

# RESULTS PRESENTATION

MAY 8<sup>TH</sup>, 2025

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**KEY HIGHLIGHTS FOR Q1 2025** 

FINANCIAL OVERVIEW

OUTLOOK AND REMARKS

# **KEY HIGHLIGHTS OF Q1 2025**



**REVENUES** 

€2,983m

-0.7% YoY Auto Business at FX constant



€307m

10.3% Margin<sup>(1)</sup> Flat profitability YoY

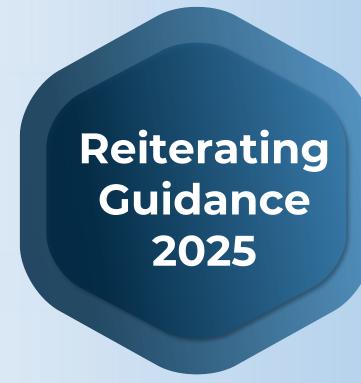


**6.4%** EBITDA Margin<sup>(1)</sup>

+187 bps YoY<sup>(1)</sup>

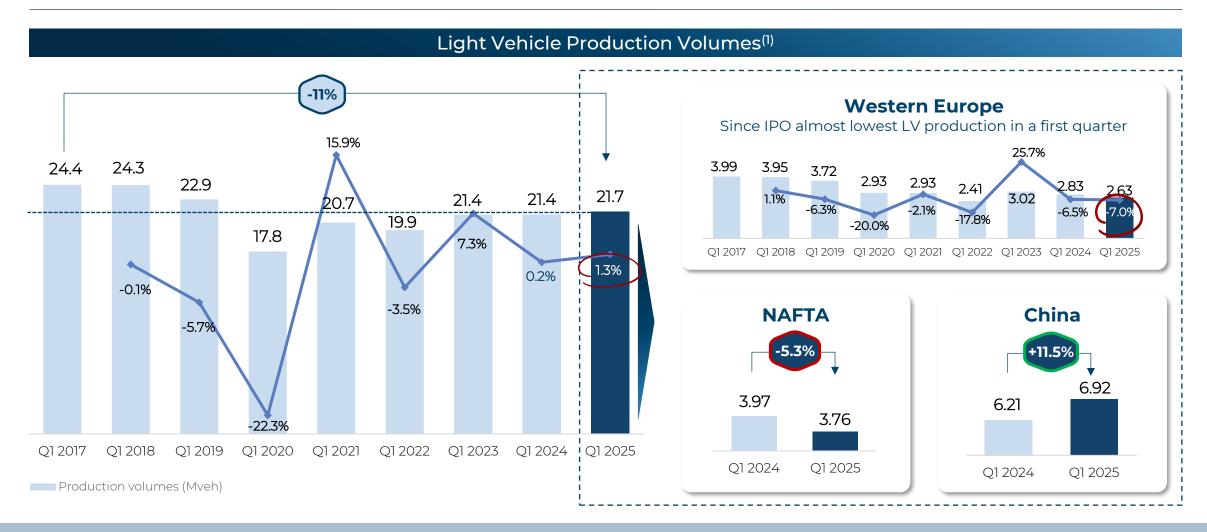
profitability improvement

Phoenix plan on track



# **AUTO PRODUCTION: MILD GROWTH IN Q1 DRIVEN BY CHINA**





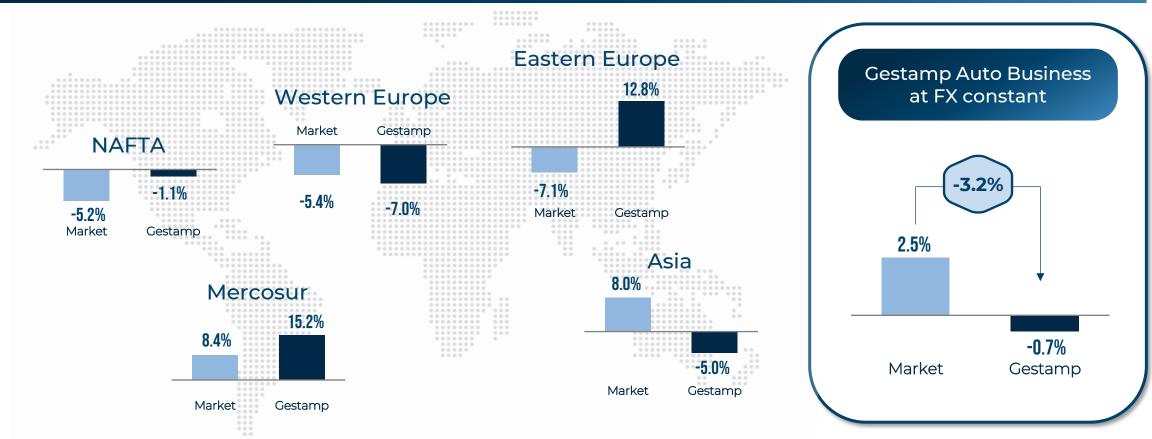
#### Volume performance in Q1 supported by China despite Western Europe and NAFTA drop

