LOW MARKET VOLUMES IN Q2 2022

Light vehicle production volumes⁽¹⁾ still impacted by market volatility



On a quarter-on-quarter basis the market has dropped by 5.7% to 17mv units :

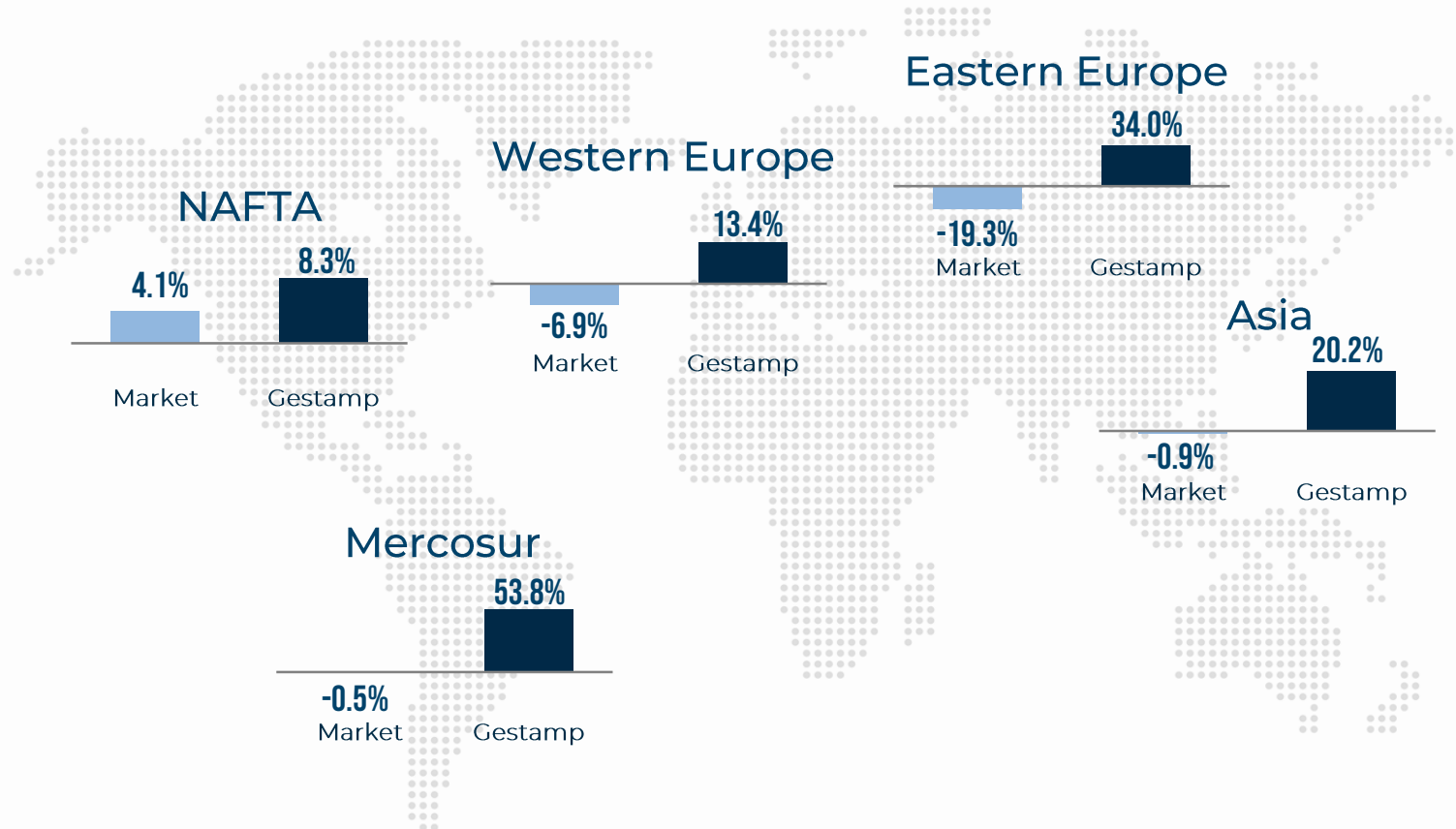
- Volumes have been strongly impacted by the evolution in **Russia** and **China** (COVID-19 lockdowns)
- Strong performance quarter-on-quarter in **Western Europe and Mercosur**, as issues on the supply chain start easing
- **NAFTA flat** evolution quarter-on-quarter

Q2 2022 has been the **fourth weakest quarter** in terms of volumes since 2019

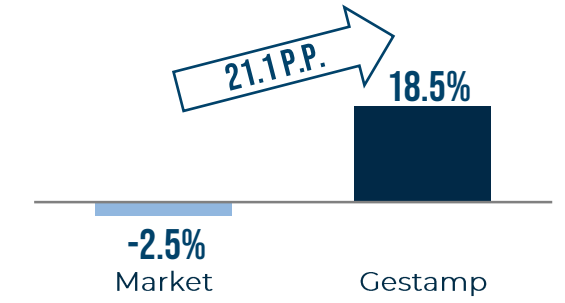
1. Production volumes in Gestamp's footprint according to IHS data as of July 2022

