VITESCO TECHNOLOGIES

FACTBOOK Q2 2024

Regensburg, 08.08.2024

Public

DISCLAIMER

This presentation may contain forward-looking statements, estimates, opinions and projections with respect to anticipated future performance of Vitesco Technologies Group AG. These forward-looking statements can be recognized by terms such as “expects”, “anticipates”, “intends”, “plans”, “believes”, “seeks”, “estimates”, “will” or words with similar meaning. Vitesco Technologies Group AG has made such forward-looking statements on the basis of the information available to it and assumptions it believes to be reasonable. The forward-looking statements and information may involve risks and uncertainties, and actual results may differ materially from those forecasts. Forward-looking statements should not be read as guarantees of future performance or results and will not necessarily be accurate indications of whether or not such results will be achieved. Any forward-looking statements included herein only speak as at the date of this presentation. Vitesco Technologies Group AG does not assume any obligation to update such forward-looking statements and to adapt them to future events or developments.

This presentation includes certain financial measures such as EBIT, adjusted EBIT, adjusted EBITDA, order intake or net debt, which are not defined by International Financial Reporting Standards (IFRS). These alternative performance measures should be considered in addition, but not as a substitute for the information prepared in accordance with IFRS. Alternative performance measures are not subject to IFRS or other generally accepted accounting principles. Other companies that report similarly titled alternative performance measures may calculate them differently. An explanation of the alternative performance measures can be found in the annual report of Vitesco Technologies Group AG. Rounding differences may occur for arithmetical reasons.

This presentation is for information purposes only. It is not intended to constitute investment advice or an offer to sell, or a solicitation to buy, any securities.

BUILDING AN ELECTRIFICATION POWERHOUSE

1 OVERVIEW VITESCO TECHNOLOGIES

AN OVERVIEW OF VITESCO TECHNOLOGIES

€9.2 billion
FY2023 sales

~35,500
employees

1,313
€ million total **electrification sales** during FY 2023

85
€ million **free cash flow** during FY 2023

3.7
% adjusted EBIT – supported by profitability improvements across our entire portfolio

Leading global provider
of propulsion solutions to make driving more **efficient, cleaner and convenient**

Electrification pioneer
with **>10 years of field experience** and a portfolio covering all major **current and future scenarios**

Electronics champion
with strong DNA in **electronics, software and mechatronics**

Strong position
in **electronic control systems, sensing technologies** and **actuators**

