



EARNINGS RELEASE

Managing high value-added processes

September 2023

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- *CIE's management uses recurrently and in a consistent way during business management certain Alternative Performance Measures, APM which include terms about results, balance sheet and cash flow. CIE understands that those APMs are helpful to explain its activity evolution, so they are presented, defined and reconciled with financial statements in this presentation's Appendix.*

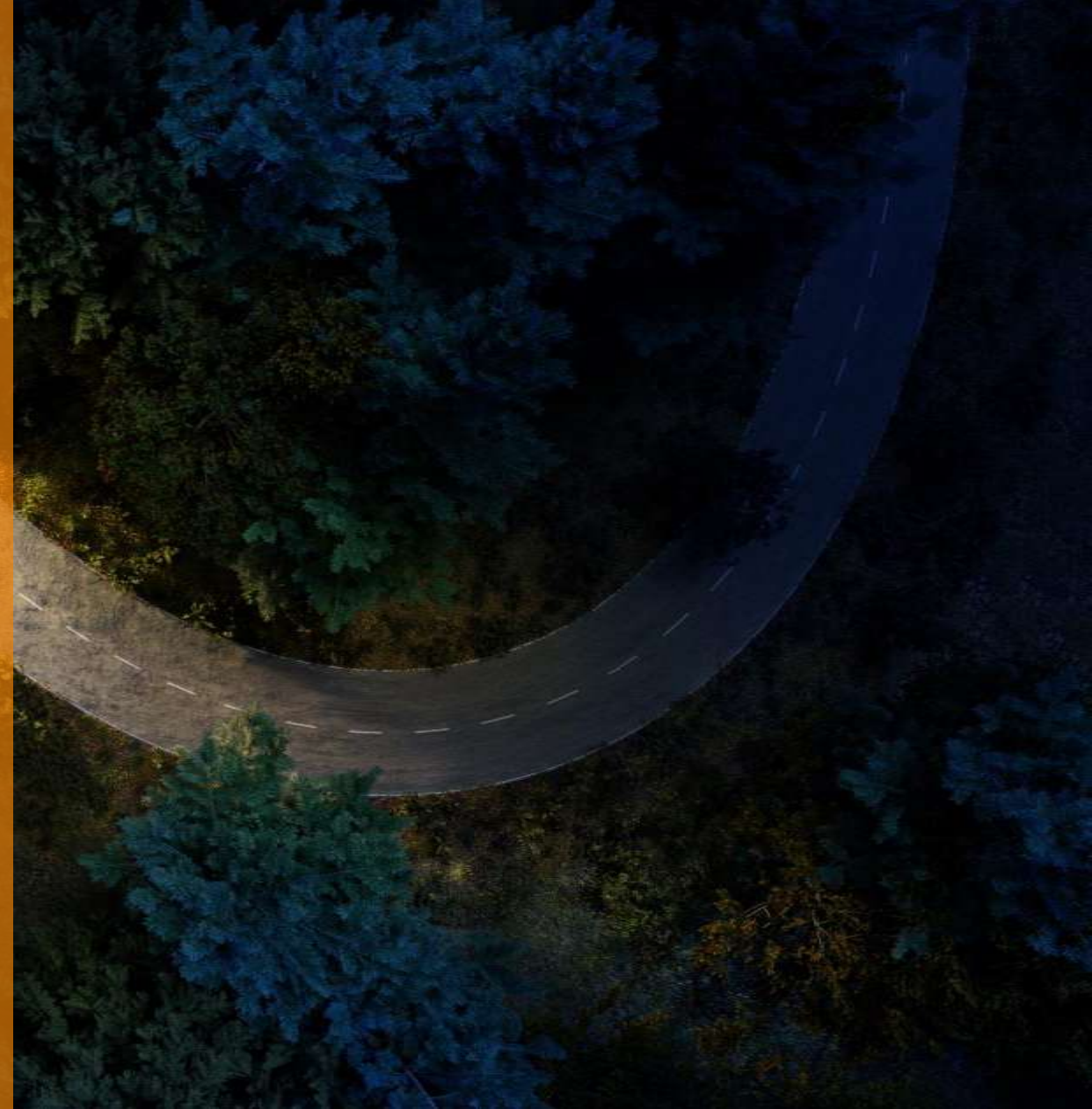
1. SEPTEMBER 2023 RESULTS

2. BALANCE SHEET

3. 2025 GOALS

4. CIE IN STOCK EXCHANGE

APPENDIX



1. SEPTEMBER 2023 RESULTS

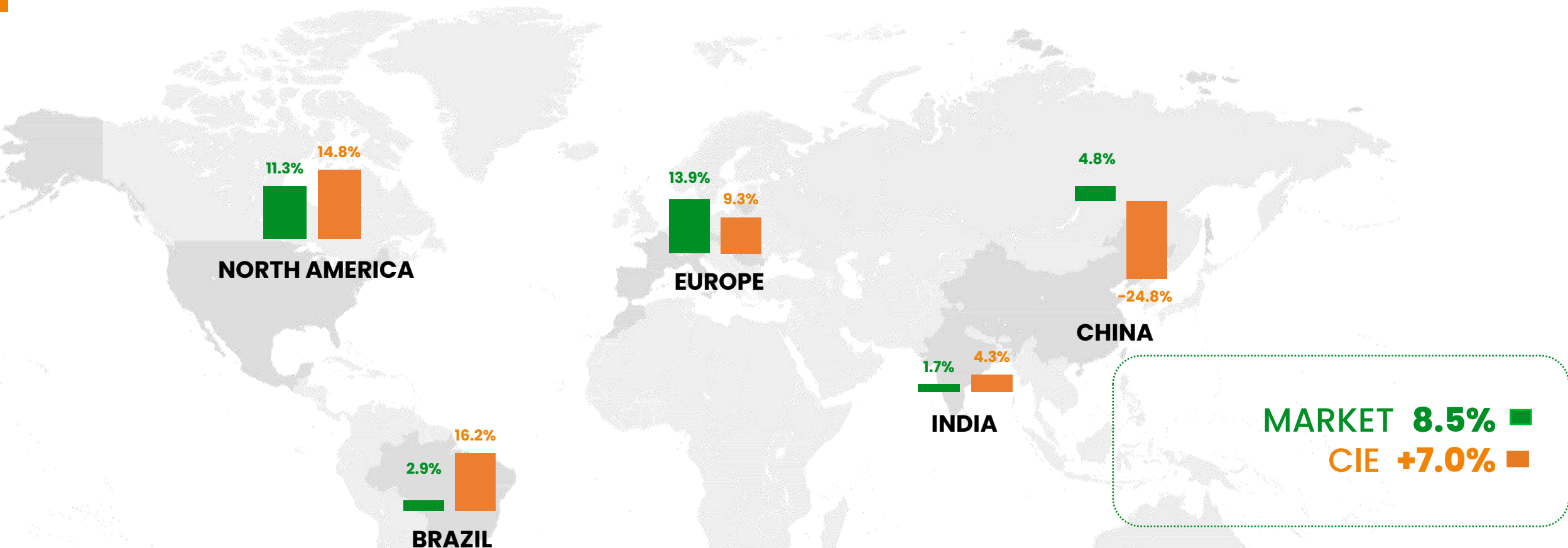
CIE AUTOMOTIVE 2023 - HIGHLIGHTS

1	TURNOVER	2,974.5 €m	+4.1% vs September 2022	CONSOLIDATED GROWTH
2	EBITDA	536.7 €m	18.0% EBITDA MARGIN vs 17.1% September 2022	STRENGTHENING OF OPERATING MARGINS
3	NET INCOME	253.5 €m	+7.6% vs September 2022	CONTINUOUS AND SUSTAINED GROWTH
4	OPERATING CASH	339.5 €m	65.5% OPERATING CASH/EBITDA	HIGH LEVEL OF CASH GENERATION
5	LIQUIDITY RESERVE	1,488 €m		STRONG LIQUIDITY POSITION WITH STRICT CASH MANAGEMENT
6	NFD/EBITDA ^(*)	1.73x	vs 2.13x September 2022	CONTINUOUS DEBT RATIOS IMPROVEMENT
7	SHARE PRICE	25.64€	+20.5% vs September 2022	TARGET PRICE CONSENSUS 32.07€

^(*) Adjusted NFD and EBITDA data considering 50% of the Chinese JV SAMAP

1. SEPTEMBER 2023 RESULTS

Sales evolution 2023 vs 2022



Constant Exchange rate

