



PIERER
MOBILITY AG



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HY1
2024

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Facts of H1 2024

Among the first ones to take measures to overcome the difficult market environment



- H1 results negative but within current 2024 outlook, stable financings
- Full-year outlook confirmed
- Working capital on a high level, significant improvement expected for 2024/25
- Motorcycle sales slowed in particular due to still high interest rates in the US
- Bicycle market still suffering from over supply triggering impairments

Far-reaching measures to improve results, e.g.

- Tighter cost management with increasing impact in H2 2024
- Reduction of motorcycle production volumes in Austria
- Restructuring of the bicycle division



€1,007M (-27%)

Revenue H1 2024

€-102M (-157%)

EBITDA H1 2024

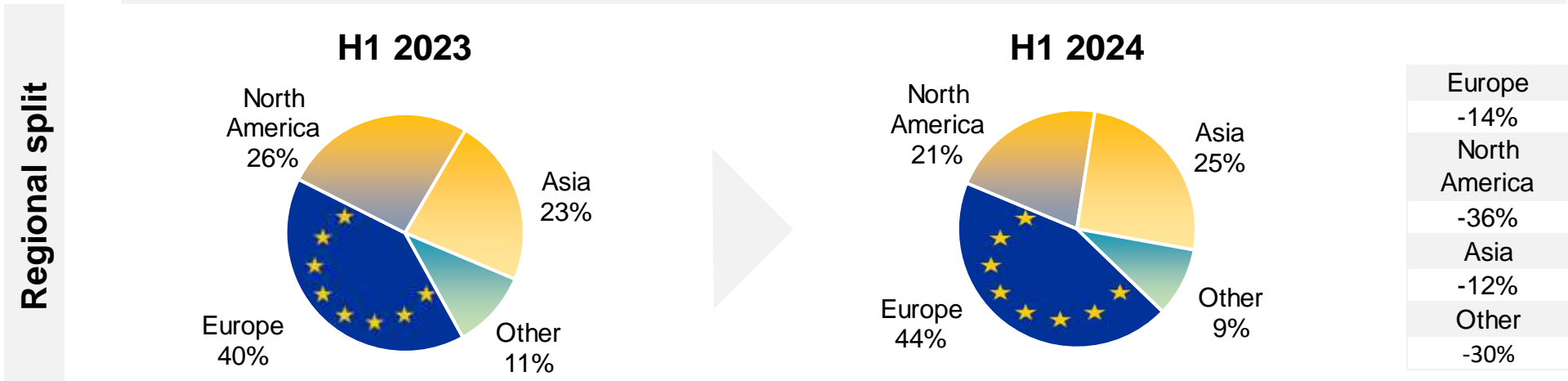
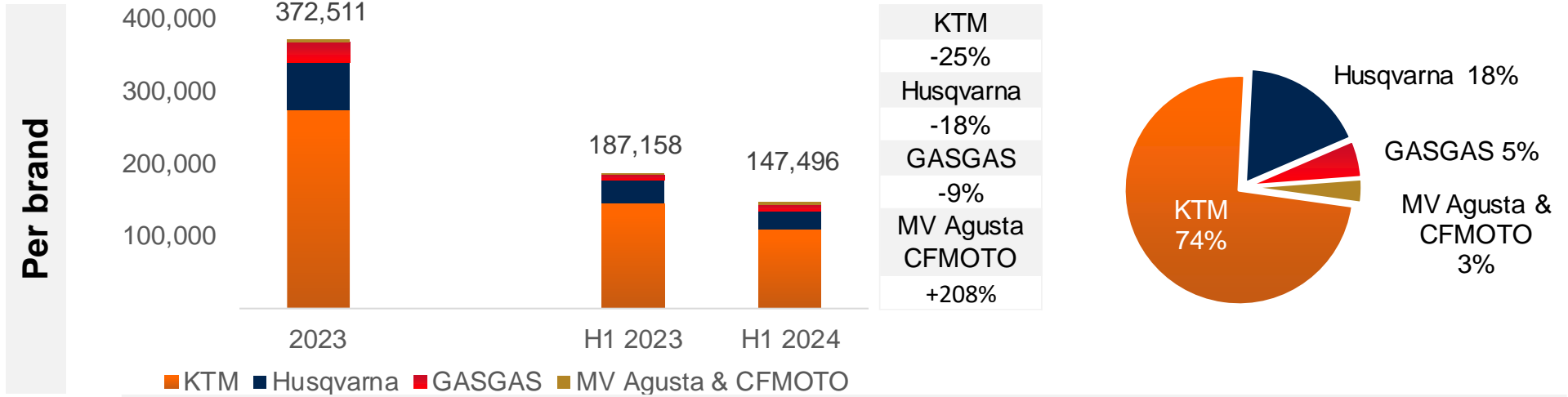
6,024