<sup>1.</sup> Production volumes in IHS geographies according to S&P Global Mobility data as of April 2025. Includes content supplied by S&P Global Mobility Copyright © [IHS\_LV\_Production\_Bodystyle\_Global\_2025M04]. All rights reserved

#### GESTAMP REVENUES PERFORMANCE COMPARED TO THE MARKET



Q1 2025 Gestamp Auto Business Revenue Growth at FX Constant<sup>(1)</sup> vs. Market Production Growth in Gestamp Footprint



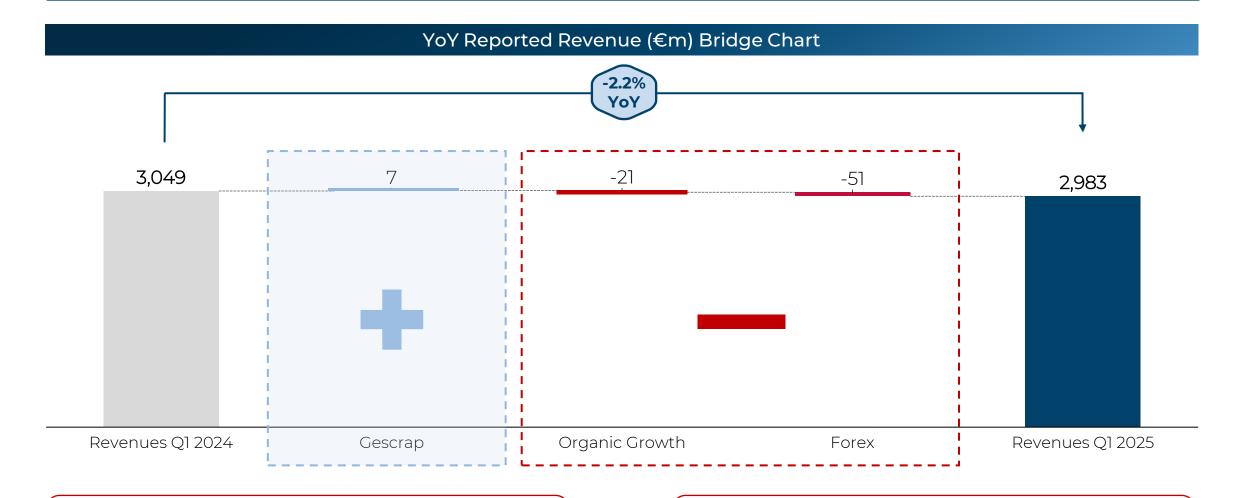
#### Outperformance of +1.7 p.p. on a weighted basis (2) at FX constant in Q1 2025

<sup>1.</sup> Gestamp's organic growth (excluding Gescrap) at FX constant used for comparability with production volumes. Production volumes in Gestamp's footprint as of April 2025. Includes content supplied by S&P Global Mobility Copyright © [IHS\_LV\_Production\_Bodystyle\_Global\_2025M04]. All rights reserved. Western Europe data includes Morocco in line with our reporting

<sup>2.</sup> Market and Gestamp weighted growth measured with Q1 2024 geographical weights as a base