Source: Motor vehicles production IHS October 2023 (months 2023) (growth % in units).

Global market and Indian market weighted with CIE segment mix in India (PV, 2W, MHCV, tractor).

Note: In 2023 the companies Golde Bengaluru India Pvt Ltd. and Golde Pune Automotive India Private Ltd. have been transferred, as well as Billforge de México S de RL de CV, Somaschini International Inc, Somaschini North America LLC and Somaschini Realty LLC to India and North America respectively. This reclassification has not had significant impacts.

Raw material pass-through has had a negative impact of 2 to 3 points in our growth, which means that we are gaining global market share, concentrating a higher outperformance in the growing markets.

1. SEPTEMBER 2023 RESULTS

€m	30/09/2022	30/09/2023	
Turnover	2,857.2	2,974.5	+4.1%
EBITDA	487.4	536.7	+10.1%
% EBITDA / turnover	17.1%	18.0%	
EBIT	348.1	397.1	
% EBIT / turnover	12.2%	13.3%	
EBT	331.6	343.3	
Net income	235.5	253.5	+7.6%

Note: In order to provide greater transparency and clarity to the information, it is compared with the automotive data published as comparable in the consolidated financial statements published by CIE as of 30/09/2022. The information is different from that published by CIE in 2022 because, according to accounting standards, the specific impacts on the different lines of the income statement of those businesses discontinued in 2022 must be eliminated. See annex with the reconciliation at the end of this document.

