### **Global Leader in Motor Core for Electric Motors and Generators**















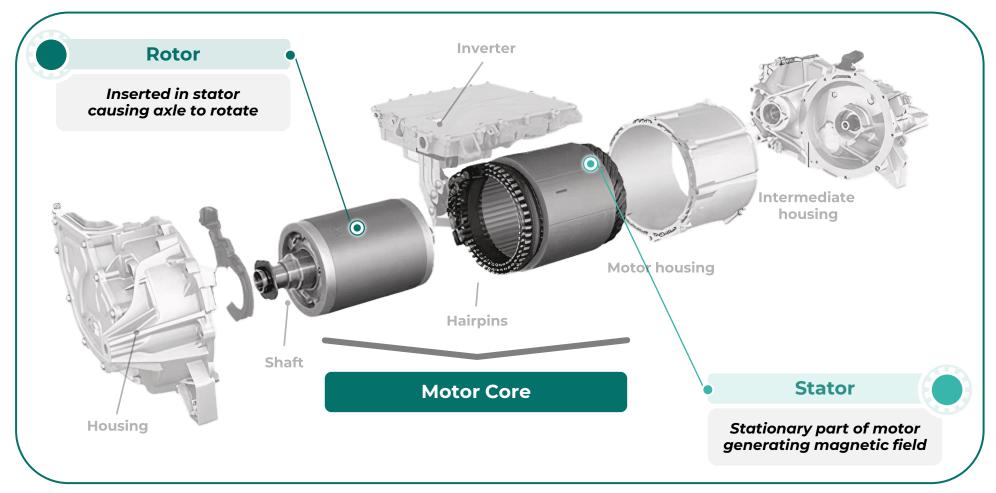




Leading the EV and energy transition waves

## Stators and rotors are the heart of electric motors and generators





Stator + Rotor = Electric "Motor Core" = ~15-20%1 of overall cost of electric motors