#### REVENUES MARKED BY LACK OF MARKET GROWTH AND NEGATIVE FOREX





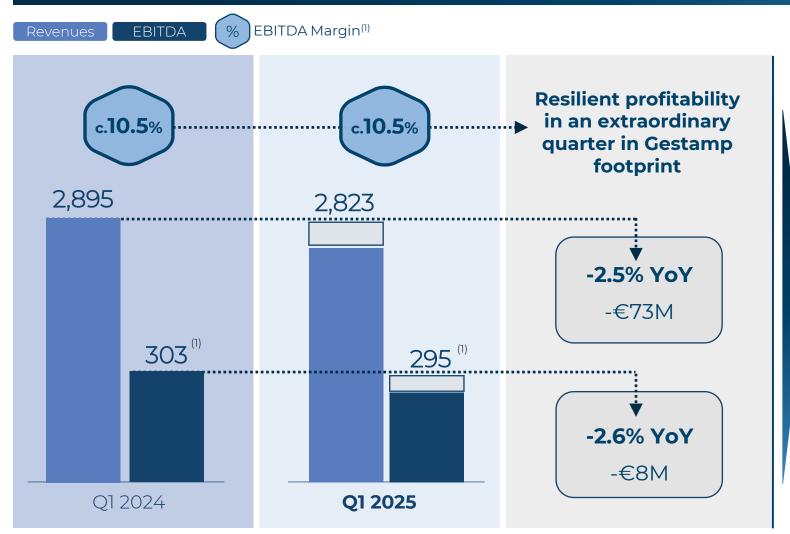
Lack of **organic growth** mainly driven by a negative performance of Western Europe

Negative **forex** evolution in the quarter mainly due to currencies in Turkey, Brazil and Mexico

### A CLEAR PLAN TO PRESERVE PROFITABILITY



#### Auto Business Revenues & EBITDA - excluding Phoenix Extraordinary Cost<sup>(1)</sup>



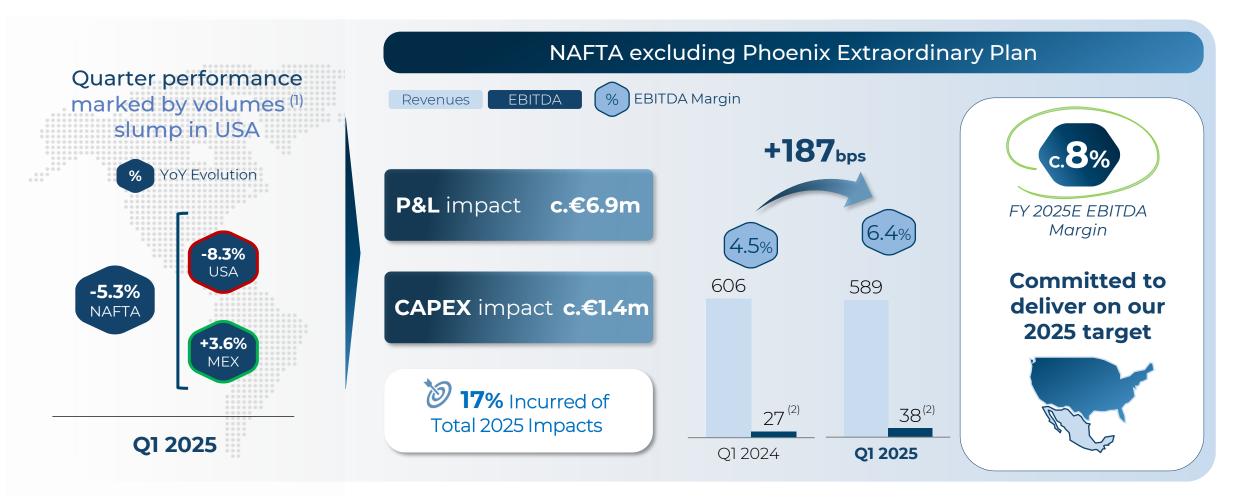
Quarter impacted by tough volumes production in Gestamp key geographies

Client and geographical diversification strategy as a key lever to maintain our profitability

Implementation of several short-term initiatives including cost reduction and flexibility measures