Strong growth in all lines of results, despite the negative impact of foreign exchange currency impact and the high increase in interest rates. The solid improvement in operating margins stands out, in a highly inflationary market. EBIT >13%

1. Q3 2023 RESULTS

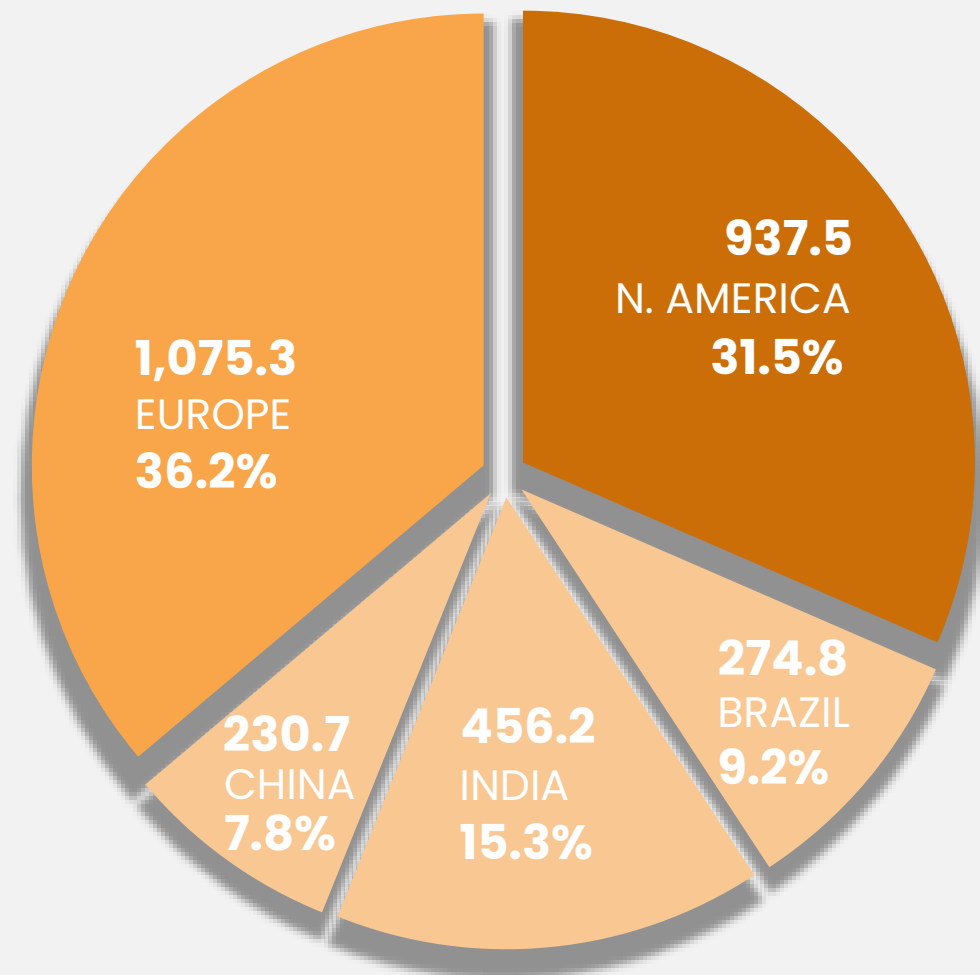
€m	Q3 2022	Q3 2023
Turnover	996.0	963.3
EBITDA	168.5	172.9
% EBITDA / turnover	16.9%	17.9%
EBIT	115.9	127.0
% EBIT / turnover	11.6%	13.2%
EBT	109.7	104.4
Net income	75.2	75.2

Note: In order to provide greater transparency and clarity to the information, it is compared with the automotive data published as comparable in the consolidated financial statements published by CIE as of 30/09/2022. The information is different from that published by CIE in 2022 because, according to accounting standards, the specific impacts on the different lines of the income statement of those businesses discontinued in 2022 must be eliminated. See annex with the reconciliation at the end of this document.