OUTPERFORMANCE IN LINE WITH GUIDANCE

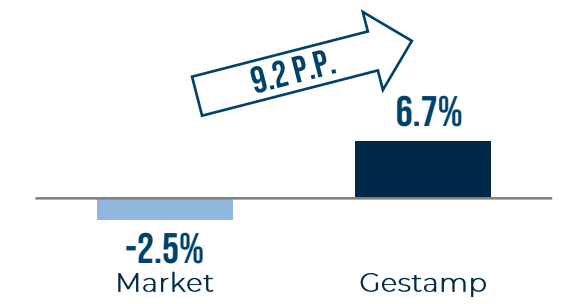
H1 2022 Gestamp Revenue Growth at Constant FX⁽¹⁾ vs. Market Production Growth in Gestamp Footprint



Total at FX constant



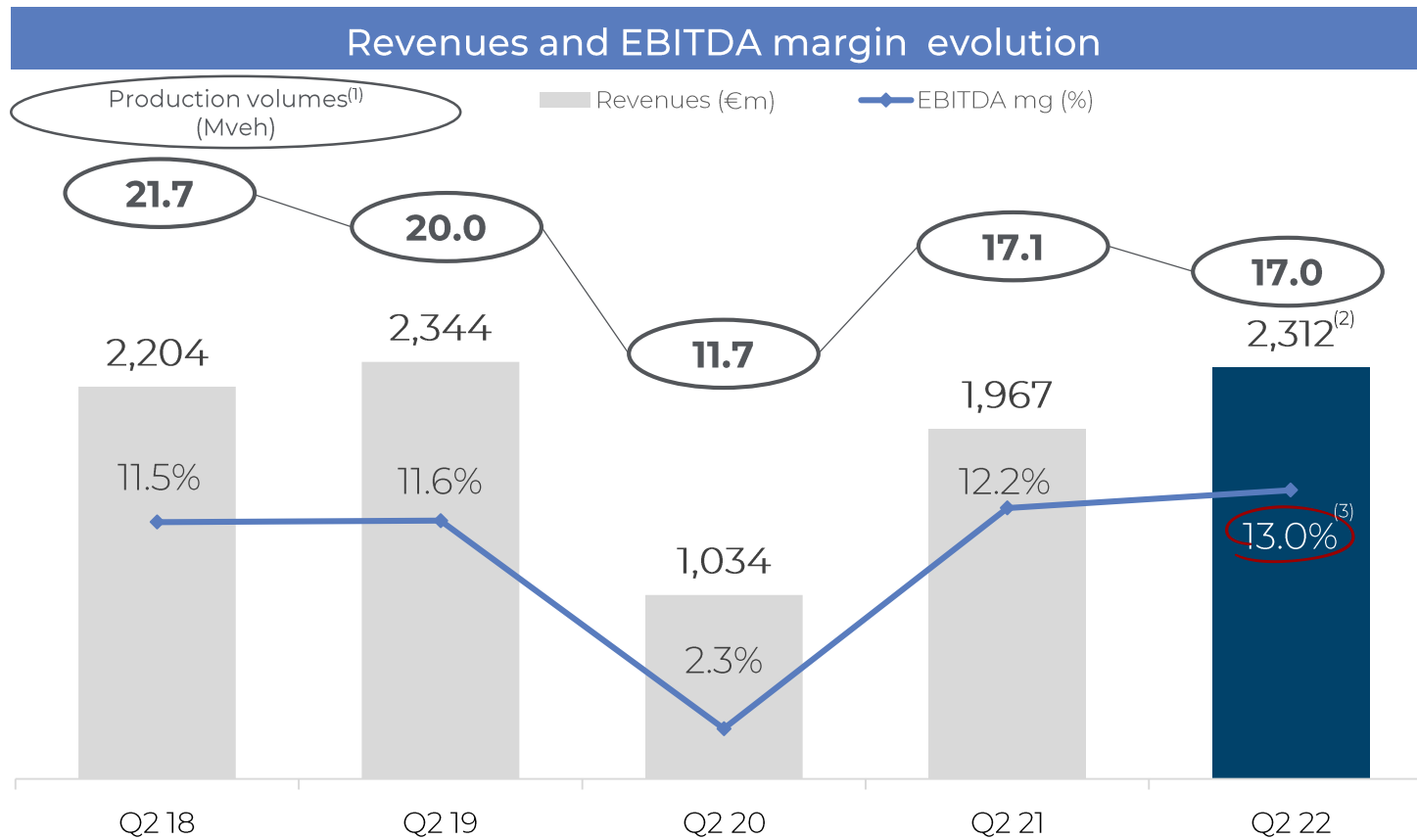
Total at FX constant & exc. Raw materials



Outperformance of +12.0 p.p. on a weighted basis⁽²⁾ excluding raw materials in H1 2022

1. Gestamp's growth at constant FX used for comparability with production volumes. Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2022 as of July 2022). Western Europe data includes Morocco in line with our reporting
 2. Market and Gestamp weighted growth measured with H1 2021 geographical weights as a base (at constant FX and excluding raw materials)

ON THE RIGHT PATH TO MEET EBITDA MARGIN TARGET FOR 2022



-3.0m vehicles in Q2 2022 vs. Q2 2019 (-c.15%)

EBITDA margin in Q2 2022 **+140bps** vs. Q2 2019

Offsetting inflationary pressures **on energy and labour costs**

On track to meet our profitability target for the year of 12.5%-13.0%⁽³⁾

1. Production volumes in Gestamp's footprint according to IHS data as of July 2022
 2. Revenues adjusted by excluding raw materials impact of €303m in Q2 2022
 3. Excluding the impact from raw material price increase