Employees as of June 30, 2024

>147,000 (-21%)

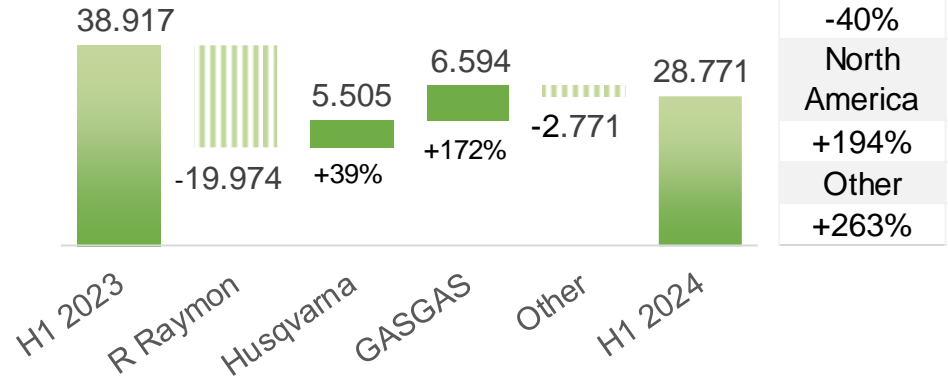
Motorcycles sold in H1 2024

Motorcycle unit sales

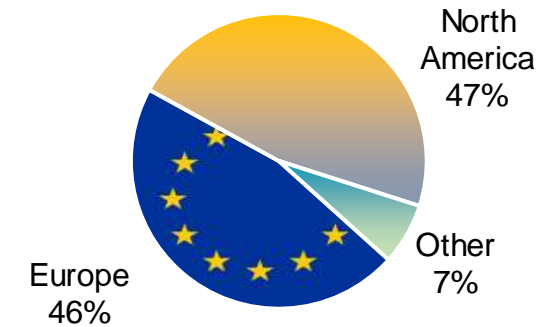
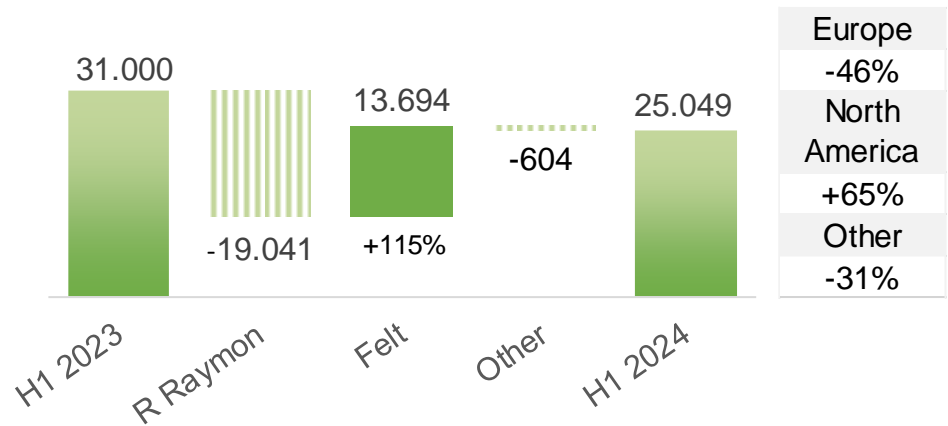