Source: Company information

vitesco TECHNOLOGIES

EXECUTIVE BOARD OF VITESCO TECHNOLOGIES

August 1, 2024

EXECUTIVE BOARD

Chief Executive Officer (CEO)
Andreas Wolf

Chief Financial Officer (CFO)
Sabine Nitzsche

Division Electrification Solutions
Thomas Stierle

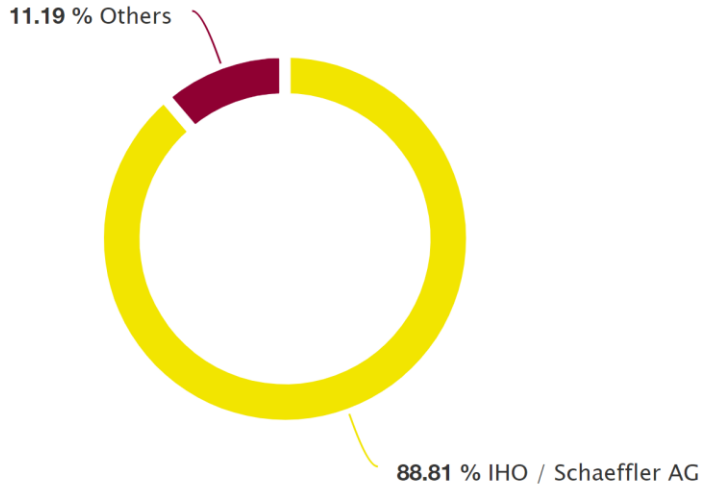
Integrity & Law
Stephan Rölleke

Division Powertrain Solutions
Klaus Hau

vitesco TECHNOLOGIES

DETAILS ABOUT THE VITESCO TECHNOLOGIES SHARE

Shareholder structure



Total number of shares outstanding