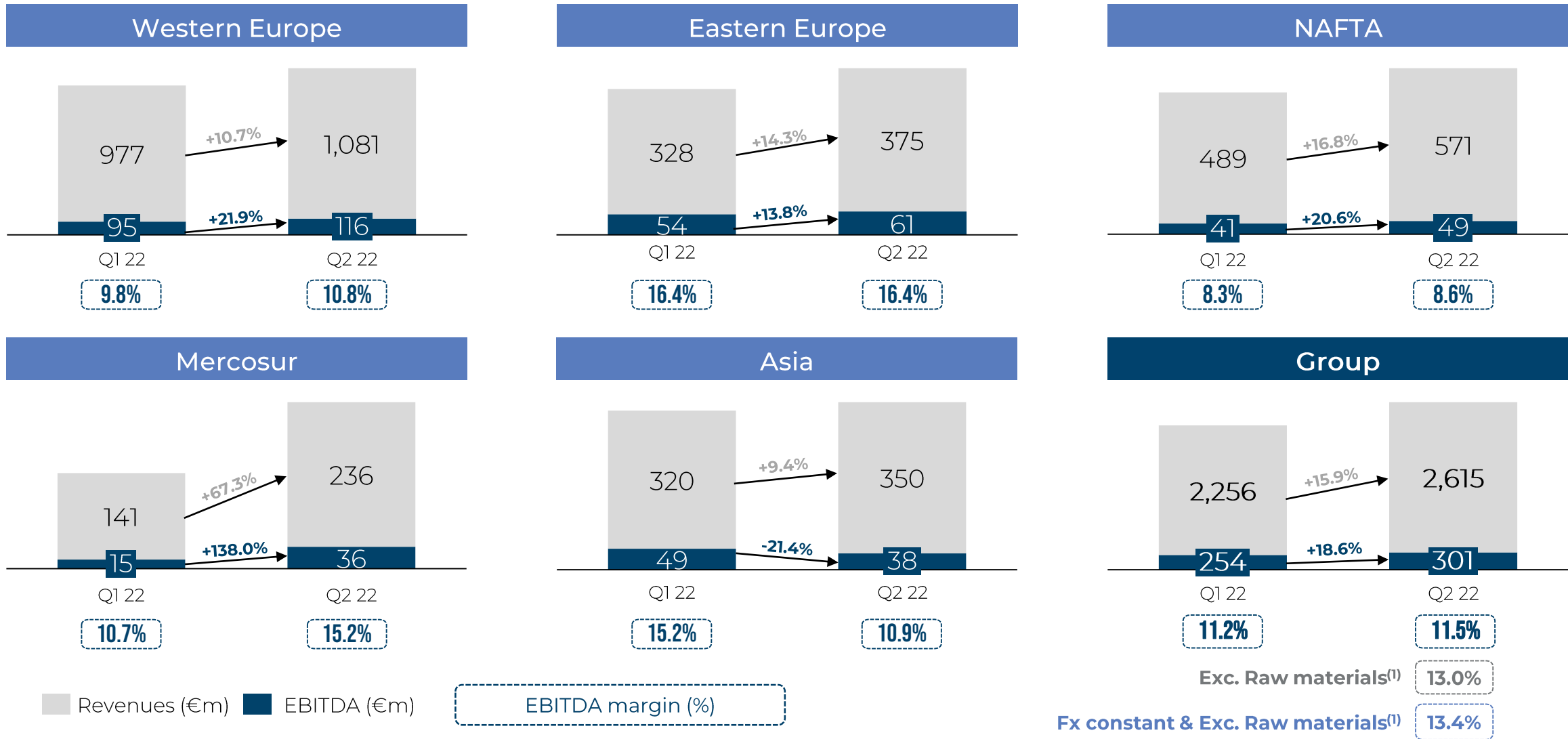
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KEY HIGHLIGHTS FOR Q2 2022

