

# PIN 2025 RESULTS PRESENTATION

**NOVEMBER 04<sup>TH</sup>, 2025** 

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**KEY HIGHLIGHTS FOR 9M 2025** 

FINANCIAL OVERVIEW

OUTLOOK AND REMARKS

## **KEY HIGHLIGHTS OF 9M 2025**



#### **REVENUES**

€8,486m

**-0.8%** Auto Business at FX constant

Strongly impacted by an adverse forex evolution

#### **PROFITABILITY**

EBITDA Margin<sup>(1)</sup>

11.0% +38bps YoY

Improving profitability despite market context

#### **PH©@NIX**

EBITDA Margin<sup>(1)</sup>

**7.2%** +96bps YoY

Delivering on the plan as a key priority for the group

## **LEVERAGE**

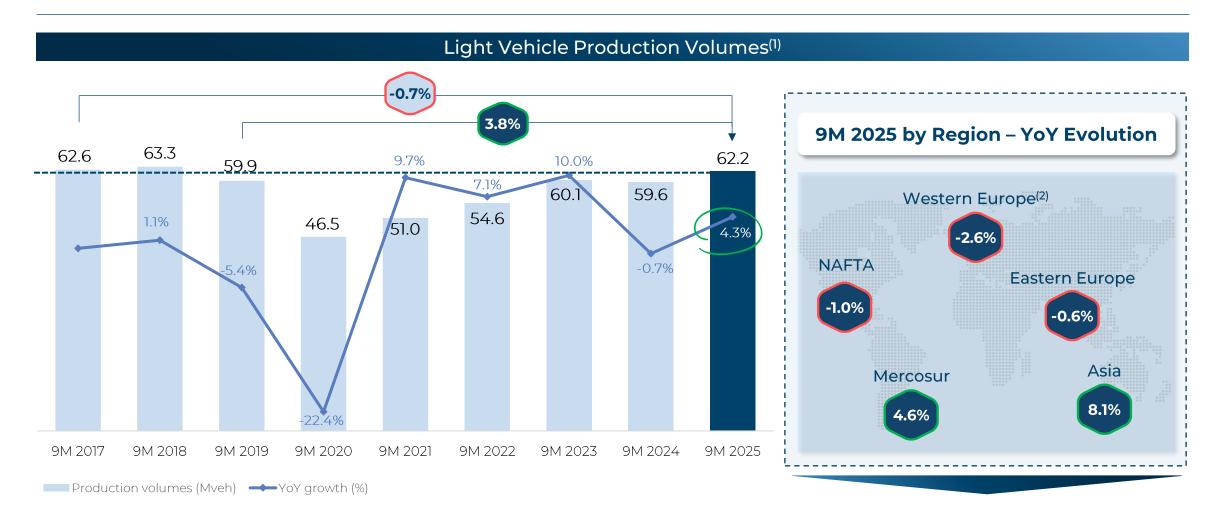
1.6x
Net Debt to LTM EBITDA

Ensuring Balance
Sheet strength

Solid 9M 2025 results providing strong visibility for the year

#### **AUTO PRODUCTION EVOLUTION IN 9M 2025**





#### Market growth led by Asia and particularly China, with a c.12% YoY growth in 9M 2025

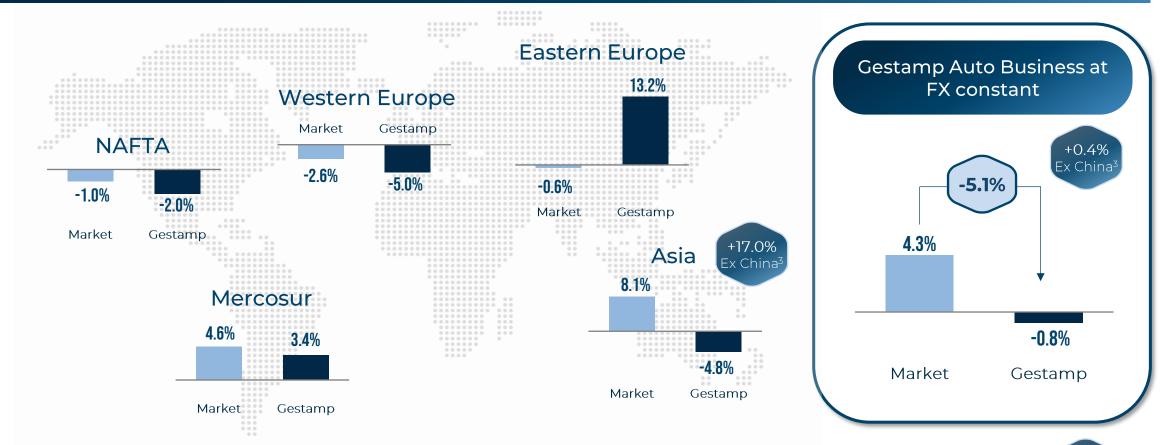
<sup>1.</sup> Production volumes in Gestamp's footprint according to S&P Global Mobility data as of October 2025. Includes content supplied by S&P Global Mobility Copyright © [IHS\_LV\_Production\_Bodystyle\_Global\_2025M10]. All rights reserved