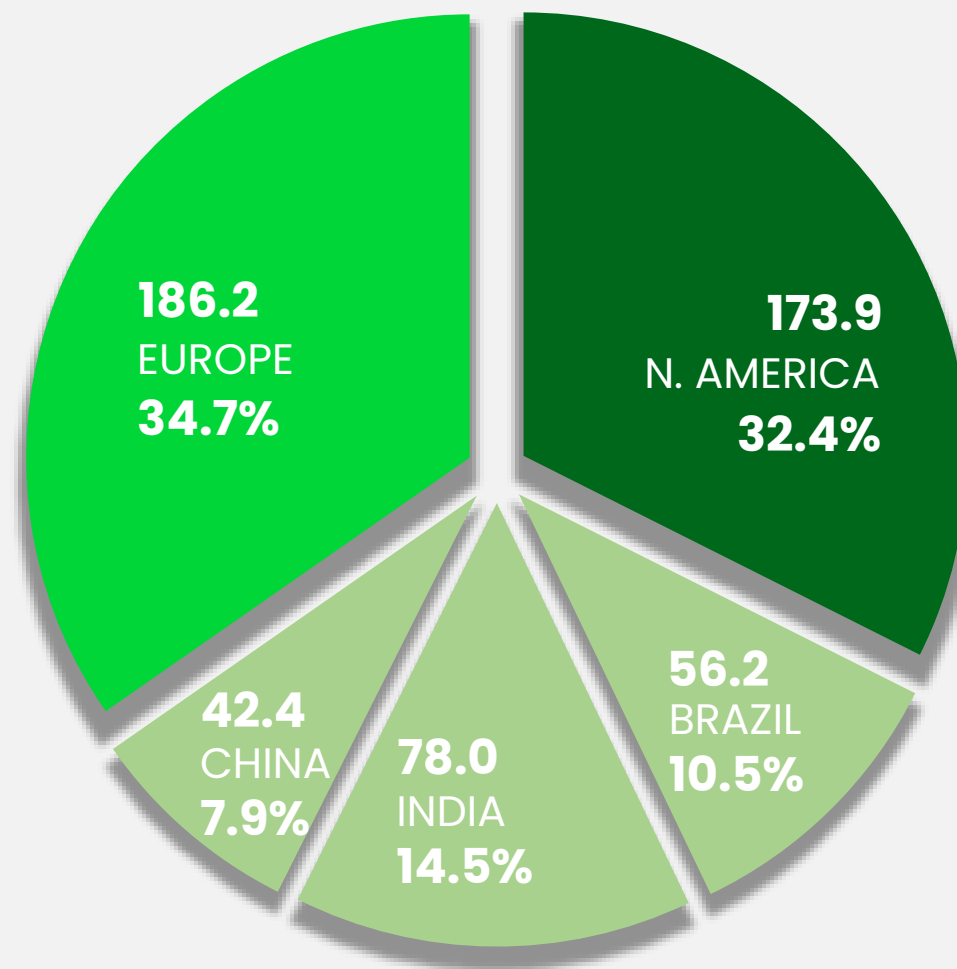
1. SEPTEMBER 2023 RESULTS

2023 Geographies contribution

TURNOVER



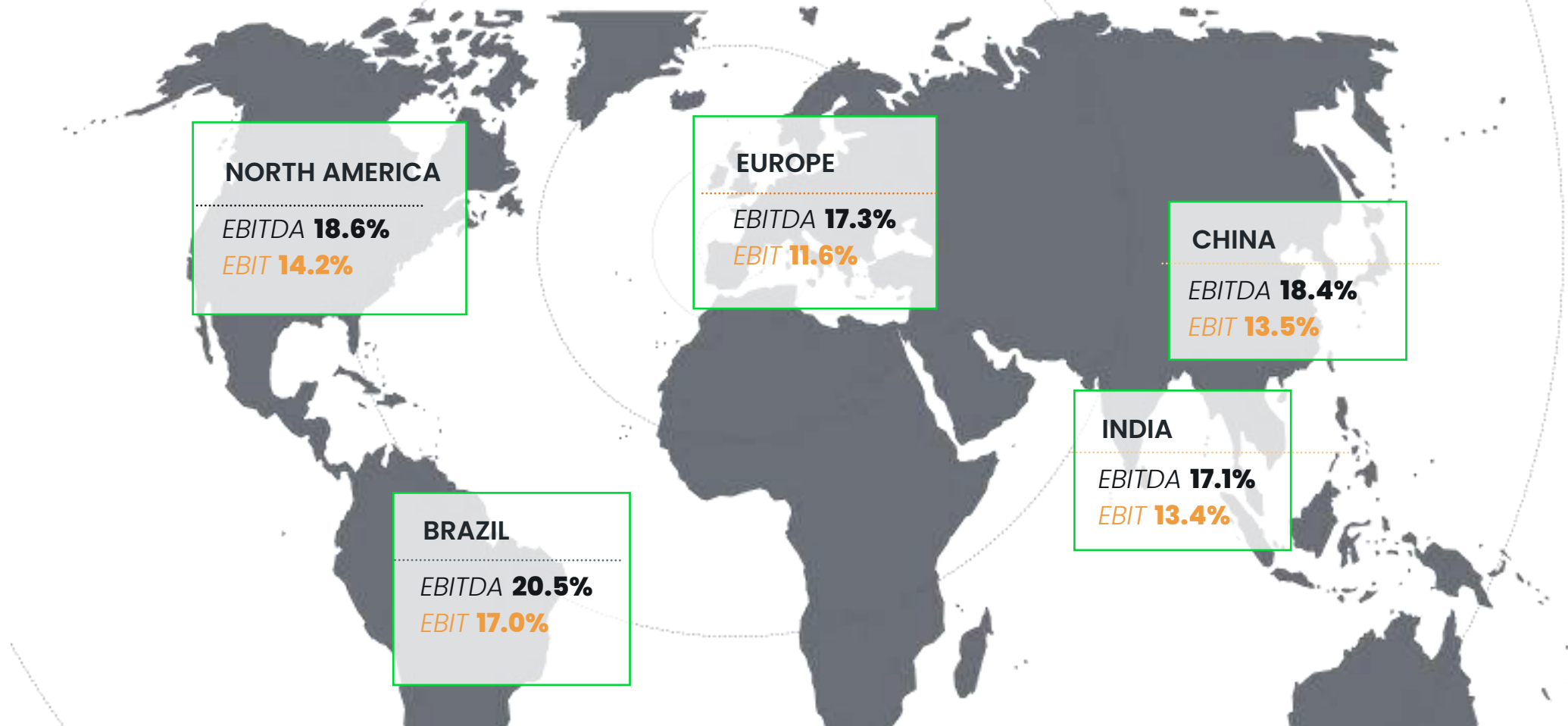
EBITDA



Data in million euro (€m)