(E-)Bicycle unit sales

E-Bicycles

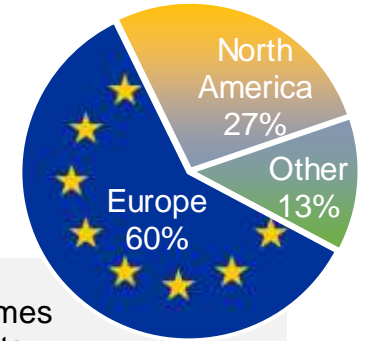


Bicycles

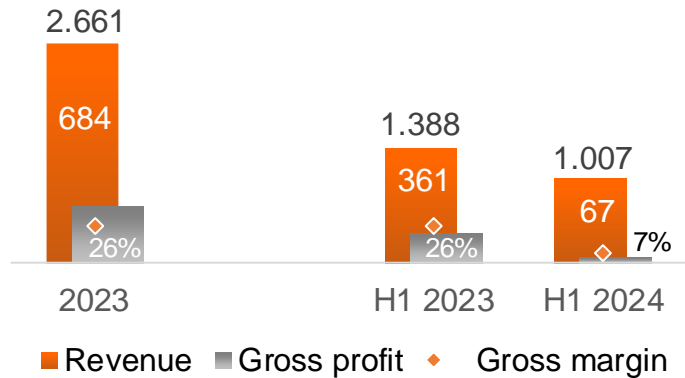


Financial results H1 2024

Results H1 2024

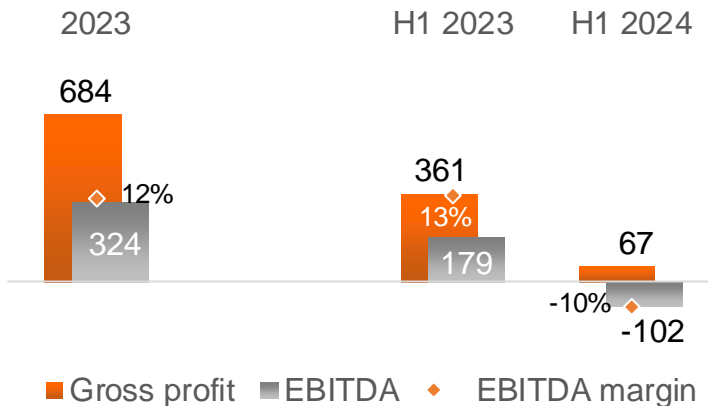


Revenue and gross profit (€ million)



- Revenue down because of lower sales volumes (due to economic environment) and discounts
- Production costs decreased by 8%, much less than revenues
 - Cost pressure in Austria from high wage settlements and increasing costs for regulations and bureaucracy
- Restructuring of bicycles segment:
 - Impact on revenue: € -10 million
 - Impact on gross profit: additional € -65 million
- Gross profit down by 82%

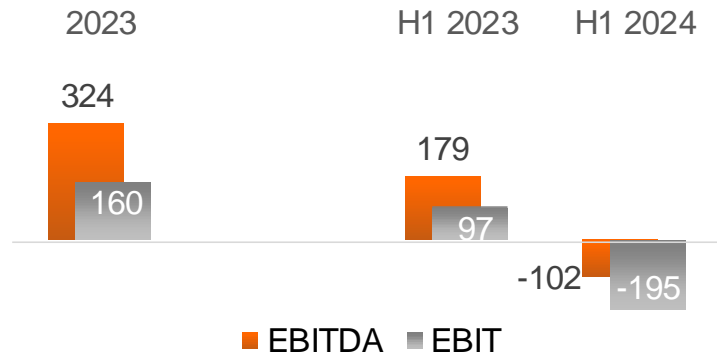
Gross profit and EBITDA (€ million)