<sup>2.</sup> Western Europe data includes Morocco in line with our reporting

#### GESTAMP REVENUES PERFORMANCE COMPARED TO THE MARKET



9M 2025 Gestamp Auto Business Revenue Growth at FX Constant<sup>(1)</sup>vs. Market Production Growth in Gestamp Footprint



Underperformance of -1.3 p.p. on a weighted basis<sup>(2)</sup> at FX constant in 9M 2025



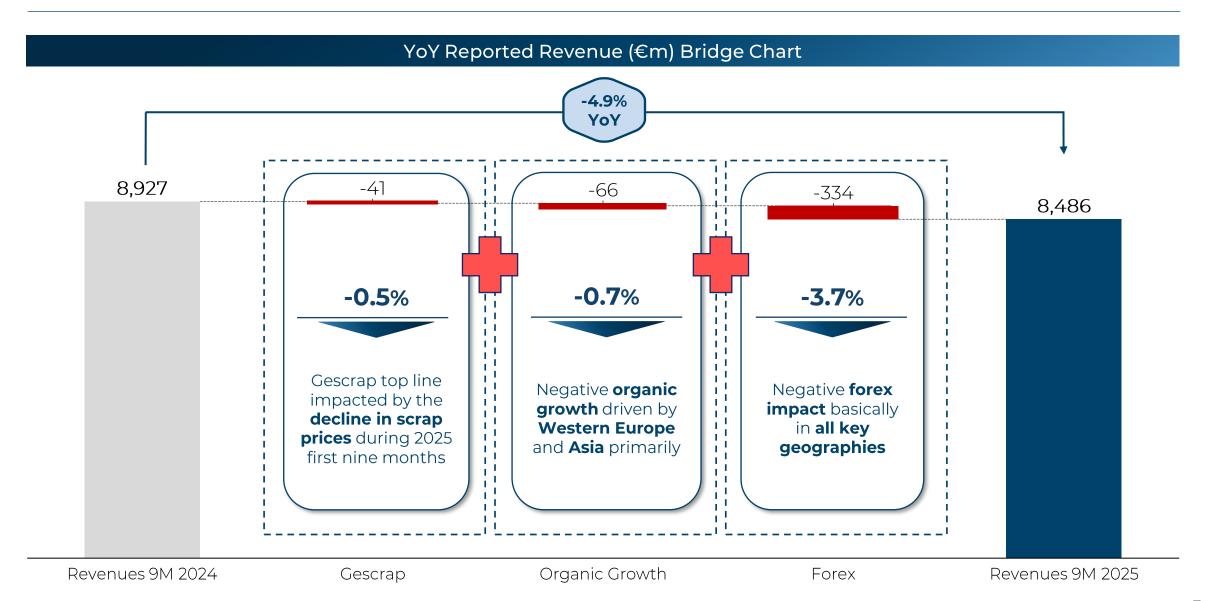
Gestamp's organic growth (excluding Gescrap) at FX constant used for comparability with production volumes. Production volumes in Gestamp's footprint as of October 2025. Includes content supplied by S&P Global Mobility Copyright © [IHS\_LV\_Production\_Bodystyle\_Global\_2025M10]. All rights reserved. Western Europe data includes Morocco in line with our reporting

<sup>2.</sup> Market and Gestamp weighted growth measured with 9M 2024 geographical weights as a base