FINANCIAL OVERVIEW

OUTLOOK AND REMARKS

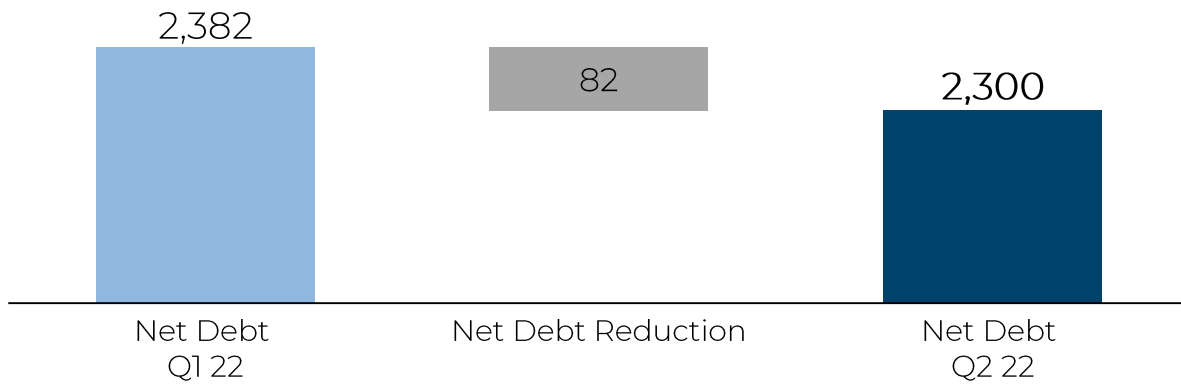
SEQUENTIAL QOQ IMPROVEMENT



1. EBITDA margin adjusted by excluding raw materials impact on revenues of €303m in Q2 2022

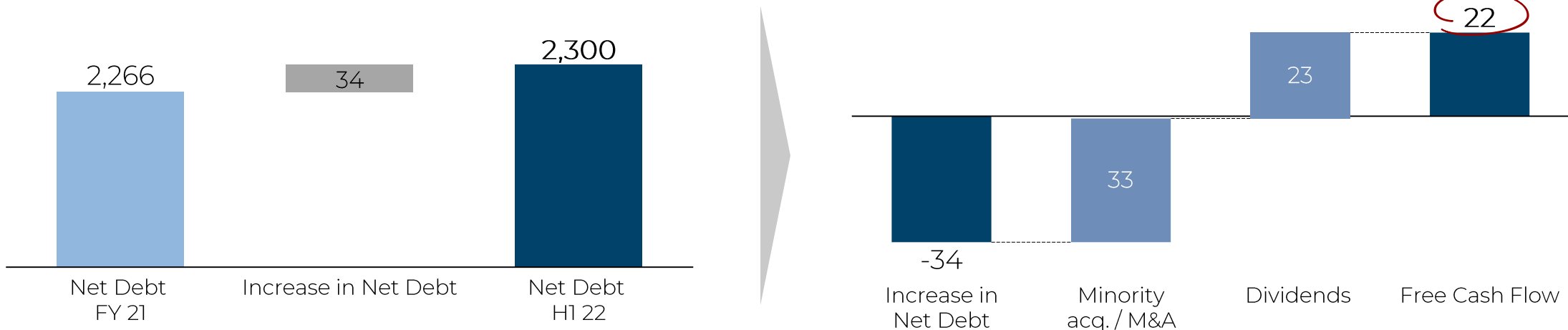
POSITIVE FREE CASH FLOW GENERATION IN H1 2022

Positive FCF⁽¹⁾ generation (€m) in Q2 2022 leading to net debt reduction and...



Generating €83m⁽¹⁾ of FCF in the quarter

...offsetting negative FCF in Q1 2022 to generate €22m FCF in H1 2022

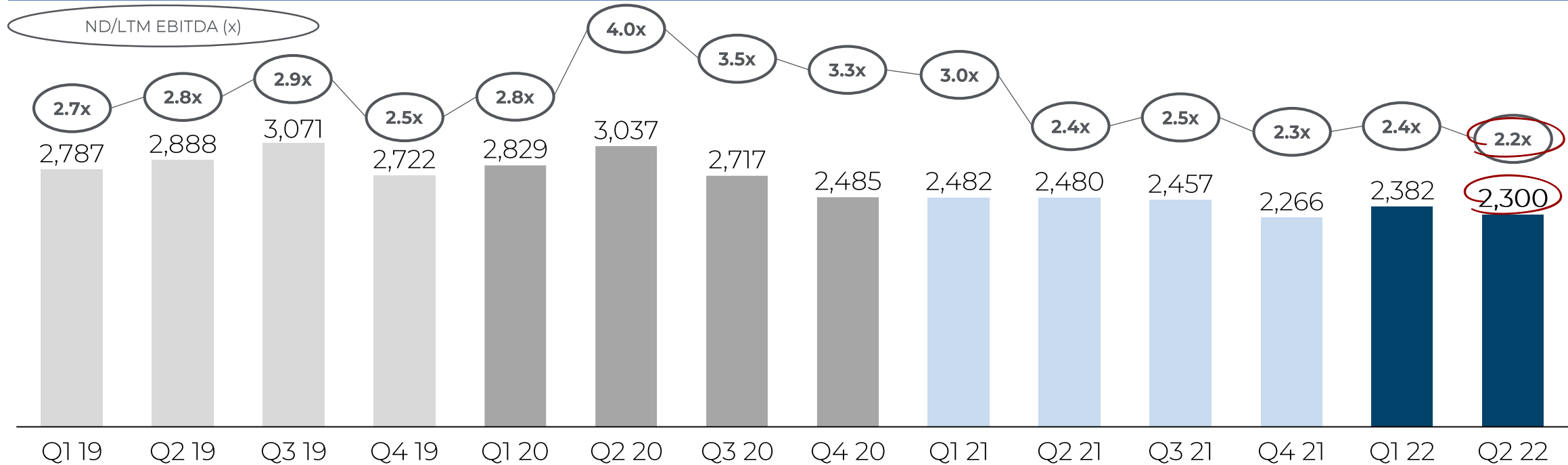


Note: All figures including IFRS16

1. FCF defined as change in net debt excluding minority acquisitions, dividends as well as potential M&A items. FCF in Q2 excludes €1.1m dividend payment to minority shareholders

