

PIERER Mobility AG

The leading European
powered two-wheeler group

Company presentation

Half Year 2023

PASSION AND PERFORMANCE IN EVERYTHING WE DO.



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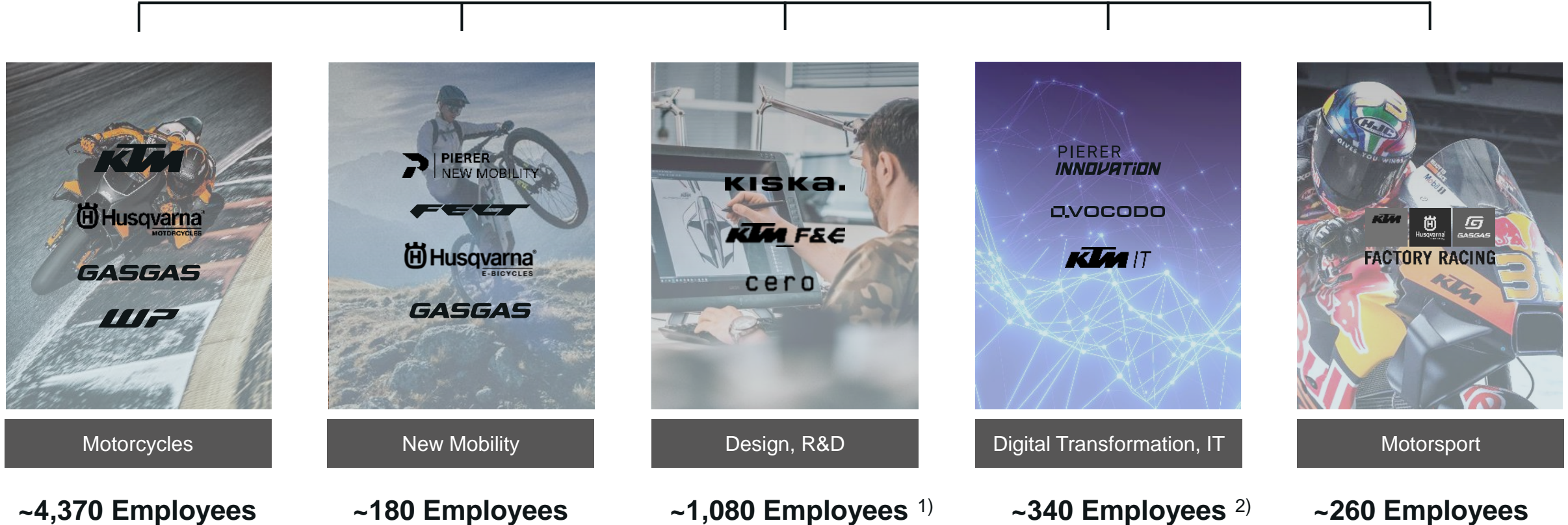
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THE LEADING EUROPEAN POWERED TWO-WHEELER GROUP