<sup>3.</sup> Outperformance calculated excluding China

#### **NEGATIVE FOREX EVOLUTION NEGATIVELY IMPACTING REVENUES**

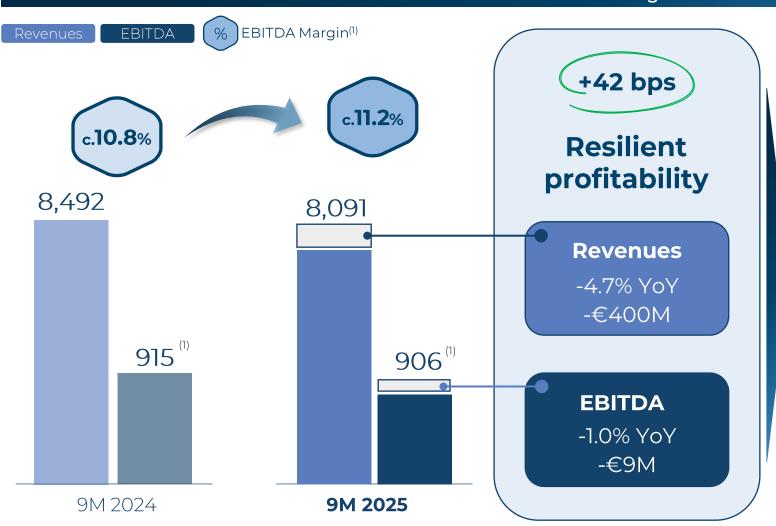




#### **BUSINESS RESILIENCE: IMPROVING PROFITABILITY**



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



# Improving profitability despite top line pressure

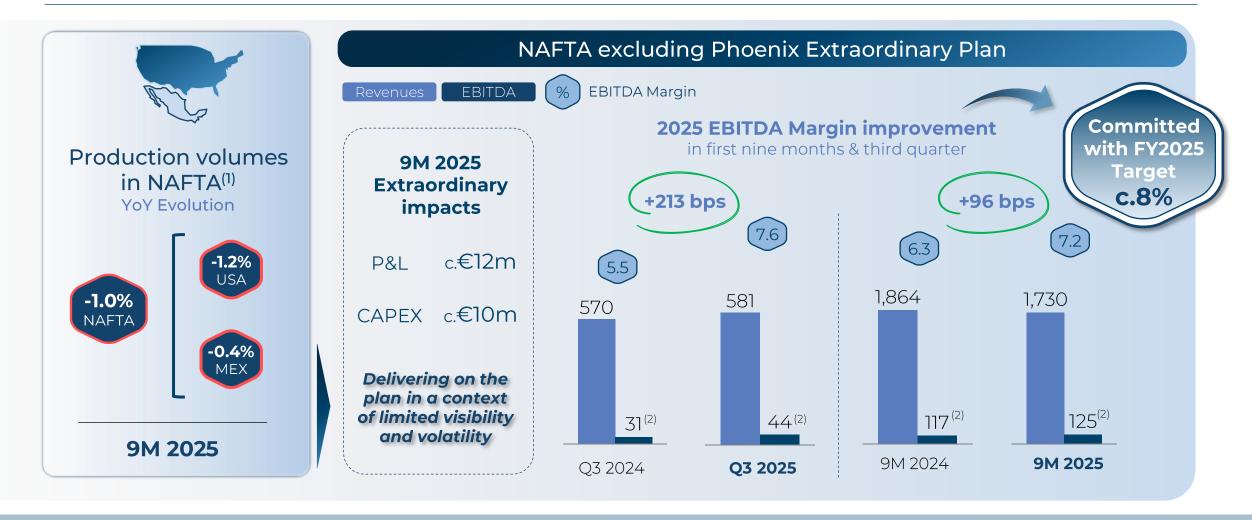
- Cost reduction and adjustments implemented across all levels of the organization
- Focus on operational improvements and flexibility measures specially in Western Europe and Asia
- A well-founded diversification strategy with a balanced footprint
- Constructive customer negotiations
- ❖ Delivering on PHOENIX