DISCIPLINE ON LEVERAGE CONTROL

Net Debt (€m) and Leverage Evolution



✓ **Despite business seasonality...**

✓ **... Lowest Net debt to EBITDA since 2019 at 2.2x**

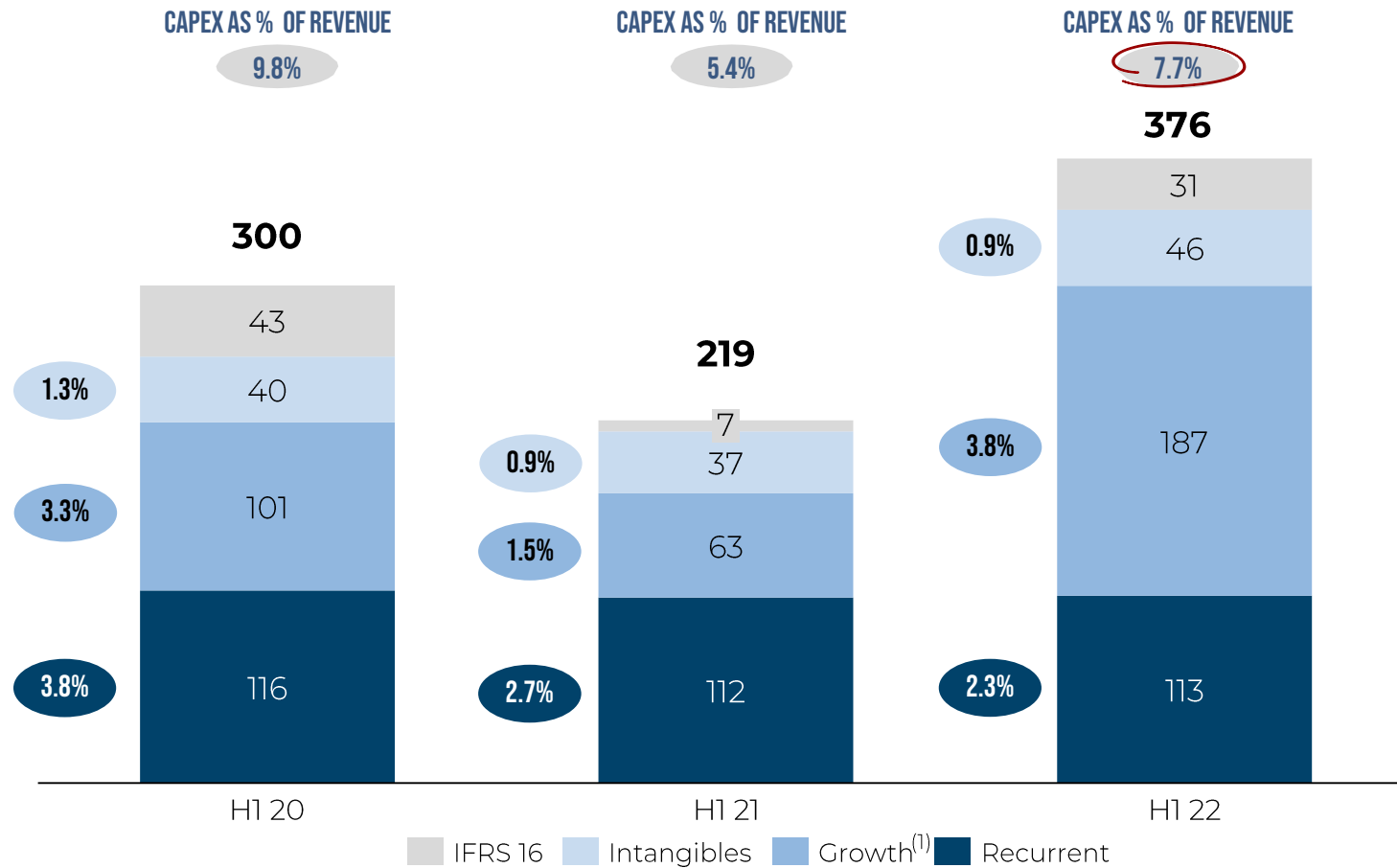
✓ **... and leaving room for new investment opportunities**

Note: All figures including IFRS16

CAPEX OVERVIEW AS OF H1 2022

Reported Capex Breakdown

(In €m)



Key Highlights

Capex acceleration in Q2

Most capex related to EV projects

Accelerating Trends on Electrification

1. Growth capex defined as capital expenditure on greenfield property, plant & equipment, major plant expansions and new customer products/technologies

IMPACT OF EV STRATEGIC PROJECTS IN OUR 2022 CAPEX

Investment on
new EV
Strategic Projects...



... without
changing our FCF
target for the year

Initial Guidance

c.7% capex
over
revenues⁽¹⁾

- ✓ Acceleration of projects in H1 has been reflected in our performance
- ✓ Guided capex at the beginning of the year in line with estimates and plan

EV Strategic Projects

Up to 2%
additional
capex over
revenues⁽¹⁾
EV strategic
capex

- ✓ EV strategic projects to be mainly executed in 2022
- ✓ Accelerated capex profile with < 1 year industrialization phase
- ✓ Projects starting to generate revenues by 2023
- ✓ Reaching full ramp-up in 2024

Total Capex

<9% capex
over
revenues⁽¹⁾

- ✓ **Additional investments without impact on our FCF generation target for the year**
- ✓ Preserving financial discipline is key for our strategy

1. Revenues excluding raw materials impact



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KEY HIGHLIGHTS FOR Q2 2022

FINANCIAL OVERVIEW

OUTLOOK AND REMARKS

Still Facing Short Term Uncertainties / Challenges but within an Industry that is Accelerating Transformation to EV

H2 Still Marked by High Uncertainty ...