#### DELIVERING ON THE PHOENIX PLAN AS A KEY PRIORITY





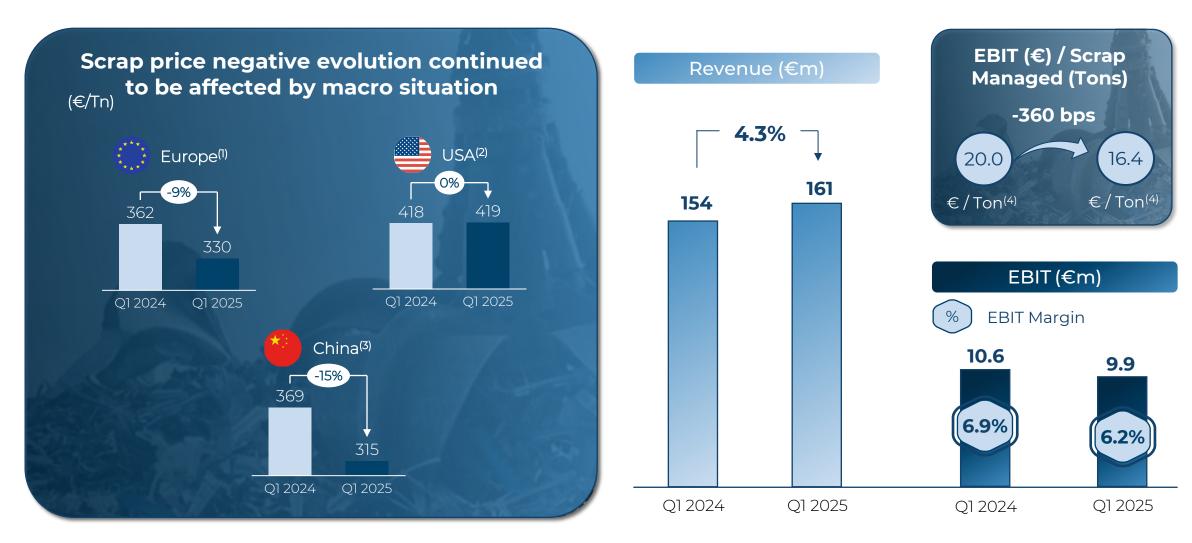
#### Progressive profitability improvement with a clear roadmap to achieve 2025 and 2026 targets

<sup>1.</sup> Production volumes in IHS geographies according to S&P Global Mobility data as of April 2025. Includes content supplied by S&P Global Mobility Copyright © [IHS\_LV\_Production\_Bodystyle\_Global\_2025M04]. All rights reserved

<sup>2.</sup> Excluding Phoenix Plan impact on P&L of €6.9m in Q1 2025 and of €4.4m in Q1 2024

#### GESCRAP: SOLID PERFORMANCE DESPITE DECLINING PRICES





Source: Bloomberg as of April 2025

<sup>1.</sup> Figures taken from an average between Turkey Steel Scrap (HMS 1/2 80:20) Spot CFR Index and Germany Steel Demolition Scrap (E3) Spot Ex-Works Index

<sup>2.</sup> North America Steel #1 Busheling Scrap Spot Index

<sup>3.</sup> China Heavy Steel Scrap Over 8mm Shanghai Price Index

<sup>4.</sup> Tons of scrap managed by Gescrap in the quarter: 529k Tons as of Q1 2024 and 603k Tons as of Q1 2025





KEY HIGHLIGHTS FOR O1 2025

**FINANCIAL OVERVIEW** 

OUTLOOK AND REMARKS

# FINANCIAL PERFORMANCE IN Q1 2025



	Q1 2024 Reported	Q1 2025 Reported	Q1 2024 Excluding Phoenix <sup>(2)</sup>	Q1 2025 Excluding Phoenix <sup>(2)</sup>
(In €m) <b>Total Revenue</b>	3,049	2,983	3,049	2,983
Total Revenue	3,043	2,505	5,0-15	2,505
EBITDA	311	300	315	307
EBITDA margin (%)	10.2%	10.1%	10.3%	10.3%
EBIT	135	120	139	127
EBIT margin (%)	4.4%	4.0%	4.6%	4.3%
Net Income	55	27		
FCF <sup>(1)</sup>	-137	-91	-133	-83
Net Debt	2,233	2,219	2,228	2,210

Reported revenues have decreased by -2.2%<sup>(3)</sup> YoY in Q1 2025 Reported EBITDA has decreased by -3.4% YoY

Note: All figures including IFRS 16

<sup>1.</sup> FCF calculated as change in net debt excluding acquisitions, dividends, share repurchases and a neutral forex (calculated by including exchange gains and losses, hyperinflation effect and certain translation differences with equity impact)

<sup>2.</sup> Phoenix Plan impact in Q1 2025 on P&L of c.€6.9m & CAPEX of c.€1.4m and in Q1 2024 on P&L of c.€4.4m related to restructuring of NAFTA business announced in FY 2023