# Delivering on the upper range of our FY target

Despite lower than forecasted revenue growth

#### PHOENIX PLAN BRINGING VISIBILITY TO REACH 2025 GUIDANCE





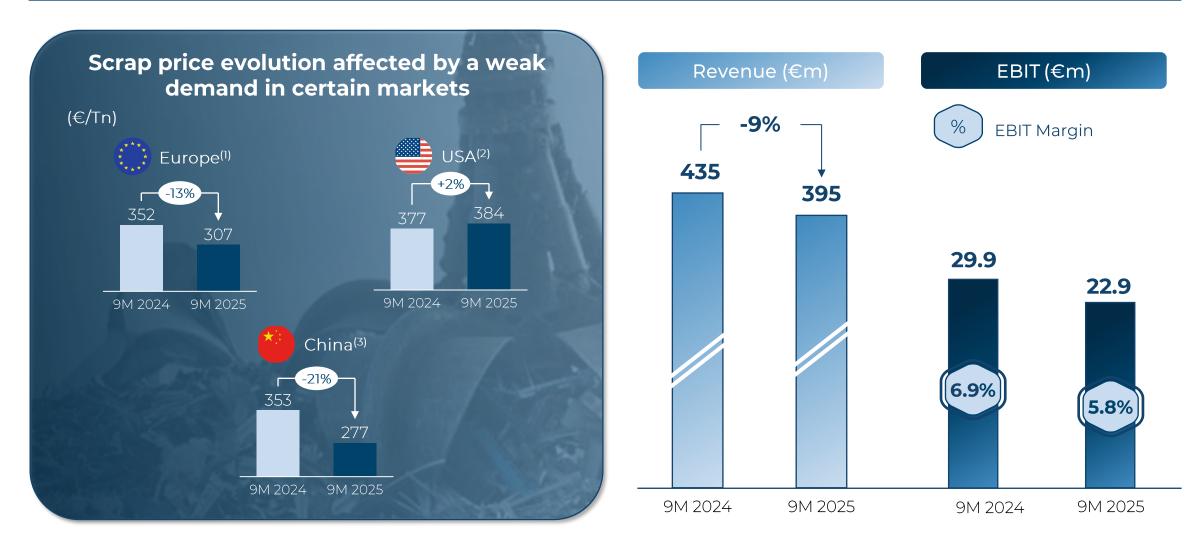
#### Fully committed to achieve 2025 - 2027 EBITDA margin targets

<sup>1.</sup> Production volumes in IHS geographies according to S&P Global Mobility data as of October 2025. Includes content supplied by S&P Global Mobility Copyright © [IHS\_LV\_Production\_Bodystyle\_Global\_2025M10]. All rights reserved

<sup>2.</sup> Excluding Phoenix Plan impact on P&L of €2.7m in Q3 2025 & of €4.8m in Q3 2024 and on P&L of €12.2m in 9M 2025 & of €16.8m in 9M 2024

#### **GESCRAP: PERFORMANCE IMPACTED BY SCRAP PRICES EVOLUTION**





Source: Bloomberg as of October 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





KEY HIGHLIGHTS FOR 9M 2025

FINANCIAL OVERVIEW

OUTLOOK AND REMARKS

#### FINANCIAL PERFORMANCE IN 9M 2025



(In €m)	9M 2024 Reported	9M 2025 Reported	9M 2024 Excluding Phoenix <sup>(2)</sup>	9M 2025 Excluding Phoenix <sup>(2)</sup>
Total Revenue	8,927	8,486	8,927	8,486
EBITDA	936	925	952	937
EBITDA margin (%)	10.5%	10.9%	10.7%	11.0%
EBIT	405	399	422	411
EBIT margin (%)	4.5%	4.7%	<b>4.7</b> %	4.8%
Net Income	127	104		
FCF <sup>(1)</sup>	-235	-64	-214	-41
Net Debt	2,437	2,107		

Reported revenues have decreased by -4.9%<sup>(3)</sup> YoY in 9M 2025 Reported EBITDA has decreased by -1.1% 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 9M 2025 on P&L of €12.2m & CAPEX of €10.2m and in 9M 2024 on P&L of €16.8m & CAPEX of €3.8m 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 -0.8% YoY in 9M 2025