Gas Supplies
in Europe



Energy Prices



Inflation



Supply Chain
Disruptions



Geopolitical
Situation



Raising
Interest Rates



COVID-19 in
China

... Industry Accelerating Investments

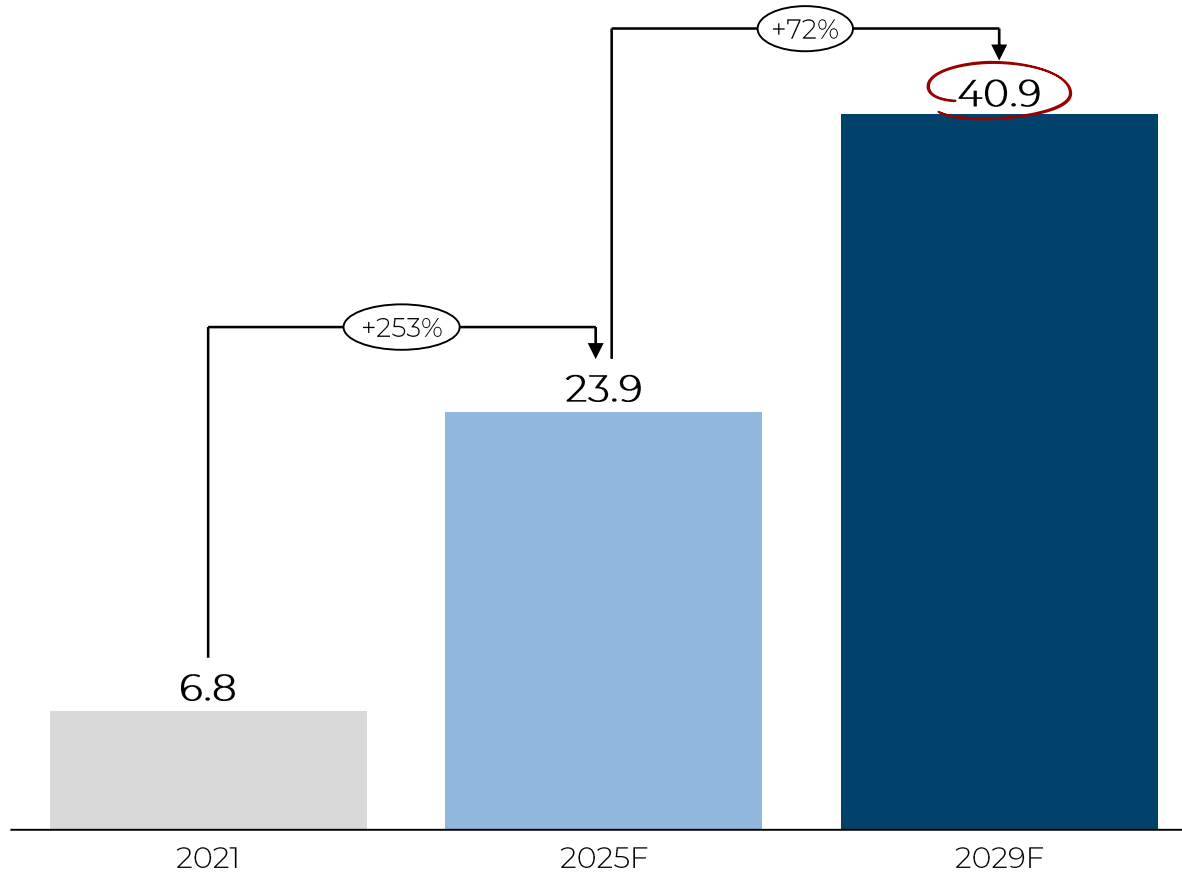
Moving Towards
Electrification



Gestamp is Working on Meeting its FY 2022 Targets but is also Accelerating Transformation Towards EV

Acceleration of EV Deployment Worldwide

(in million vehicles)



Number of EV to reach 40.9m units by 2029: 505% increase vs. 2021

Estimate has increased by c. **30%** vs. **June 2021's estimate** (our 2021 CMD date)

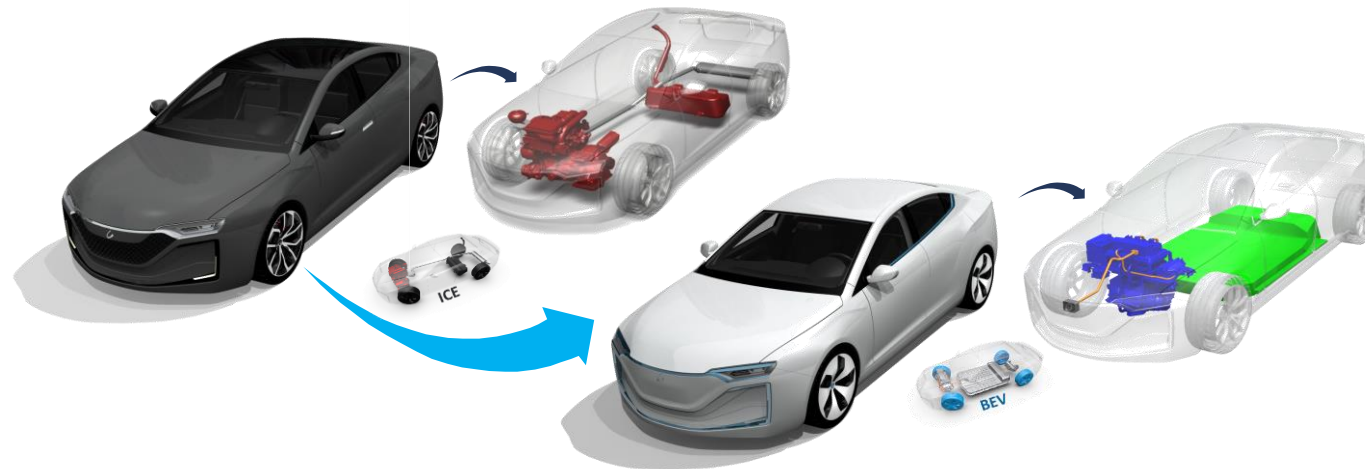
Global EV Penetration in production volumes to surpass 40% by 2029