1. SEPTEMBER 2023 RESULTS

2023 Geographies profitability



• All geographies contribute to CIE's success by reaching a minimum double-digit EBIT margin

* The reclassification of the companies Golde Bengaluru India Pvt Ltd. and Golde Pune Automotive India Private Ltd., as well as Billforge de Mexico S de RL de CV, Somaschini International Inc, Somaschini North America LLC and Somaschini Realty LLC to India and North America respectively, has not had significant impact on margins

2. BALANCE SHEET

Balance sheet evolution

€m	31/12/2022	30/09/2023
Fixed assets	3,560.8	3,599.6
Net Working Capital	(501.0)	(384.2)
TOTAL NET ASSETS	3,059.8	3,215.4
Equity	1,504.6	1,717.0
Net Financial Debt	1,289.8	1,217.4
Others (net)	265.4	281.0
TOTAL NET LIABILITIES	3,059.8	3,215.4
Non-recourse factoring	324.5 €m	344.3 €m

2. BALANCE SHEET

Cash Flow September 2023

€m

EBITDA	536.7
Financial Expenses	(56.3)
Maintenance Capex	(63.8)
Tax Payments	(58.4)
IFRS 16 Leases ⁽¹⁾	(18.7)
OPERATING CASH FLOW	339.5
% EBITDA ⁽²⁾	65.5%
Growing Capex	(83.5)
Net Working Capital Variation	(66.8)
Other movements	0.2
OPERATING FINANCIAL CASH FLOW	189.4
Business combinations ⁽³⁾	(10.8)
Payment of dividends and own shares transactions	(106.2)
FINANCIAL CASH FLOW	72.4

(1) Payment of rental fees registered in EBITDA according to the application of IFRS 16 standard.

(2) Operating Cash Flow on the value of EBITDA corrected with the effect of the IFRS 16 standard.

(3) Acquisition of the Brazilian company Iber-Oleff Brasil Ltda.

(*) Adjusted NFD and EBITDA data considering 50% of the Chinese JV SAMAP.

€m	30/09/2022	31/12/2022	30/09/2023
NFD	1,393.8	1,289.8	1,217.4
Adjusted NFD ^(*)	1,372.2	1,270.0	1,196.7
NFD/EBITDA^(*)	2.13X	1.98X	1.73X

Debt ratios improvement and operating financial cash flow generation with very high shareholder remuneration