<sup>3.</sup> Revenues for the Auto Business (excluding Gescrap) at FX constant have declined by -0.7% YoY in Q1 2025

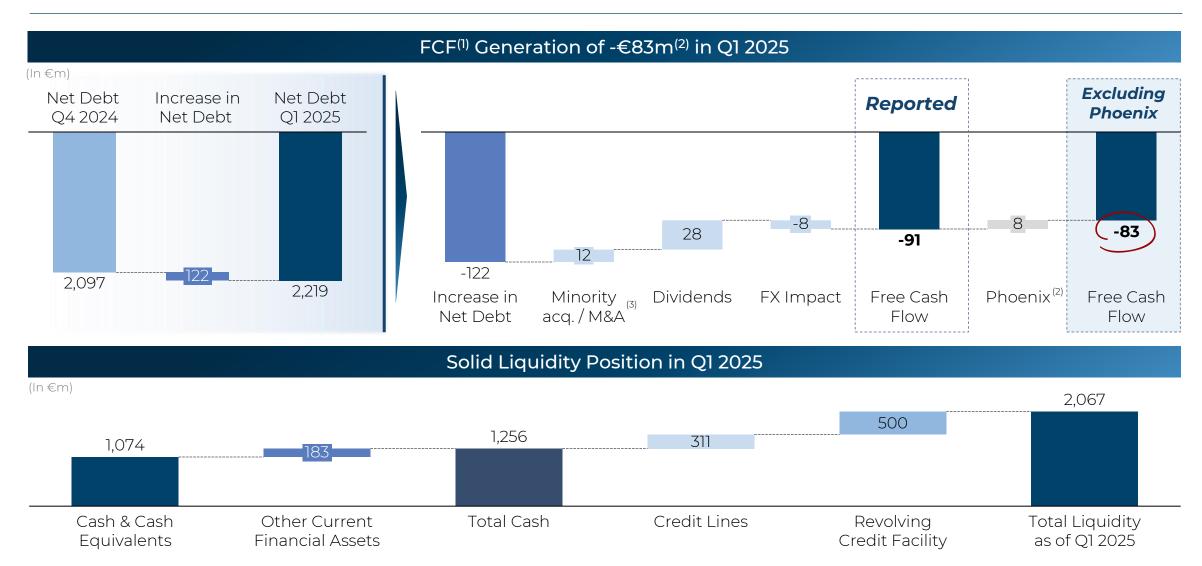
# GEOGRAPHIC DIVERSIFICATION SUPPORTING PERFORMANCE



		Revenues (€m)		EBITDA (€m)			EBITDA Margin (%)		
. R		Q1 2024	Q1 2025	VAR. (%)	Q1 2024	Q1 2025	VAR. (%)	Q1 2024	Q1 2025
	Western Europe	1,139	1,064	-6.6%	119	93	-22.0%	10.4	8.7
	Eastern Europe	468	508	+8.5%	61	80	+30.5%	13.1	15.7
The state of the s	NAFTA <sup>1</sup>	606	589	-2.8%	27	38	+37.2%	4.5	6.4
The second second	Mercosur	194	193	-0.8%	22	19	-16.4%	11.4	9.6
	Asia	488	469	-3.9%	 73	66	-9.4%	 15.0	14.1
	Gescrap	154	161	+4.3%	13	12	-2.5%	8.3	7.8
Ge	stamp 6	3,049	2,983	-2.2%	315	307	-2.6%	10.3	10.3