# GEOGRAPHIC DIVERSIFICATION SUPPORTING PERFORMANCE



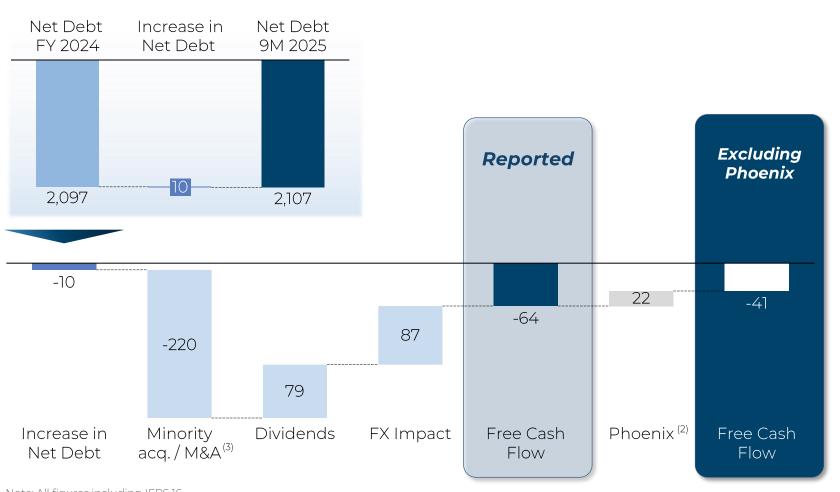
		Re	venues (€	m)	(	EB	BITDA (€n	n)	EBITD	A Margin (%)
- 8		9M 2024	9M 2025	VAR. (%)		9M 2024	9M 2025	VAR. (%)	9M 2024	9M 2025
	Western Europe	3,157	3,001	-5.0%		341	298	-12.5%	10.8	9.9
	Eastern Europe	1,338	1,418	+6.0%		172	216	+25.6%	12.8	15.2
	NAFTA <sup>1</sup>	1,864	1,730	-7.2%		117	125	+7.0%	6.3	7.2
	Mercosur	674	604	-10.4%		74	74	0.0%	10.9	12.2
	Asia	1,459	1,338	-8.3%		212	194	-8.7%	14.6	14.5
	Gescrap	435	395	-9.4%		37	31	-16.1%	8.5	7.9
Ge	estamp 6	8,927	8,486	-4.9%		952	937	-1.6%	10.7	11.0

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#### FREE CASH FLOW EVOLUTION IN 9M 2025



#### FCF<sup>(1)</sup> generation of €-41m<sup>(1,2)</sup> in nine month strongly impacted by third quarter business seasonality



#### Negative FCF evolution in the 9M 2025

- FCF negatively impacted by yearon year EBITDA decline in Q3 and...
- ... a deterioration of working capital related to business seasonality and temporary one-off impacts
- Closure of the partial Real Estate asset sale agreement worth €246m in Spain closed in September
- ❖ FCF to significantly improve in Q4

Committed with FY2025 Guidance

Note: All figures including IFRS 16

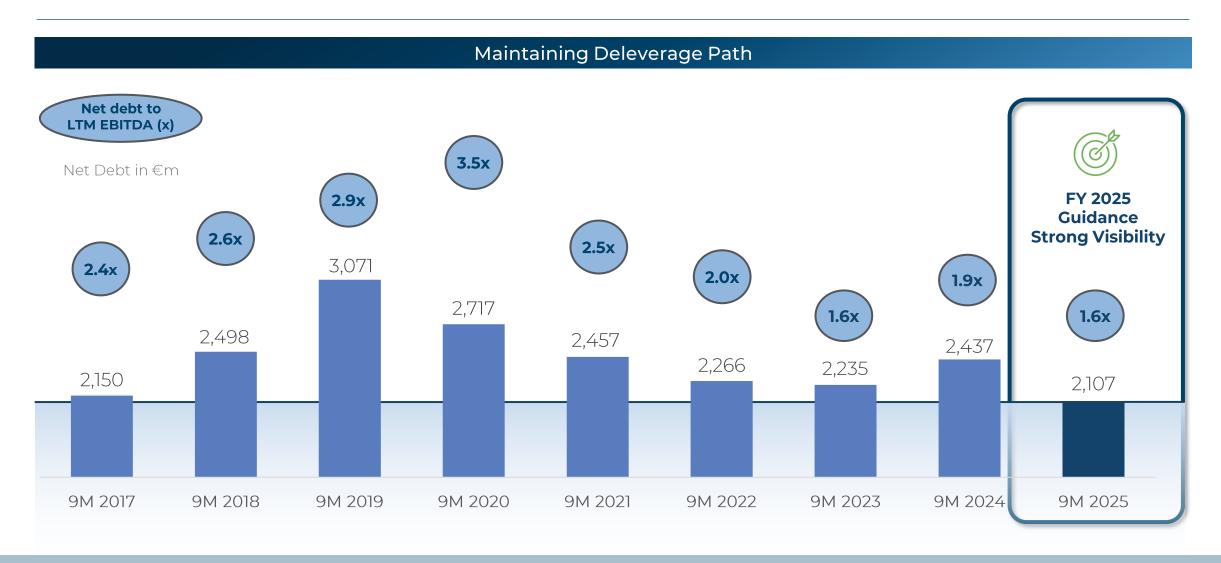
<sup>1.</sup> FCF calculated as change in net debt excluding acquisitions, dividends, share repurchases and a neutral forex (calculated by including exchange gains and losses, hyperinflation effect and certain translation differences with equity impact)