2. BALANCE SHEET

Financial position

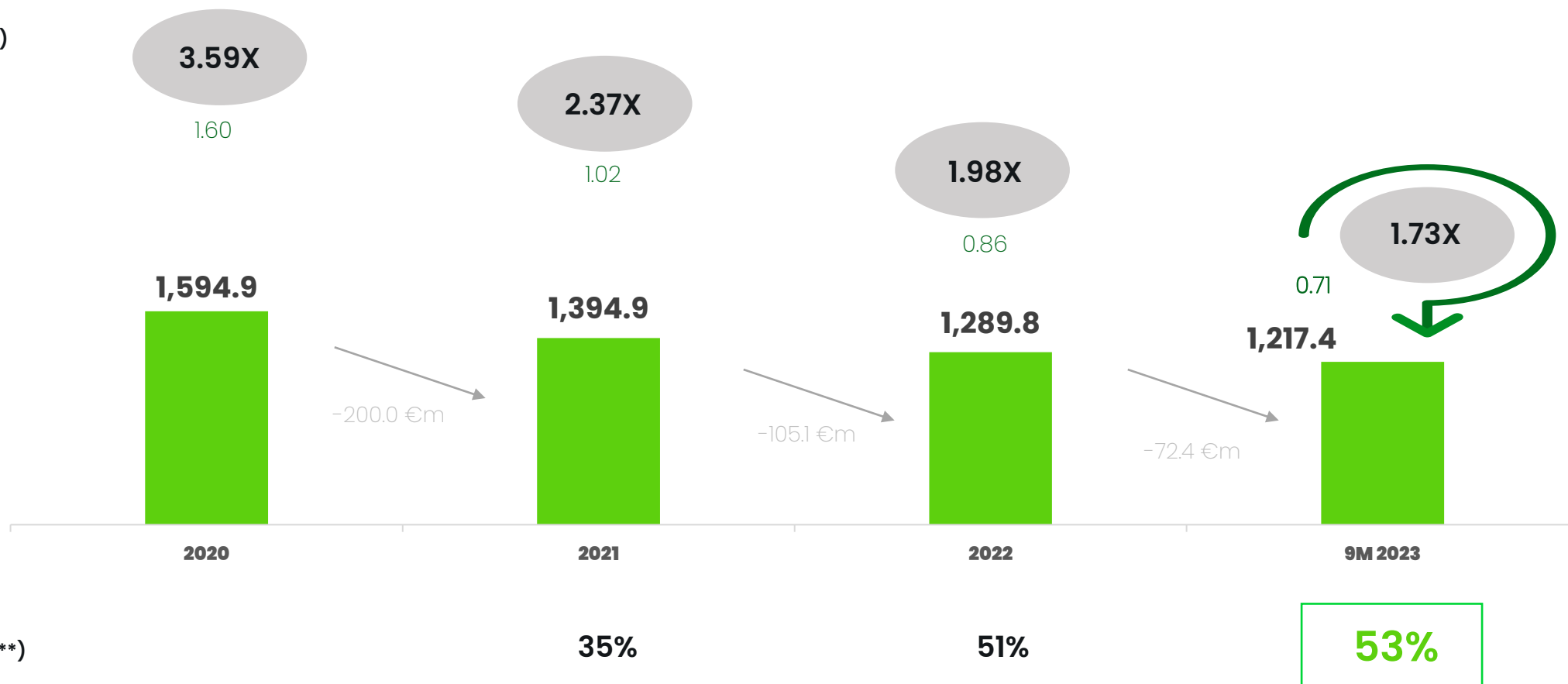
STRENGTHENING OUR FINANCIAL POSITION

NFD/EBITDA (*)