## Global leader in the development and production of the Motor Core...





revenues 2023A

24%

'19-'23A CAGR

### €114m

EBITDA 2023A

44%

'19-'23A CAGR

### €6.4bn

FV order book<sup>1</sup>

€5.2bn

pipeline<sup>2</sup>

### 50%+

current market share in NA and EU in EV traction

#### #1

buyer of electrical steel globally by volume

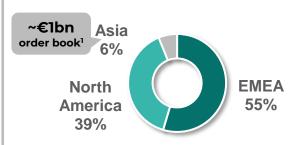
### 14

plants worldwide

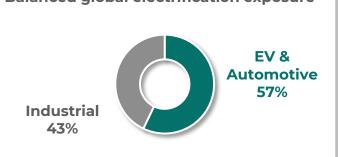
4

continents

### Diversified geographic split<sup>3</sup>



#### Balanced global electrification exposure<sup>3</sup>

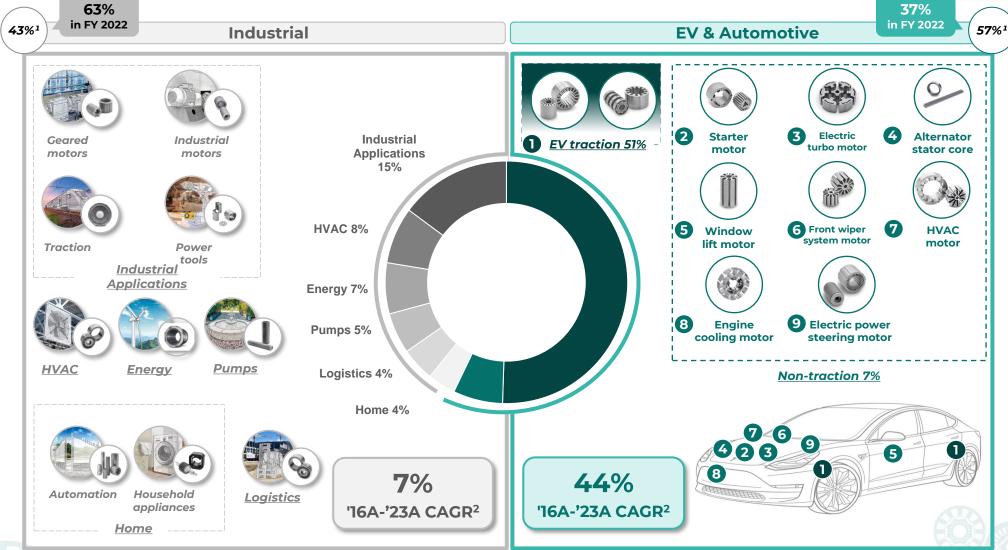


Uniquely positioned for the next phase of business expansion



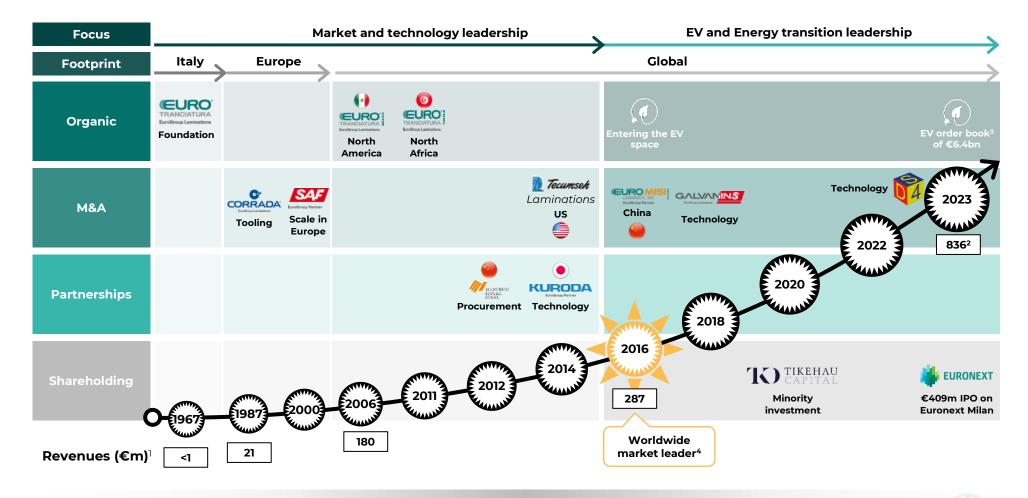
# ...with a diverse business model catering to fast growing end markets





# 55+ years of continuous expansion accelerating on the back of the EV and energy transition waves





Leading positioning in EV and energy transition market driving exponential growth



### Our unique strengths





Pure-play in the fast growing electric motor and generator sector, leading the EV and energy transition waves

+27%

'22-'28E CAGR<sup>1</sup> global BEV market



**Undisputed global market leader** in the production of the motor core, key component of any electric machine

>50%

EV traction market share in EU, NA



Unique set of competitive advantages built over the last 55 years: Innovation, technology, process and scale

-13% Lamination stack iron losses

**-24%** Cost reduction



Strong revenues growth thanks to multi-year supply relationships

€6.4bn + €5.2bn

EV & Auto order book<sup>2</sup> and pipeline<sup>3</sup>



**Profitable business** with clearly identified areas for further margin improvement

€114m

EBITDA 2023A<sup>4</sup>



Visionary and committed ownership and management team backed by high-calibre minority investor