<sup>2.</sup> Phoenix Plan impact in 9M 2025 on P&L of €12.2m and on CAPEX of €10.2m

<sup>3.</sup> Includes minorities' acquisitions, M&A and equity contributions (Santander partnership signed as of September 2025 with €246m capital injection)

#### PRIORITY IS TO PRESERVE OUR FINANCIAL STRENGTH





Lowest reported Net Debt in a nine-month period since IPO

#### PROVIDING BALANCE SHEET FLEXIBILITY



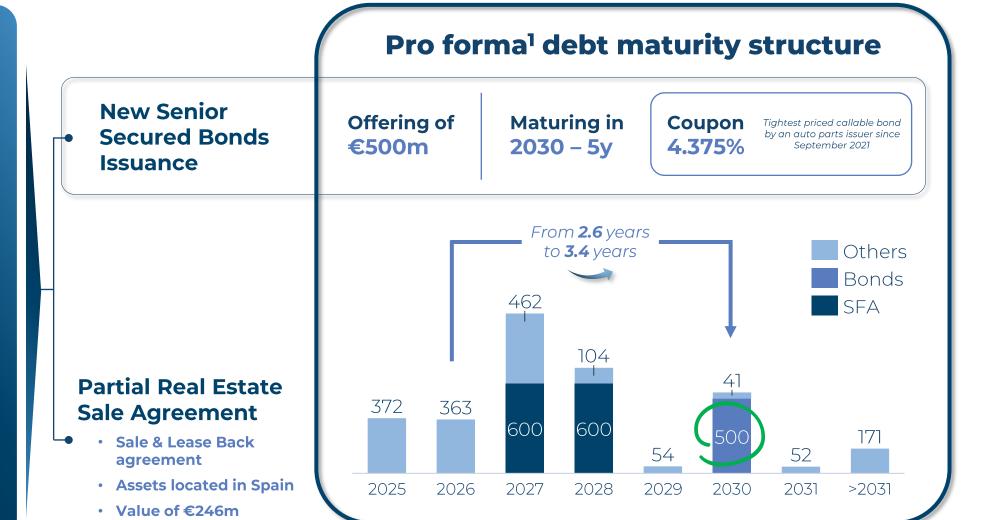
Improving
Balance Sheet
profile



**Enhancing Flexibility** 



**Extending Maturities** 







KEY HIGHLIGHTS FOR 9M 2025

FINANCIAL OVERVIEW

**OUTLOOK AND REMARKS** 

#### 2025 STEADY RECOVERY FOLLOWING DESPITE COMPLEX MACRO



Volumes upwards revision for 2025 mainly due to Asia and the strong recovery in NAFTA following latest tariff renegotiations



<sup>1.</sup> Production volumes according to S&P Global Mobility data as of October 2025. Includes content supplied by S&P Global Mobility Copyright © [IHS\_LV\_Production\_Bodystyle\_Global\_2025M10] All rights reserved

## FOCUS ON PRESERVING OUR POSITIONING AND FINANCIAL STRENGTH



Within a complex market environment, Gestamp is taking actions to ensure a strong financial profile aiming at preserving its leading position as the sector undergoes an in-depth transformation

#### **PRESERVING PROFITABILITY**

- ✓ Dynamic and flexible strategy to respond to the new situation fast
- ✓ Cost cutting measures
- ✓ Operational efficiencies
- ✓ Delivering on PHOENIX plan