NFD/Equity

NFD

GFD at fixed interest rate (**)

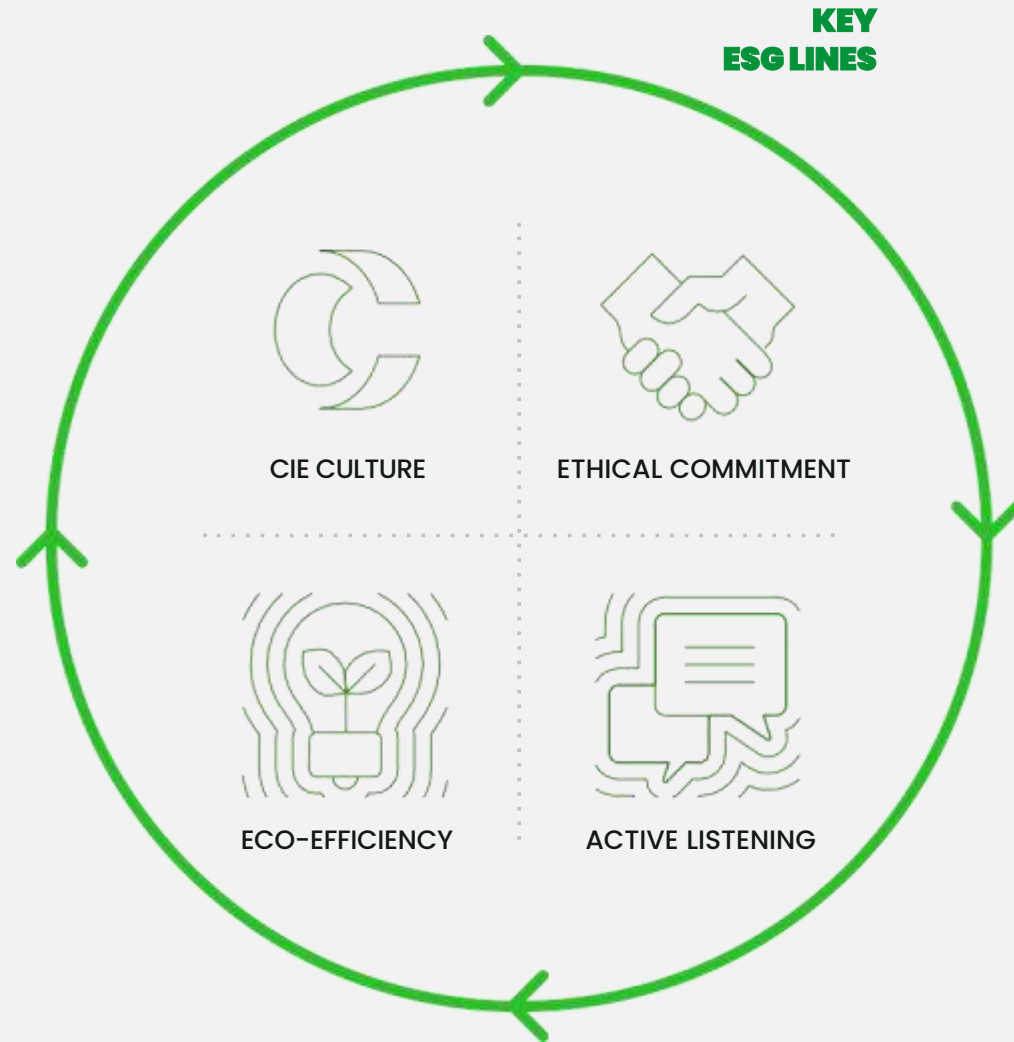
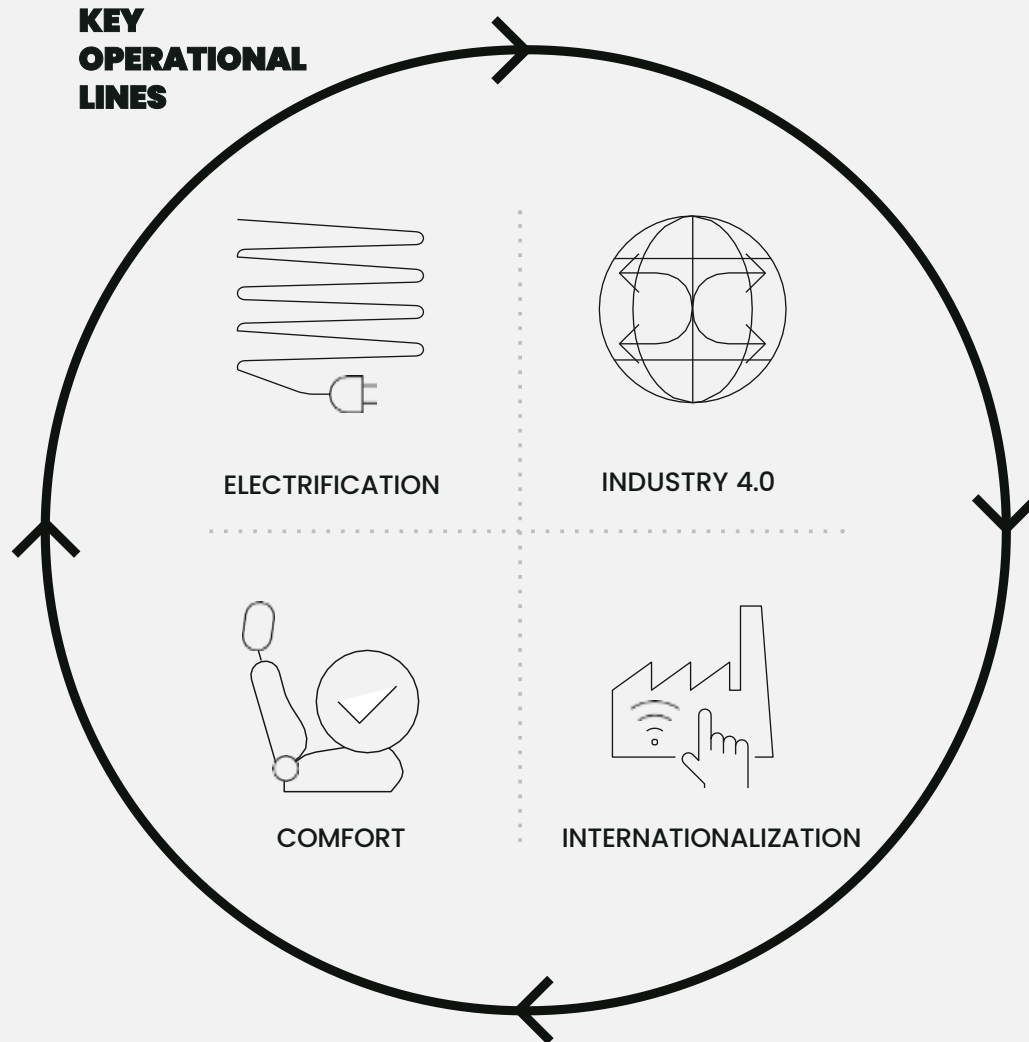