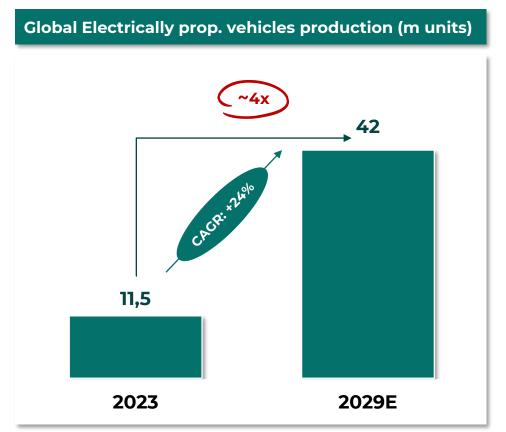
15+ years

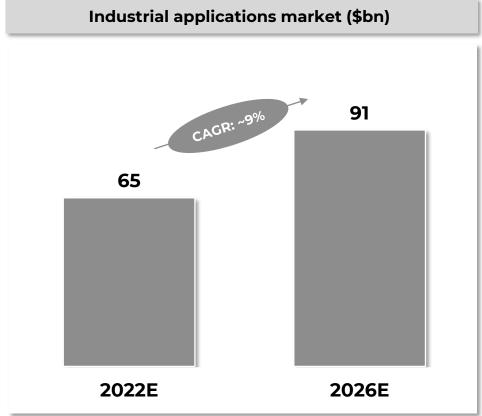
Avg. tenure in the industry



## Secular trends supporting strong growth across both EV & Automotive and Industrial





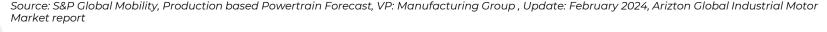


Macro Trends

Sustainability

**Zero Carbon** 

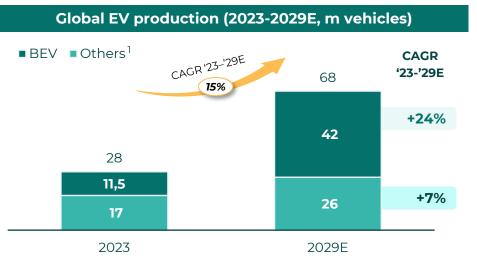
**Energy Transition** 

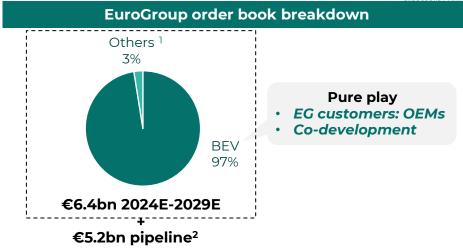




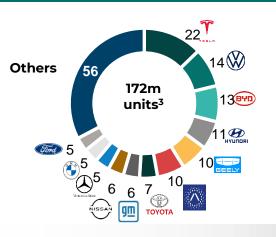
## Denefitting from increasing Electric Vehicle penetration and first mover advantage







#### Cumulated El. propelled vehicles production 2024E-29E



EuroGroup supplier to key platforms for 9 of top 12 OEMs globally (+1 wrt IPO)

#### Global EV production '23-'29E CAGR<sup>3</sup> by geography



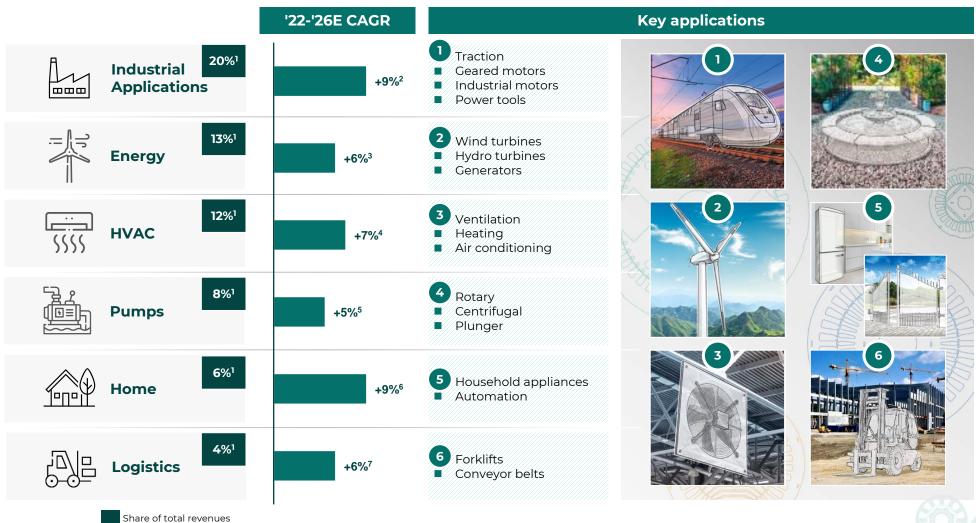
#### Uniquely positioned to lead the EV transition

Source: S&P Global Mobility, Production based Powertrain Forecast, by geography, Update: February 2024
Notes: (1) Including Fuel Cell, Hybrid-Full and Hybrid-Mild technologies; (2) Refers to quotes issued in connection with potential new orders as of Oct-23; (3) In volume terms; (4) In nominal terms; (5) Figures might not sum-up due to rounding