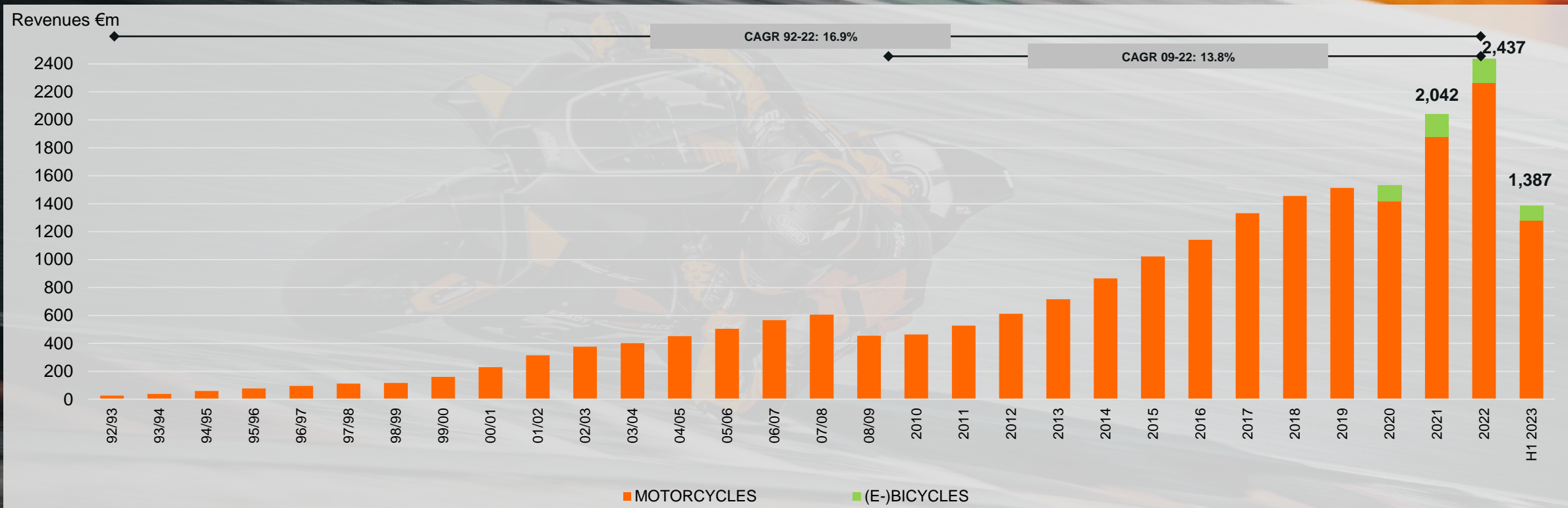


Simplified presentation by areas as of August 2023

100% shareholdings: KTM AG, Husqvarna Motorcycles GmbH, GASGAS Motorcycles GmbH, WP Suspension GmbH; PIERER New Mobility GmbH (with the brands Husqvarna E-Bicycles, GASGAS and FELT); PIERER Innovation GmbH, Avocado GmbH; KTM Forschungs & Entwicklungs GmbH; KTM Informatics GmbH; KTM Racing GmbH; 50% shareholdings: KISKA GmbH; CERO Design Studio S.L.
 Other shareholdings: ACStyria Mobilitätscluster GmbH 12.3%; Platin 1483. GmbH 100%, Pierer E-Commerce GmbH 100%