#### FREE CASH FLOW NEGATIVELY IMPACTED BY BUSINESS SEASONALITY





Note: All figures including IFRS 16

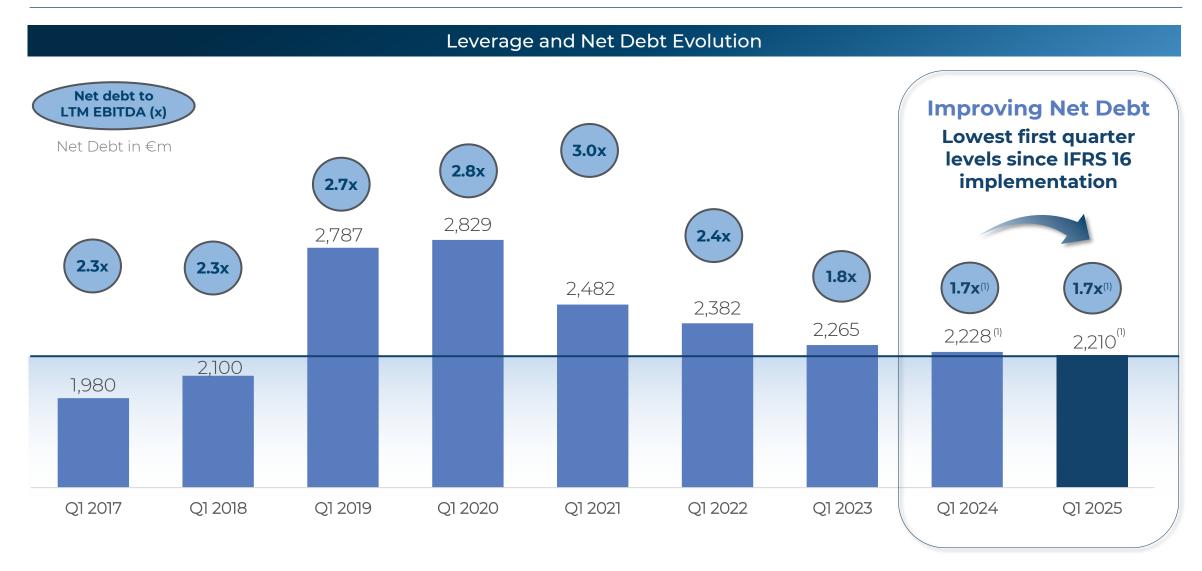
<sup>1.</sup> FCF calculated as change in net debt excluding acquisitions, dividends, share repurchases and a neutral forex (calculated by including exchange gains and losses, hyperinflation effect and certain translation differences with equity impact)

<sup>2.</sup> Phoenix Plan impact on P&L of c.€6.9m and CAPEX of c.€1.4m in Q1 2025

<sup>3.</sup> Includes minorities' acquisitions. M&A and equity contributions

### FOCUS ON MAINTAINING A DISCIPLINED FINANCIAL PROFILE





Note: 2017 & 2018 figures pre-IFRS 16 implementation

<sup>1.</sup> Excluding Phoenix Plan impact in Q1 2025 on P&L of c.€6.9m & CAPEX of c.€1.4m and in Q1 2024 on P&L of c.€4.4m