## Highly diversified Industrial end markets driven by increasing energy efficiency requirements





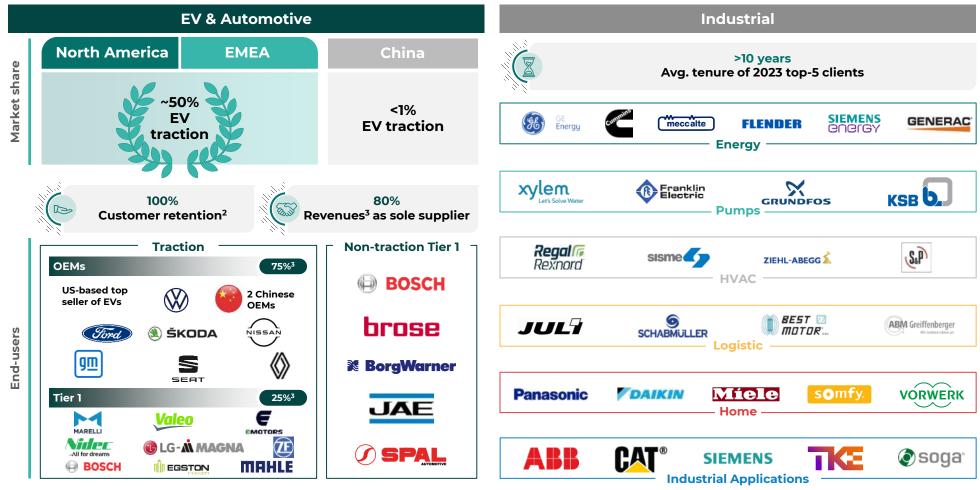
Sources: (1) Share of EuroGroup 2022A revenues; (2) Arizton | Global Industrial Motor Market 2022-2027 | Forecast & Trend | February 2022; (3) GWEC | Global Wind Report 2022; (4) Mordor | Global HVAC Equipment Market 2022-2027 | Forecast & Trend | June 2022; (5) Arizton | Pump Market 2022-2027 | Forecast & Trend | July 2022; (6) Allied | Home Automation Market 2022-2031 | Forecast & Trend | July 2022; (7) Allied | Forklift Truck Market 2022-2031 | Forecast & Trend | July 2022

Note: Wind Energy in GW, other markets in \$bn



### 2 Global market leader with long-standing relationships with EV leaders and industrial champions





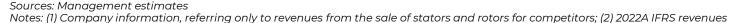
#### Ability to create unique and long-lasting partnerships with customers



### <sup>2</sup>Only player benefitting from vertical integration and global scale with a full coverage of both end markets...



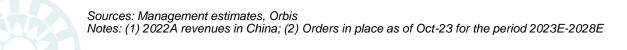
Company name	Country	Revenues (€m)¹	Additio	onal products	End-m	arket	Global presence
			Tooling	Value added phases	EV & Automotive	Industrial	
EUROGROUP'	0	851 <sup>2</sup>	$\odot$	$\odot$			
Competitor 1	•		$\odot$	<b>⊘</b>		0	
Competitor 2							
Competitor 3	0		$\odot$				
Competitor 4	0		$\odot$				<b>(</b>
Competitor 5	0		$\odot$				<b>(</b>
Competitor 6			$\odot$	$\odot$			<b>(</b>
Competitor 7	<b>(</b>						<b>(</b>



### 2...with a fairly limited local competition in China



Company name	Country	Revenues (€m)	Additio	nal products	End-m	arket
		~€1bn order book² from China	Tooling	Value added phases	EV & Automotive	Industrial
EUROGROUP LAMINATIONS	0	451	$\odot$	$\odot$		
Competitor 1				$\odot$		
Competitor 2				$\odot$		
Competitor 3			$\odot$	$\odot$		
Competitor 4		ı				
Competitor 5		I	$\odot$			



Our key success factors are creating sustainable competitive advantage from self-reinforcing factors: innovation, technology, process and scale





Uniquely positioned to partner with clients and create value in a distinctive way

Well identified distinguishing and success factors positioning Euro Group best to be chosen as development partner by OEMs