(*) Adjusted NFD and EBITDA data considering 50% of the Chinese JV SAMAP

(**) Gross financial debt (GFD) at fixed interest rate

3. 2025 GOALS

Strategic Lines



3. 2025 GOALS

Operational commitments 2025

OPERATIONAL COMMITMENTS 2025

1

Revenue growth
≈20 percentage points above market growth over the five-year period

2

An EBITDA margin exceeding **19% in 2025**

3

CAPEX of **≈€1 billion** over the five-year period, **≈5%** of revenue per year

4

Annual income **Tax payment** of **≈2% of revenue**

5

Sustained generation of cash from operations equivalent to **≈65%** of EBITDA. **≈€500 million** starting in 2025.

* The above guidance was determined assuming the existing consolidation scope and revenues at constant exchange rates and without pass-through.

Operational commitments 2025

✓ Due to the positive evolution of the Plan and to our good perspectives for the coming years, we can confirm the maintenance of all our 2025 commitments.

*Furthermore, we confirm that thanks to our cash generation capacity, **we could invest up to €1,500m** without exceeding 2x NFD/EBITDA at the end of the Plan. This investment may be used for **any type of corporate operation** (M&A, buy-back, purchase of minority stakes...); whichever maximizes the generation of value at any given time.*

3. 2025 GOALS

ESG Commitment – New 2025 environmental commitment



We secure the short term with the current KPIs till 2025



Project Supply Chain Race to Zero



SBTi alignment



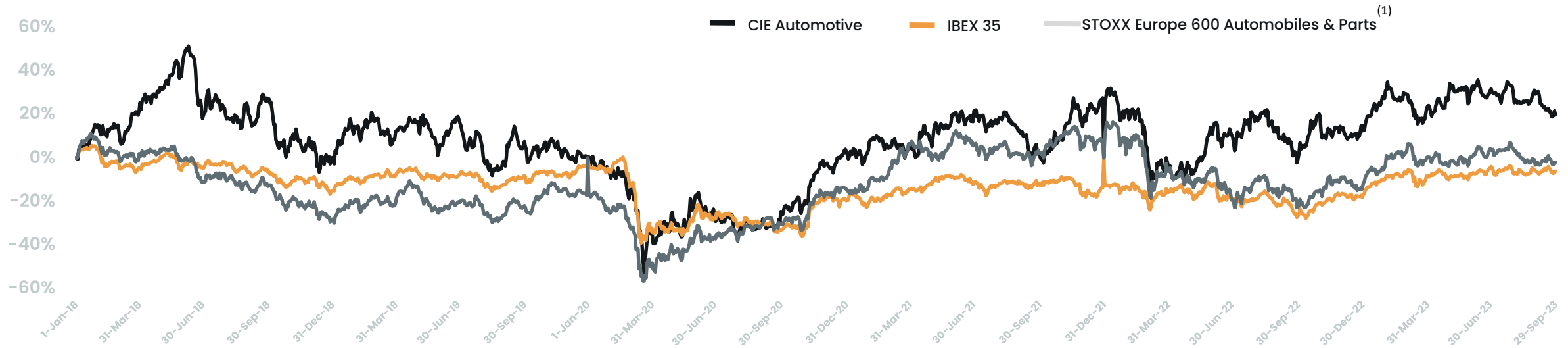
Limit global warming to 1.5°C



Carbon neutrality in 2050

4. CIE IN STOCK EXCHANGE

Share Price Performance CIE Automotive



During 2020, the pandemic severely impacted CIE Automotive's stock. 2021 added to pandemic bottlenecks, shortages and inflation in the supply chain (semiconductors, raw materials, freights, energy, labor force...). In 2022 the complex environment increased (invasion of Ukraine, China's "Zero Covid" policy, soaring inflation, rising interest rates...), which has led to an indiscriminate stock market correction in the sector.

Despite this adverse context, CIE Automotive delivered excellent results quarter after quarter, once again confirming its resilience and consolidating its position on the podium of the industry's most profitable companies with the best future.

However, it is clear that there is a growing discrepancy between the undisputed value generation of the company and the current share price, which is increasingly out of line with the fundamental value of the project, as our analysts unanimously agree.

(1) STOXX Europe 600 Automobiles & Parts is composed of: OEMS: BMW ST, Mercedes Benz Group, Ferrari NV, Stellantis, Porsche, Renault, Volkswagen. SUPPLIERS: Forvia, Continental AG, Michelin, Nokian, Plastic Omnium, Rheinmetall, Schaeffler, Valeo.

Alternative performance measurement (APMS)

PERFORMANCE MEASURES	DEFINITION
EBITDA	Net Operating Income + Depreciation
Adjusted EBITDA	Annualized EBITDA of 12 last months in those companies incorporated to the perimeter during the period. It includes 50% of the EBITDA of Chinese JV SAMAP, which is based on the current agreements with the partner, is consolidated by the equity method.
EBIT	Net Operating Income.
EBT	Earnings before taxes.
Net Income	Recurrent profit attributable to the company's shareholders.
Net Financial Debt (NFD)	Debt with banks and other financial institutions – Cash and equivalents – Other Financial Assets.
Adjusted Net Financial Debt	Net Financial Debt including 50% of Chinese JV SAMAP net financial debt, consolidated by the equity method as per the current partner agreements reached.
Gross Financial Debt (GFD)	Debt with banks and other financial institutions.

SEPTEMBER 2022 PROFIT COMPARABLE

	€m	SEPTEMBER CIE P&L PUBLISHED IN 2022 ⁽¹⁾	INTERRUPTION ADJUSTMENT	2022 SEPTEMBER CIE P&L COMPARABLE ⁽²⁾
Turnover		3,032.6	(175.4)	2,857.2
EBITDA		495.3	(7.9)	487.4
EBIT		350.6	(2.6)	348.1
EBT		332.4	(0.8)	331.6
<i>Tax expense</i>		<i>(69.2)</i>	0.2	<i>(69.0)</i>
<i>Discontinued Activities</i>		<i>1.7</i>	0.6	<i>2.2</i>
Profit for the year		264.9	0	264.9
<i>Attributable to non-controlling interests</i>		<i>(29.4)</i>	0	<i>(29.4)</i>
Net Income		235.5	0	235.5

(1) CIE Group income statement published on 30/09/2022.

(2) CIE Group income statement on 30/09/2022 as comparable considering the interruption of the German forging business.

Q3 2022 PROFIT COMPARABLE

	€m	Q3 CIE P&L PUBLISHED IN 2022 ⁽¹⁾	INTERRUPTION ADJUSTMENT	2022 Q3 CIE P&L COMPARABLE ⁽²⁾
Turnover		1,056.1	(60.1)	996.0
EBITDA		171.5	(3.0)	168.5
EBIT		117.1	(1.2)	115.9
EBT		110.2	(0.5)	109.7
<i>Tax expense</i>		<i>(25.8)</i>	0.0	<i>(25.8)</i>
<i>Discontinued Activities</i>		<i>0.7</i>	0.4	<i>1.2</i>
Profit for the year		85.1	0	85.1
<i>Attributable to non-controlling interests</i>		<i>(9.9)</i>	0	<i>(9.9)</i>
Net Income		75.2	0	75.2

(1) CIE Group income statement published on third quarter 2022.

(2) CIE Group income statement on third quarter 2022 as comparable considering the interruption of the German forging business.