1) w/o KISKA employees; 2) w/o external consultants/freelancers

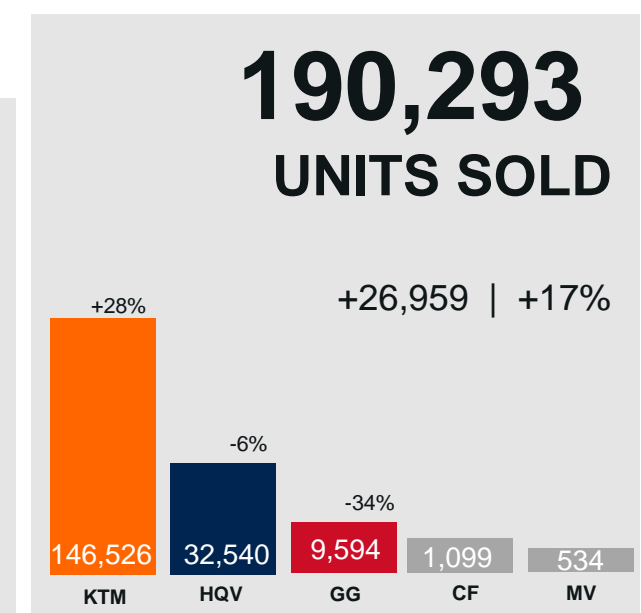
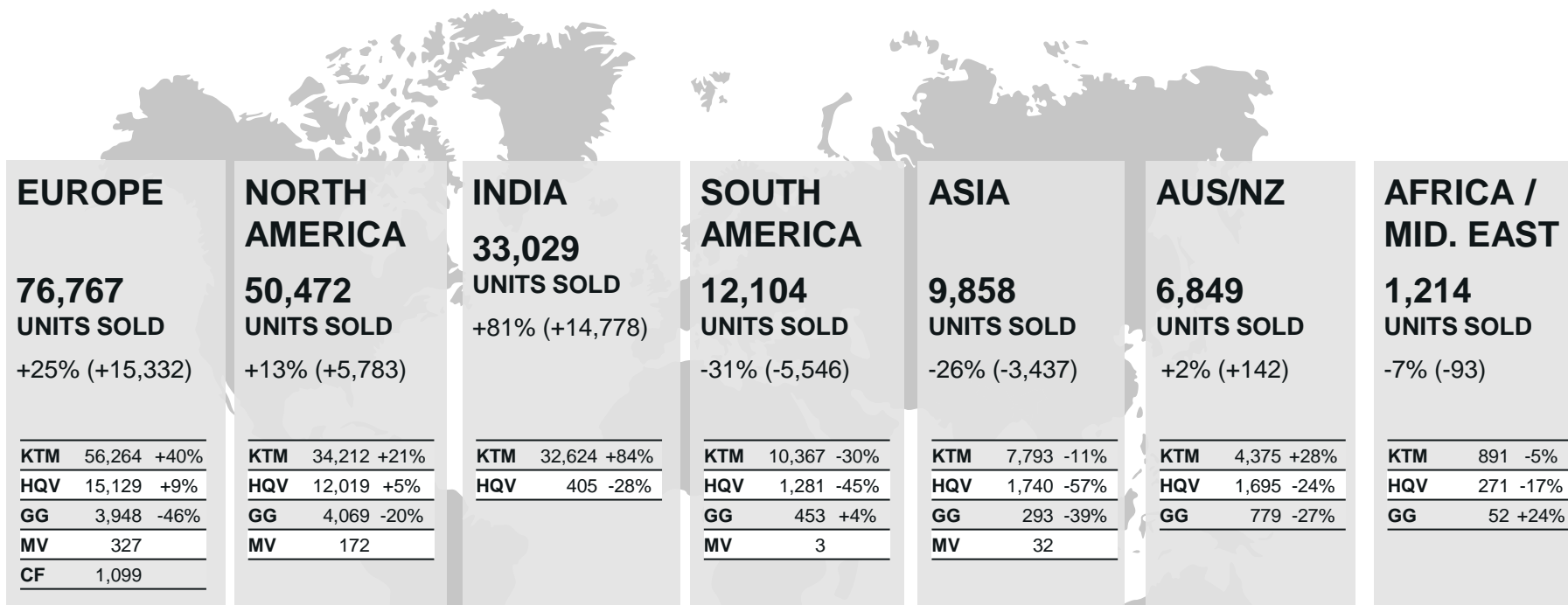
More than thirty years of successful track record



- **H1 2023 revenue of € 1,387 million (+ ~20%), of which already € 110 million e-mobility sales (e-motorcycles/e-bicycles)**

Motorcycle Wholesales – HY 2023

Deliveries to Motorcycle Dealer Network & General Importers



Wholesale (B2B): Sale to Dealer & General Importer Network reflected in P&L | Regions reflect Profit Centers
Europe includes Europe, Europe Importers & Other Sales

Bicycle Wholesales – HY 2023

EUROPE

59,212
UNITS SOLD

+40% (+16,901)

E-Bicycles	37,762 units	+12%
Bicycles	21,450 units	>100%

NORTH AMERICA

9,184
UNITS SOLD

+33% (+2,266)

E-Bicycles	2,077 units	>100%
Bicycles	7,107 units	+19%

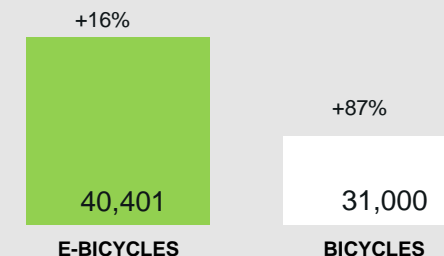
REST OF WORLD

3,005
+37% (+817)

E-Bicycles	562 units	>100%
Bicycles	2,443 units	+19%

71,401
UNITS SOLD

+19,984 | +39%



FINANCIALS

CONSOLIDATED PROFIT & LOSS FIGURES UNDER IFRS

in €m	H1 2022	H1 2023	Δ 2022/23	
Revenues	1,154.1	1,387.6	+20.2%	1
EBITDA	162.3	178.9	+10.3%	2
EBIT	92.8	96.9	+4.3%	2
Earnings	68.2	53.0	-22.2%	3
Earnings after minorities	67.6	55.0	-18.6%	
EBITDA margin	14.1%	12.9%	-1.2ppts	
EBIT margin	8.0%	7.0%	-1.0ppts	2
Employees (Headcount)	5,656	6,314	+11.6%	4