### 3 Innovation: setting the technology standards



#### Impressive innovation track record Innovation road map 2022-2024 New electrical steel alloys 50+1 live patents on products and technologies 10+ new products developed since 2017 Materials New steel homologation 9 new processes developed since 2020 Co-development and cooperation with blue-chip customers Zero scrap **Production US-based top** seller of EVs Industry 4.0 BOSCH brose somfy SIEMENS Regalify CAT® Glue 2.0 **Product** IoT motor core **Proprietary motor core R&D** laboratories: patented simulation software electromagnetic test bench



Better noise / vibration / harshness

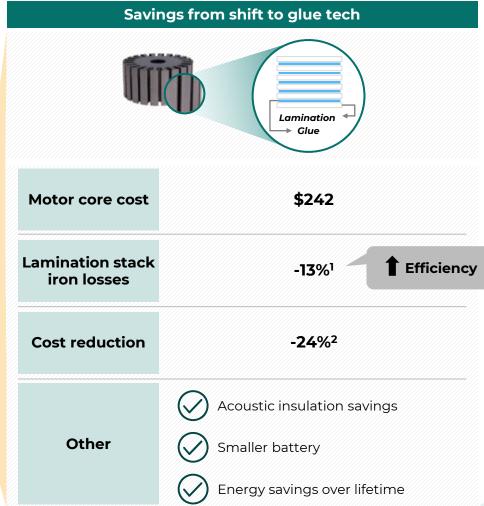


Lamination stack iron losses

## Technology: EuroGroup masters full range of Motor Core technologies with unique skill in glue bonding

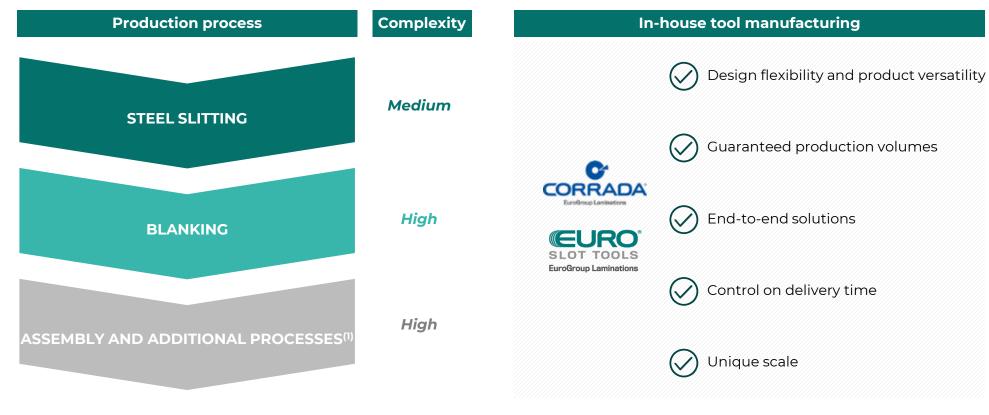


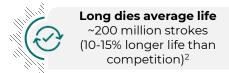
Overview of lamination technologies			
	Technological complexity		
Interlocked	•		
Laser welding			
Glue tech			
EuroGroup is a global market le	ader in glue bonding		



### Process: sustainable competitive advantage from inhouse tooling









Fast reaction to customers requests



Ability to increase production quickly and efficiently

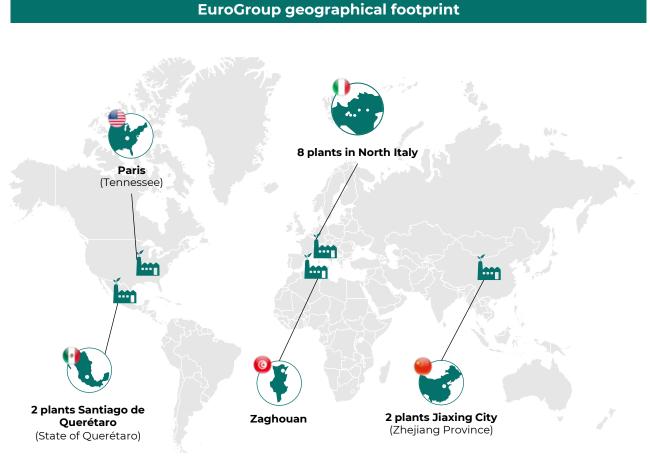


39 Corrada patents<sup>3</sup>

## Scale: well-invested asset base with a truly global footprint



#### **Key highlights** Global scale 14 **Plants** Countries Strong bargaining power with a diversified high-quality supplier base #1 >335k Worldwide buyer of electrical steel by volume1 Tons of steel processed p.a. with long-term development partnerships Large and well-maintained asset base 225k ~250 Covered area Presses (sqm)