# A CLEAR SHAREHOLDER REMUNERATION POLICY





GESTAMP MAINTAINING
DIVIDEND PAY-OUT
STABLE AT
30% OF REPORTED NET PROFIT

COMMITTED TO GENERATE
VALUE FOR OUR
SHAREHOLDERS





KEY HIGHLIGHTS FOR O1 2025

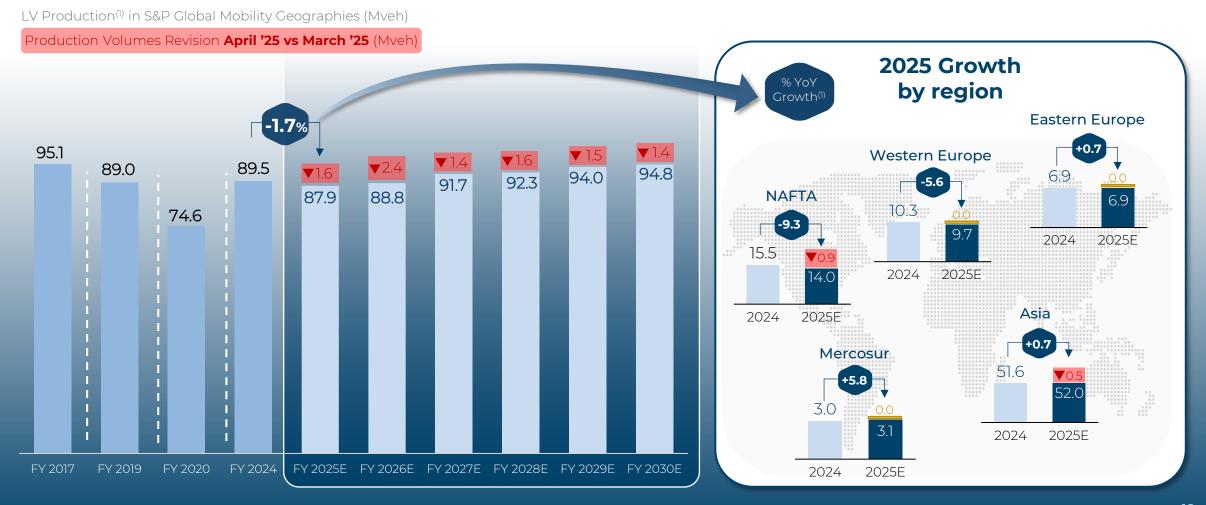
FINANCIAL OVERVIEW

**OUTLOOK AND REMARKS** 

#### A COMPLEX OUTLOOK GIVEN EXISTING UNCERTAINTY ON TARIFFS



Recent escalating "trade war" have brought significant uncertainty to the auto sector making 2025 volumes difficult to predict given existing ambiguity on the final "tariff" implementation and its potential impact. Latest S&P revision have cut production by 1.6Mveh pointing to a c.1.7% fall in the year



# A TRULY GLOBAL AND DIVERSIFIED MANUFACTURER





#### A local business: close to our customers

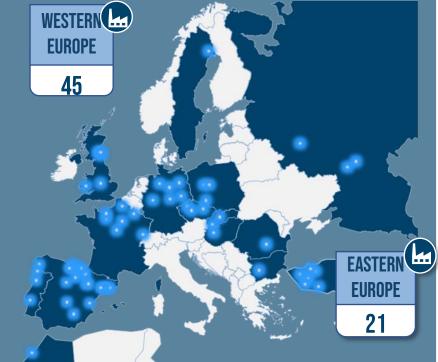
- Gestamp is a local-for-local manufacturer
- Exports of our components are negligible in our business
- Supplies are primarily locally purchased in USA mostly "re-sale" (immediate pass-through of price fluctuations)



#### A diversified revenue stream

- Gestamp is present in over 24 countries
- Our revenues come from more than 47 OEMs globally being present in more than 1,000 different models







### AN ACTIVE EXECUTION PLAN TO PRESERVE OUR FINANCIAL STRENGTH



**GESTAMP IS ACTIVELY** MONITORING THE ONGOING **CHANGING SITUATION TO ENSURE A FAST REACTION TO MITIGATE ANY POTENTIAL IMPACT RESULTING FROM** TARIFFS IMPLEMENTATION

#### Preserving Profitability

- Constant and constructive dialogue with our customers
- Cost control measures at all levels of the organization (corporate, division...)
- Further flexibility measures to ensure cost efficiency and adapt to a more volatile and unpredictable environment

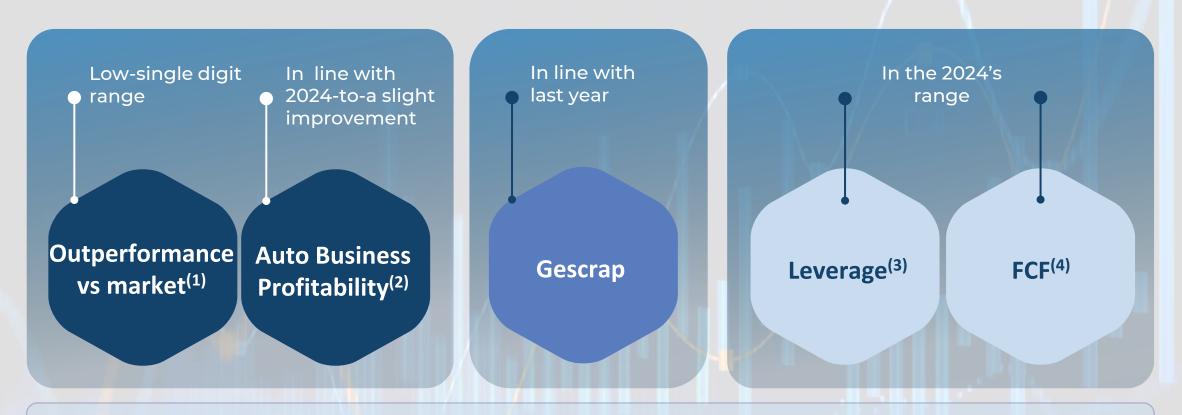
# Strong 2 Financial Profile

- Strict capex policy and actively revisiting existing programs
- Keeping a strong liquidity level
- Actively managing working capital



#### **REITERATING OUR 2025 GUIDANCE**

**GUIDANCE 2025** 



Despite enduring tougher market conditions resulting from tariffs implementation across numerous countries, Gestamp is reiterating its guidance based on the information available as of the date of this release