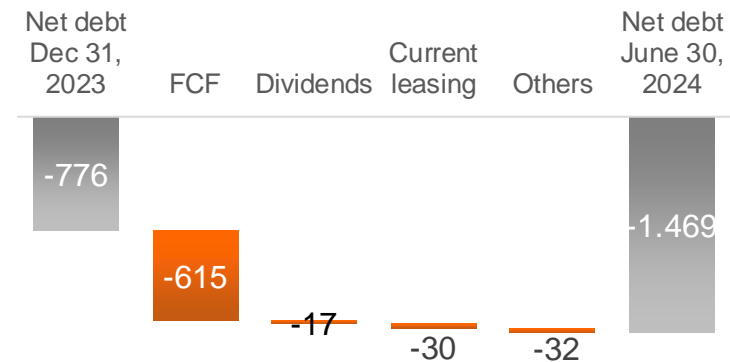
- Selling, general and administrative expenses 9% higher
 - General inflation
 - MV Agusta new to the Group
- Other operating income of € 27 million relating to MV Agusta acquisition
- EBITDA turned negative

Results H1 2024

EBITDA, EBIT (€ million)



Free cash flow and net debt (€ million)



- Financial result: € -42 million (H1 2023: € -30 million)
 - Significant increase of interest expenses by € 22 million as a consequence of higher net debt
- Income taxes: € 65 million (H1 2023: € -14 million)
 - Estimated based on the average annual tax rate for the year (IAS 34)
- Earnings per share: € -5.02

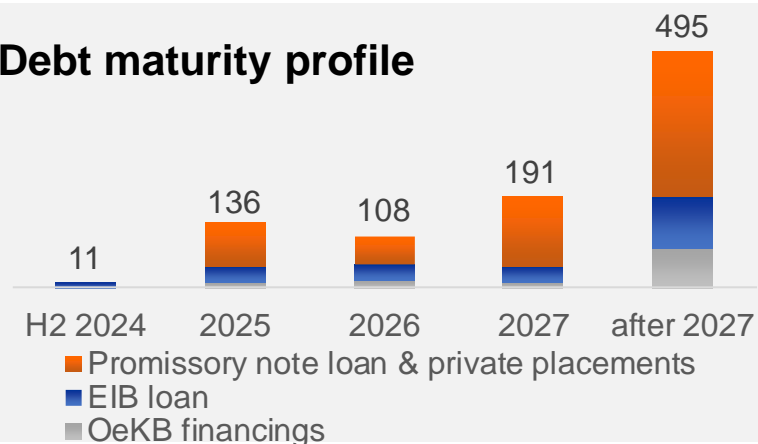
- Due to the negative H1 earnings and the increase in working capital, free cash flow was strongly negative.
- With its solid funding position, PIERER Mobility increased working capital to support its dealers and suppliers to cushion the financial burden from the increased interest rates.
- As a consequence, net debt went up.

Flexible financing structure (as of June 30, 2024)

Overview (in € million)

Financial debt	1,488
+IFRS 16 leases	+87
Total financial debt	1,575
-Cash and cash equivalents	-106
Net debt	1,469

Debt maturity profile



Financings

- € 605 million promissory note loan & private placements
- € 215 million EIB loan
- € 122 million OeKB financings
- € 383 million Working Capital financing (incl KRR)
- € 164 million other financings

€ 1,488 million financial debt

Avg cost of debt: 4,3% Avg term to maturity: 5.78 years

€ 209 million undrawn committed credit lines

Sales financing

- € 325 million Asset Backed Securities (volume: € 412 million)
- € 26 million factoring Pierer New Mobility (volume: € 125 mn)
- € 96 million factoring

Transformation plan & outlook

Transformation process accelerated

- Significant reduction of production volumes in Mattighofen/Austria due to increased production costs
- Adjustment of the headcount, in particular in Austria (reduction of another 200 in Q3)
- Tight cost management
- Focus on premium brand strategy and streamlining of development processes
- MV Agusta integration is on track
- Restructuring of the Bicycle segment with a focus on high-margin segment

Total cost-cutting measures will have a double-digit million euro effect in 2024



Outlook

Guidance 2024 confirmed: Transformation year

- H2 2024 significantly better than H1
- Revenue 2024 decline of 10%-15% (2023: € 2,661 million)
- EBIT 2024 Motorcycles: balanced to slightly positive
- EBIT 2024 Bicycles: € -110 to € -130 million, essentially due to extraordinary impairments and restructurings (€ 75 million in H1 2024)
- Working capital and net debt remain at high level; solid funding structure





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