Strong track record in expanding production capacity effectively around the world maintaining the highest quality standards

## FY 2023 highlights – Record profitability achieved, solid growth prospects confirmed thanks to increased and diversified EV order book

EGLA

### FY 2023 results<sup>1</sup>

Solid Group results:

- EV & Automotive: 50% growth with 2 ramp-ups shifted to 2024
- Industrial: de-stocking, weak demand and decrease in raw material prices
- **Record profitability**: favorable business mix effect with pass-through mechanism, costcutting and recovering initiatives alongside customers and supply chain
- Execution of growth capex in EV & Automotive in line with expansion capacity plan

<u>Revenues</u>	EBITDA ADJ. <sup>2</sup>
€836m	€116m
-1.8% FY 2023	+11.6% FY 2023
vs. FY 2022	vs. FY 2022

## EV & Auto Order book and Pipeline

- 2023 record year for order book and customer & platform diversification:
  - +20 customers and ~40 platforms (of which ~20 in SoP within 2025)
  - 2 new Chinese OEMs, active dialogue with additional 7, of which 3 in co-development
  - 1 new Western OEM client (now 9 out of global top 12 in order book)
- More than doubled pipeline vs. IPO with an increase in customers and platforms



## Ongoing strategic initiatives

- Steady progress for entry in the Indian market in 2024
- **EV & Automotive**: focus on China growth strategy to accelerate local market penetration also through strategic alliances
- Industrial: renewed impetus thanks to new BU CEO and organization to improve competitiveness through production footprint diversification and supply chain flexibility enhancement
- Continuous progress in the **development of innovative solutions to strengthen our product uniqueness,** also leveraging on **Italian Government support** thanks to the awarded **"Contratto di sviluppo"**

#### Outlook

- Growth expected in 2024 thanks to double-digit EV & Automotive expansion
- New Mid-term (2024-26) outlook and targets to reflect strong EV growth prospects and rebound in Industrial business

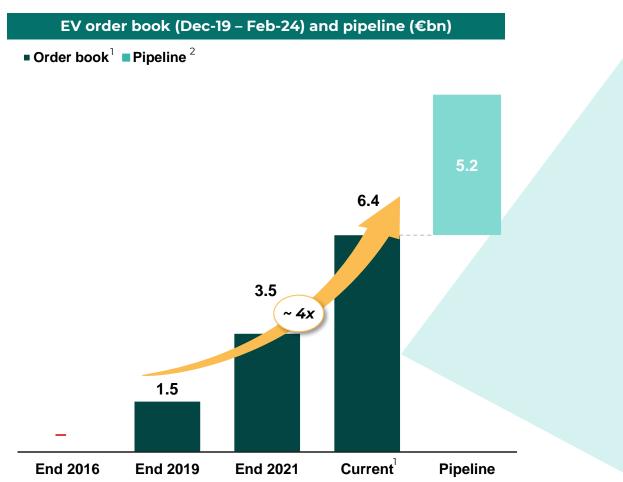
Note: (1) Unaudited

- (2) Reported EBITDA of €114 m, net of non-recurring IPO, DS4 related transaction and HR costs
- (3) Orders in place as of Feb-24 for the period 2024E-2029E (70 months rolling)
- (4) Refers to quotes issued in connection with potential new orders