#### Note: All figures including IFRS 16

- 1. Based on current S&P Global Mobility estimated LV production as of April 2025 growth, at FX constant. Tariffs endorsed as of the date of this release
- 2. EBITDA Margin excluding Gescrap and Phoenix extraordinary costs
- 3. Leverage defined as Net Debt to LTM EBITDA excluding M&A and Phoenix extraordinary costs
- 4. FCF calculated as change in net debt excluding acquisitions, dividends, share repurchases and a neutral forex (calculated by including exchange gains and losses, hyperinflation effect and certain translation differences with equity impact) and excluding Phoenix extraordinary costs





# **CLOSING REMARKS**





# **GESTAMP** THE PARTNER SUPPLIER



CLEAR ROADMAP FOR THE LONG RUN...

**2027**Strategic pillars

- Trusted Partner Supplier
- Technology & Innovation to be Differential

Growth Ambition

GESTAMP

THE PARTNER SUPPLIER

Operational Excellence

○ Pioneering the Circular Economy

- Profitable Growth
- O Disciplined Balance Sheet Profile

#### APPENDIX – ALTERNATIVE PERFORMANCE MEASURES



This results presentation and any related conference call or webcast (including any related question and answer session) (the "Presentation"), in addition to financial information detailed in the Gestamp Group's financial statements prepared in accordance with International Financial Reporting Standards, contains alternative performance measures ("APMs") as defined in the Guidelines on Alternative Performance Measures published by the European Securities and Markets Authority (ESMA) on October 5, 2015.

A breakdown of the explanations and reconciliations of the APMs used in the Presentation, as well as further details about its definitions, can be found, as applicable, in Note 4.6. of the Notes to the Consolidated Financial Statements of the Gestamp Group as of December 31, 2024, in the Management Report of the Gestamp Group corresponding to the first quarter of 2025 as well as in the Presentation itself, available both on Gestamp's corporate website (<a href="https://gestamp.com/Investors-Shareholders/Economic-Financial-information">https://gestamp.com/Investors-Shareholders/Economic-Financial-information</a>) and on the website of the National Securities Market Commission (Comisión Nacional del Mercado de Valores) (<a href="https://gestamp.com/investors-Shareholders/Economic-Financial-information">https://gestamp.com/investors-Shareholders/Economic-Financial-information</a>)

#### Our APMs are described below:

- > Outperformance: Gestamp's organic growth at FX constant, compared to market production volume growth in Gestamp's production footprint according to IHS data for a given period
- > Weighted Outperformance: Market and Gestamp weighted growth measured with Gestamp's previous year geographical weights as base for the given period
- > EBITDA: Earnings before interests, taxes, depreciation and amortization
- > EBIT: Earnings before interests and taxes
- > Capex: Capital Expenditures calculated as sum of additions to other intangible assets and property, plant and equipment
- > FCF: calculated as change in net debt excluding acquisitions, dividends, share repurchases and a neutral forex (calculated by including exchange gains and losses, hyperinflation effect and certain translation differences with equity impact)
- > Net Debt: Total short-term and long-term debt, minus cash and equivalents
- > Backlog: Represents sales of parts that the company expects to record including production and awarded business, over a period of time
- > Sales of Parts: Revenues excluding revenues from Gescrap, as well as scrap and tooling prototypes
- > ROCE: Return on capital employed calculated as EBIT divided by capital employed minus growth capex for the last 1.5 years
- > Capital Employed: calculated by total assets adjusted for those balance sheet items that do not generate EBIT for the company and minus current liabilities
  - > Total Assets adjustments: Goodwill (excluding Gescrap Goodwill), Patents & Licences, Prepayment, Other NCA, Deferred Tax Liabilities, Other Receivables, Current Income Tax Assets, Receivables from Public Authorities, Cash and Cash Equivalents and Other Current Financial Assets
  - > Current Liabilities adjustments: Short Term debt, Current Tax Liabilities, Payables with Public Authorities, Other Short Term Financial Liabilities, Financial Debts with Associates and Dividends
- > EV (Electric Vehicle): Includes battery electric vehicles (BEV), plug-in hybrid electric vehicles (PHEV), fuel cell electric vehicle (FCEV) & plug-in fuel cell electric vehicle (PFCEV)