- **Record revenue** was achieved once again (+ € 233.5 million)
 - Increase in sales volumes very strong in both divisions, especially in Europe (motorcycles +25%, bicycles +40%)
 - H1 2023: 59% of revenues in Europe (H1 2022: 53%)
28% of revenues in North America (H1 2022: 30%)

- Despite continuing challenges in the supply chains a **record operating result** was achieved
 - EBIT margin below previous year, especially due to the inventory situation and the challenges on the bicycle market (discounts).
 - **At year-end EBIT margin** expected to be in the range of **8-10%** according to outlook

- Higher interest expenses depressed earnings after taxes

- Further increase in headcount: **+658 employees**
 - **Apprentices campaign:** PIERER Mobility AG is currently training around 200 apprentices
 - Around 1,400 of the total employees work in **R&D** (~ 21% of workforce)

FINANCIALS

BUSINESS SEGMENTS UNDER IFRS

in €m	H1 2023				
	GROUP	MOTORCYCLES	BICYCLES	OTHERS	
Revenues	1,387.6	1,276.8	107.5	3.3	1
EBITDA	178.9	196.2	-14.2	-3.1	2
EBIT	96.9	117.3	-16.4	-4.1	2
Earnings	53.0	73.4	-15.9	-4.4	
EBITDA margin	12.9%	15.4%	-13.2%	-	
EBIT margin	7.0%	9.2%	-15.2%	-	3

- **Motorcycles** segment revenues in H1 2023 increased by around € 204 million vs. H1 2022 **(+19%)**
 - **Bicycles** segment revenues in H1 2023 increased by around € 29 million vs. H1 2022 **(+37%)**
 - Sales split H1 2023: **190,293 motorcycles (+17%)**
40,401 e-bicycles (+16%)
31,000 bicycles (+87%)

- **Motorcycles** division was able to achieve an operating result above the previous year's level (EBIT € +17 million)
 - **Bicycles** Division, operating result was below the previous year's values (EBIT € -12.7 million). The inventory situation of the dealers led to increased discounting which has an impact on the EBIT development.

- Operating margins in the motorcycles segment at previous year's level

FINANCIALS

CONSOLIDATED BALANCE SHEET AND CASH FLOW FIGURES UNDER IFRS

in €m	12/31/22	6/30/2023	Δ 2022/23
Balance sheet total	2,550.6	2,675.5	+4.9%
Equity	914.4	889.9	-2.7%
Total interest-bearing debt	535.3	688.2	+28.6%
Working capital employed	186.7	262.6	+40.6%
Net debt	256.5	442.9	+72.6%
Equity ratio	35.8%	33.3%	-2.5ppts
Working capital employed as % of sales ¹⁾	7.7%	9.8%	+2.1ppts
Gearing	28.1%	49.8%	+21.7ppts
Net debt / EBITDA ¹⁾	0.7x	1.1x	+0.4x

in €m	H1 2022	H1 2023	Δ H1 2022/23
Free Cash flow	-146.2	-96.0	+34,3%
Capex ²⁾	-102.5	-133.1	-29.8%
Capex right-of-use/Leasing (IFRS 16)	-10.2	-18.6	-81.4%
Cash flow from investing activities	-122.0	-148.4	-21.7%
Depreciation	69.4	82.0	+18.2%

1) Calculated dynamically for the last 12 month

2) Additions of property, plant & equipment (PP&E) and intangible assets according to the fixed assets schedule (excl. right-of-use additions - IFRS 16 leasing)

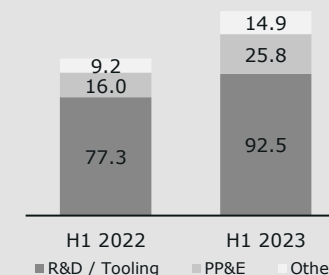
- Dividend payments decreased the **positive result** and thus equity on the reporting date
 - Equity ratio** reduced to **33.3%**

- Increase mainly due to the increase in inventories by +112 million or +17%.