# Outstanding revenues growth thanks to multi-year supply relationships with EV OEMs and Tier 1 suppliers







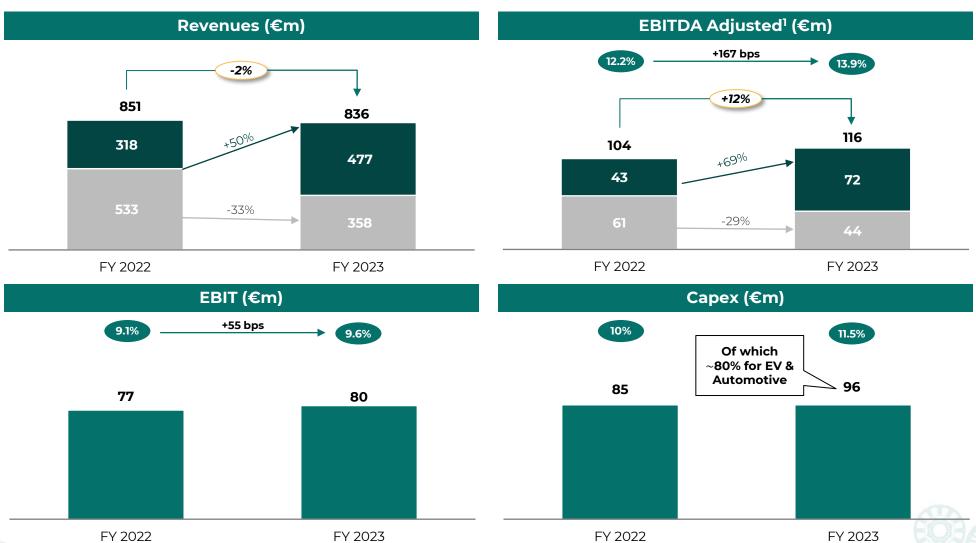
Majority of the order book with key OEMs for which EuroGroup is the sole supplier



### FY 2023 financial results

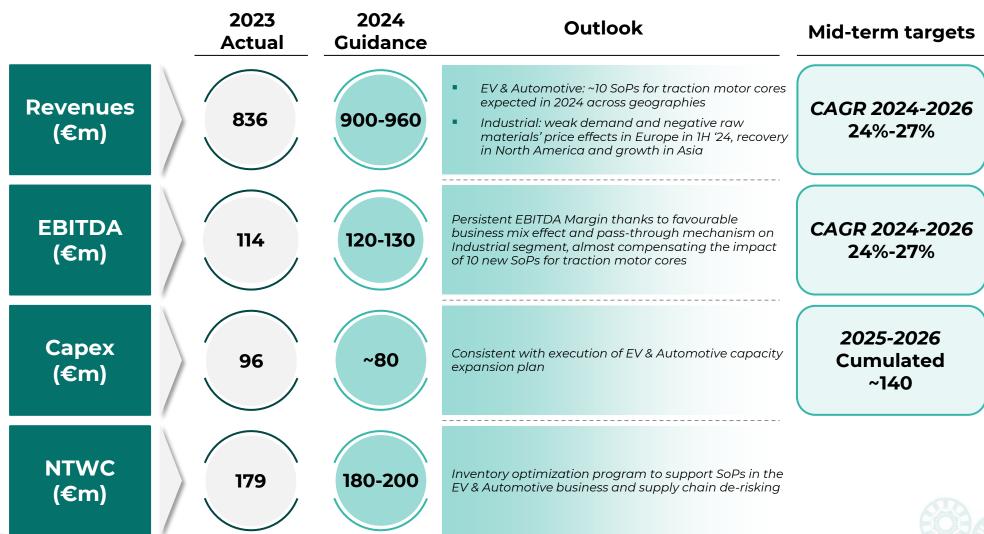


■ EV & Automotive ■ Industrial % of Revenues



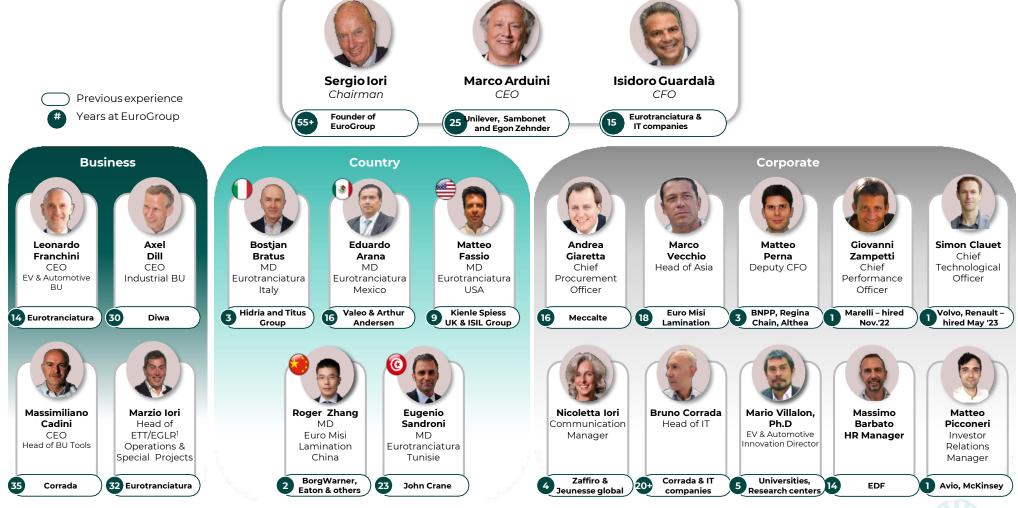
## Organic Guidance Continued strong growth expected in 2024 and in the Mid-Term