Acceleration as Governments are pushing to accelerate energy transition

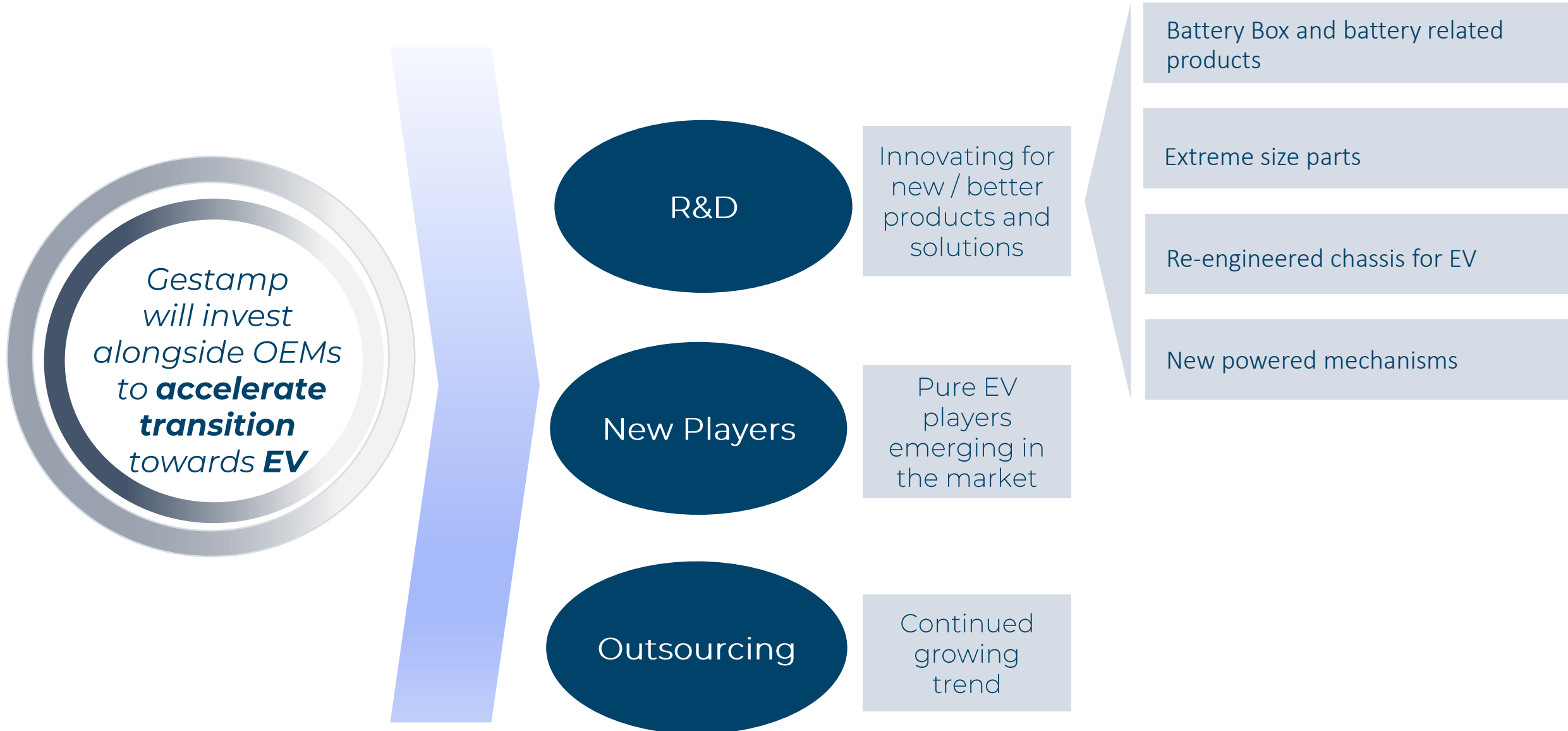
1. IHS data as of June 2022

Driving Forward!

Being the **KEY PARTNER** for our Customers
in their path towards **ELECTRIFICATION**



OFFERING NEW OPPORTUNITIES FOR GESTAMP



Opportunity to Invest on New EV Strategic Projects to Reinforce our Positioning in EV