- Regarding the build-up of inventories, the financial key ratios are according to expectations and under control.

- Free cash flow H1 2023 **improved around € 50 million** or 34%

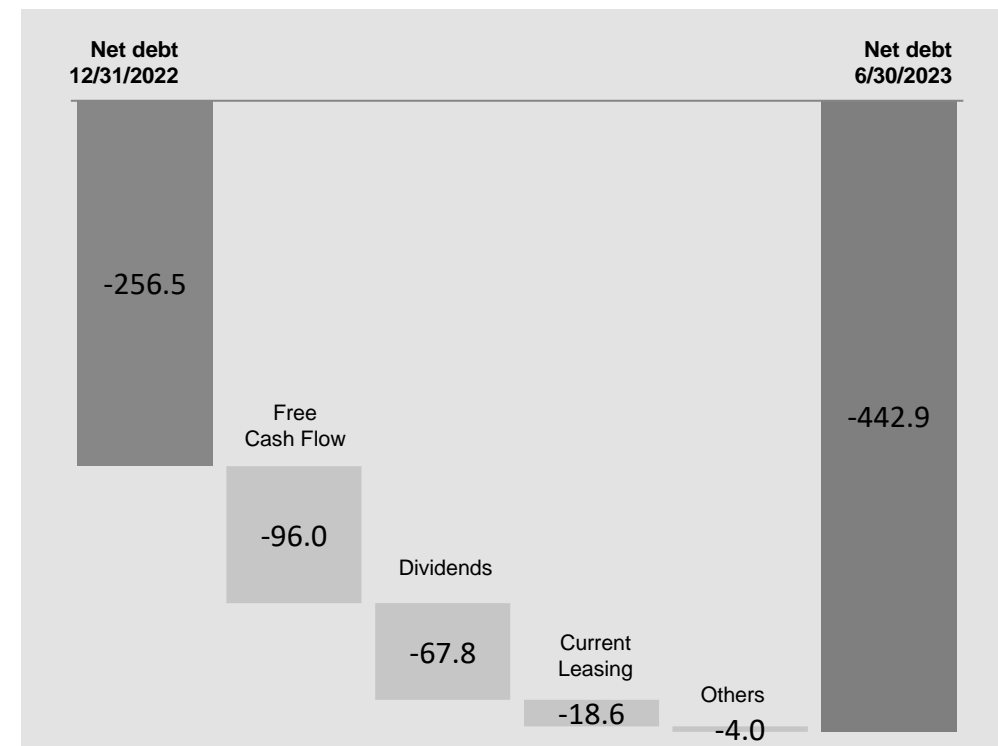
- Capex driven by R&D** to support high innovation rate
 - Increase of **PP&E investments** in 2023 especially due to the investments in the Joint Venture with Maxcom in Bulgaria



FINANCIALS

FREE CASH FLOW AND NET DEBT ANALYSIS

FREE CASH FLOW - in €m	H1 2022	H1 2023	Δ 2022/23
EBITDA	162.3	178.9	16.6
(+) Interest receipts and (-) payments	-6.7	-23.4	-16.7
(-) Taxes	-20.9	-3.1	17.8
(+) Non-cash expenses and (-) income	-1.0	-10.6	-9.6
Gross Cash Flow	133.7	141.8	8.1
+ / - Change Working Capital employed	-92.4	-71.1	21.3
+ / - Change Non-Working Capital	-65.5	-18.3	47.2
Cash Flow operating activity	-24.2	52.4	76.6
Cash Flow investing activity	-122.0	-148.4	-26.4
FREE CASH FLOW	-146.2	-96.0	50.2
in % of revenue	-12.7%	-6.9%	



FINANCIAL GUIDANCE 2023

CONFIRMED – POSITIVE OUTLOOK

	OUTLOOK 2023	KEY FIGURES 2022	KEY FIGURES 2021	KEY FIGURES 2020
Revenues in €m/ Revenue growth in %	6 – 10 %	2,437.2	2,041.7	1,530.4
EBIT margin	8 – 10%	9.7%	9.5%	7.0%
EBITDA margin		15.6%	16.3%	15.3%