### OVisionary and committed management team with proven trackrecord supported by new additions





30+ people global founder-led management team with 500+ years of cumulative experience and average tenure of 15+ years in the industry

### Socially minded ESG player driving decarbonization





#### **Environment**



#### Social



#### Governance

- Equipped ~1.6m EVs and ~2k wind turbines
- ~50% of waste1 reused
- Certified environmental management system
- **Externally verified carbon footprint**



- HSE: all facilities ISO 45000 certified
- **Collective bargaining agreements** for all
- Developing sustainable supply chain policy
- Externally recognised **procurement policy**
- High school and MBA programs in Mexico



- Senior management responsible for ESG
- Ethics, corruption and human rights policies
- **Risk management** embedded in operations
- Reporting aligned with best practice





120kt

Avoided CO<sub>2</sub> emissions in 2021<sup>2</sup>



50%

Electrical steel and aluminum re-used for production



>70kt

Metallic material recycled per year



€30m

Green financing guaranteed by SACE



3,400

Training hours/year; 100% employees trained



Aligned to the Corporate Code on Governance

#### With its own sustainability policy, EuroGroup contributes to the achievement of 11 SDGs



























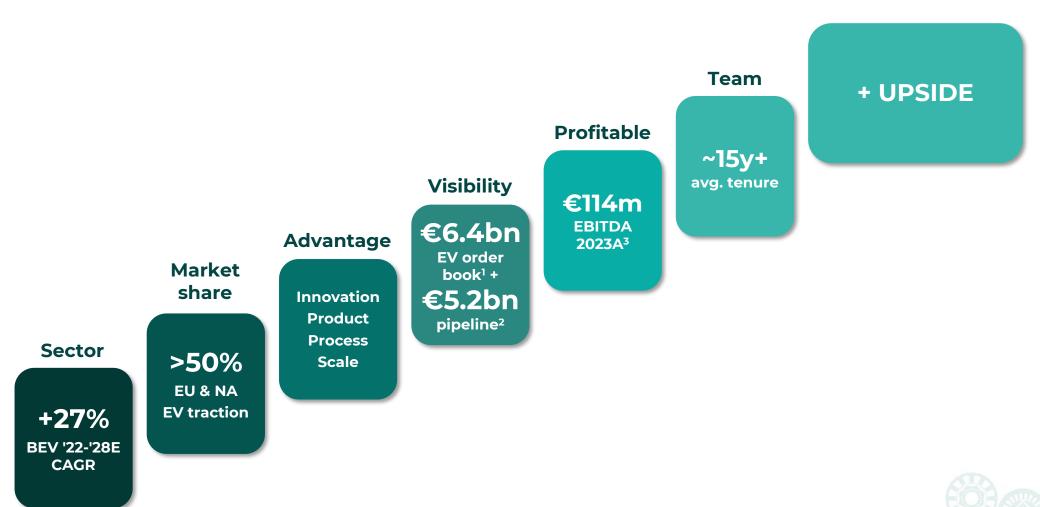






### Leading the EV and energy transition waves





### **Potential upsides**





Further expansion of geographical footprint

Corporate



**Increasing penetration of Chinese and Japanese OEMs** 

**EV & Automotive** 



Growth in the commercial vehicle sector

**EV & Automotive** 



Additional business from insourcing opportunities

**Industrial** 



**Additional future applications** 

**Industrial** 



Monitoring / pursuing selected M&A and partnership opportunities

Corporate

# THE FUTURE BEGINS HERE