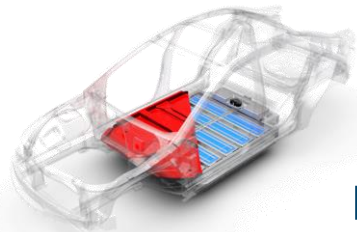


Door Ring
Inner



Door Ring
Outer

Battery
Box



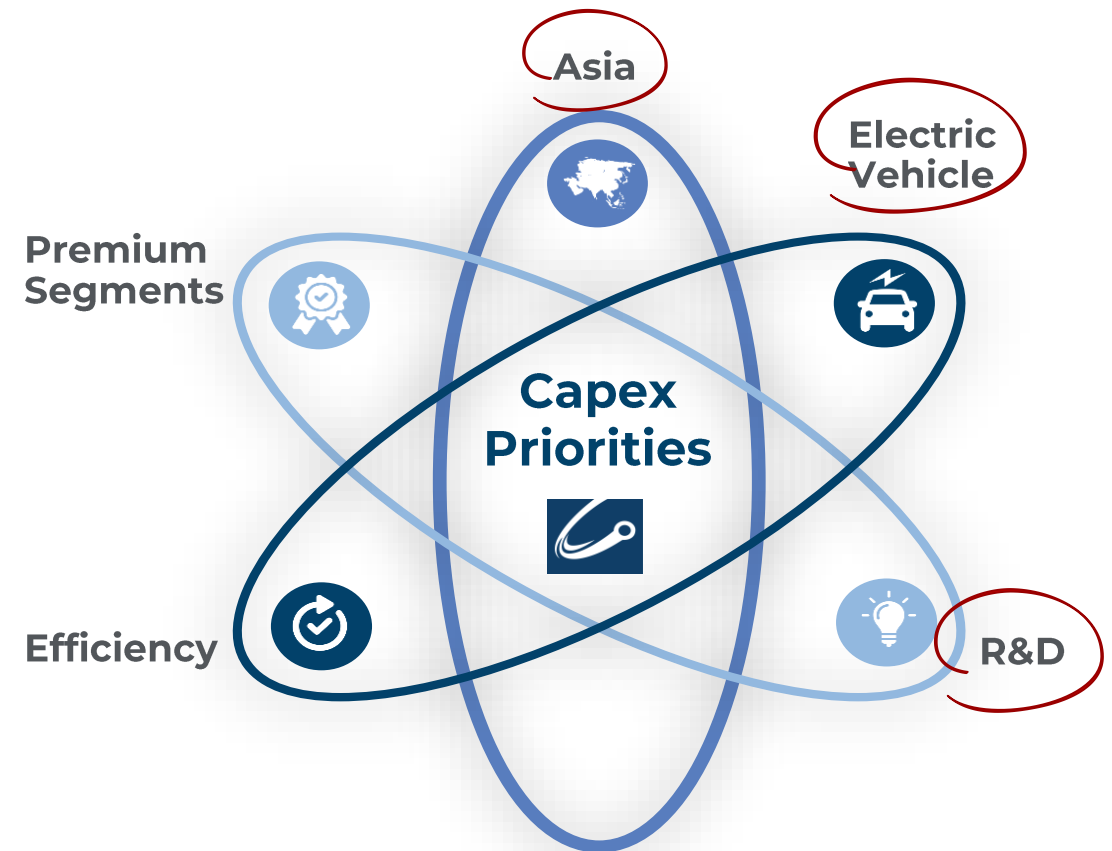
Impact of 2022 investments

- Additional investment of €200-250m, with the bulk to be deployed in 2022
- Generating additional revenues of €500-600m⁽¹⁾ in 2023 (ramp-up) and around €750m in 2024

Long-term Impact

- **Strategic Products:** extreme size parts, battery box and battery related products
- To be executed in **key growth markets**
- Customers include new **pure EV players**, which have an accelerated time-to-market profile

1. Considering current customer manufacturing volumes



Clear Path towards Generating Value for our Shareholders

- ✓ We reiterate the guidance provided at the beginning of the year with the exception of capex
- ✓ This guidance is not contemplating further inflation or volumes deterioration arising from eventual extraordinary supply disruptions

	Guidance 2022 (Excluding Raw Material)	Guidance 2022 as Reported
Revenues	Mid-single digit Outperformance	Additional growth of +10% – 15% from Raw Materials
EBITDA margin	12.5 - 13.0%	-150-200bps impact from Raw Materials
Capex	c. 7% of Revenues	c. 8% of Revenues
Strategic Projects	Up to 2% of Revenues	
FCF⁽¹⁾	> €200m	

+€130-150m
growth vs.
EBITDA 2021
(+13-15%)

We are keen on delivering on our guidance: preserving profitability and FCF generation as key focus while investing on future growth

Note: All figures including IFRS16

1. FCF defined as change in net debt excluding minority acquisitions, dividends as well as potential M&A items

Delivering on our Commitments...

... and Assuring Long Term Positioning



Solid H1 Results

Accelerating towards EV



Focus on Profitability and Debt Reduction

Key Partner Market Leader



Committed to ESG









WORKING FOR A SAFER AND LIGHTER CAR



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MIXED TRENDS ACROSS GEOGRAPHIES

	Revenues (€m)			EBITDA (€m)			EBITDA Margin (%)	
	H1 21	H1 22	VAR. (%)	H1 21	H1 22	VAR. (%)	H1 21	H1 22
 Western Europe	1,810	2,058	+13.7%	193	212	+9.8%	10.6%	10.3%
			OUTPERFORMANCE: +20.2 P.P.					
 Eastern Europe	640	704	+9.9%	105	115	+9.9%	16.4%	16.4%
			OUTPERFORMANCE: +53.3 P.P.					
 NAFTA	890	1,061	+19.2%	105	89	-14.8%	11.8%	8.4%
			OUTPERFORMANCE: +4.2 P.P.					
 Mercosur	221	378	+70.7%	24	51	+112.4%	10.8%	13.5%
			OUTPERFORMANCE: +54.4 P.P.					
 Asia	515	671	+30.3%	72	87	+21.3%	13.9%	12.9%
			OUTPERFORMANCE: +21.1 P.P.					
	4,076	4,871	+19.5%	498	554	+11.2%	12.2%	11.4%
			OUTPERFORMANCE: +21.1 P.P.					
							12.6%	Exc. Raw materials

Note: Outperformance calculated on a constant FX basis. Gestamp's outperformance at FX constant and excluding raw materials is 9.2% or 12.0% on a weighted basis