#### **POSITIVE CASH FLOW GENERATION**

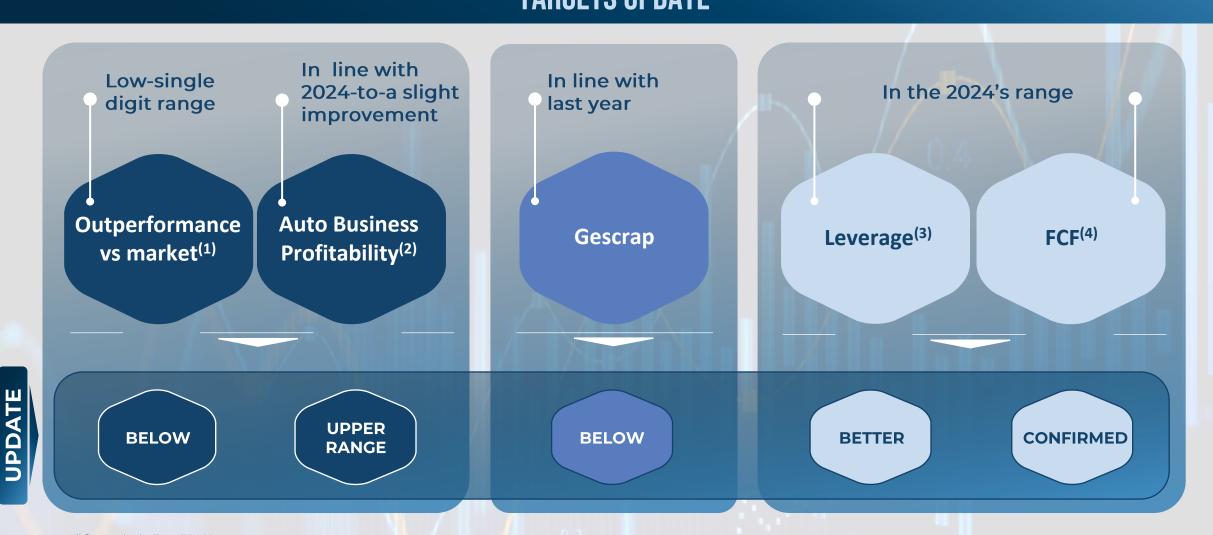
- ✓ Selective capex strategy focused on return on investments
- ✓ Managing working capital

#### **BALANCE SHEET FLEXIBILITY TO ENSURE OPTIONALITY**

- ✓ Crystalizing value through partial asset disposals
- ✓ Strong liquidity level
- ✓ A more balanced maturities distribution

# GUIDANCE 2025 TARGETS UPDATE





#### Note: All figures including IFRS 16

- 1. Based on current S&P Global Mobility estimated LV production as of October 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





9M 2025
Results Proving

Resiliency





**FY 2025**Strong Visibility



#### **Phoenix Plan**

Reiterating Short and Long-term Targets



#### **Balance Sheet**

Strong and Flexible Financial Profile

# **GESTAMP** THE PARTNER SUPPLIER



CLEAR ROADMAP FOR THE LONG RUN...

**2027**Strategic pillars

- 7 Trusted Partner Supplier
- Technology & Innovation to be Differential

Growth Ambition

GESTAMP

THE PARTNER SUPPLIER

Operational Excellence

○ Pioneering the Circular Economy

- Profitable Growth
- **Disciplined Balance**Sheet Profile

# FINANCIAL PERFORMANCE IN Q3 2025



	Q3 2024 Reported	Q3 2025 Reported	Q3 2024 Excluding Phoenix <sup>(2)</sup>	Q3 2025 Excluding Phoenix <sup>(2)</sup>
(In €m) <b>Total Revenue</b>	2,787	2,642	2,787	2,642
EBITDA	294	284	299	287
EBITDA margin (%)	10.5%	10.7%	10.7%	10.8%
EBIT	120	113	125	116
EBIT margin (%)	4.3%	4.3%	4.5%	4.4%
Net Income	21	30		
FCF <sup>(1)</sup>	-169	-148	-160	-141
Net Debt	2,437	2,107		

Reported revenues have decreased by -5.2%<sup>(3)</sup> YoY in Q3 2025 Reported EBITDA has decreased by -3.3% 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 Q3 2025 on P&L of €2.7m & CAPEX of €5.2m and in Q3 2024 on P&L of €4.8m & CAPEX of €3.8m 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 -0.4% YoY in Q3 2025

#### **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 third 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/unvestors-shareholders/Economic-Financial-information">https://gestamp.com/unvestors-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)