40,021,196 Shares

Subscribed capital

100,052,990 Euro

Par value per share

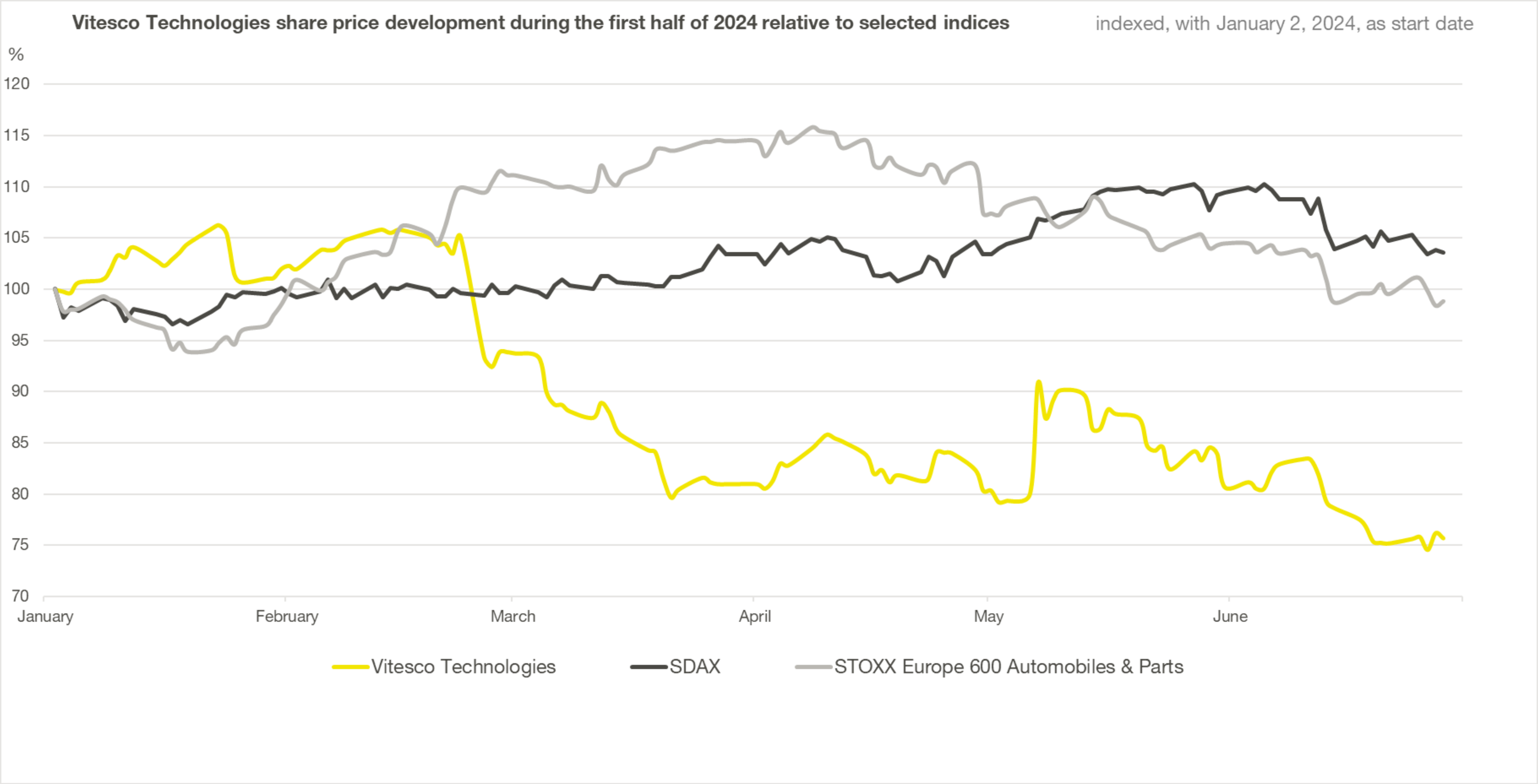
2.50 Euro

Market segment

Prime Standard of Frankfurt Stock Exchange

Status: August 8, 2024

RELATIVE SHARE PRICE DEVELOPMENT STARTING 2024

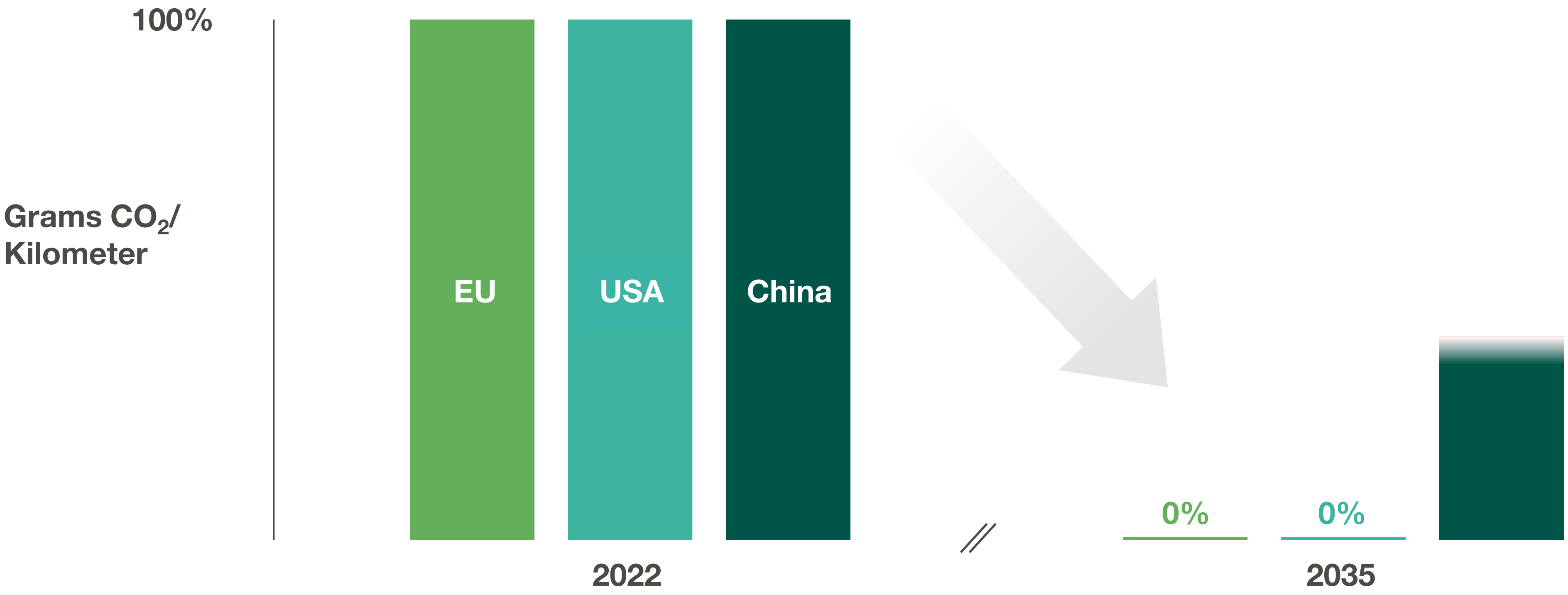


Share price development from January 1, 2024, until June 30, 2024

2 MARKET OUTLOOK

LEGISLATION WILL CONTINUOUSLY FOCUS ON ELIMINATING CO2 EMISSIONS AND SHAPING FUTURE VEHICLE MARKETS

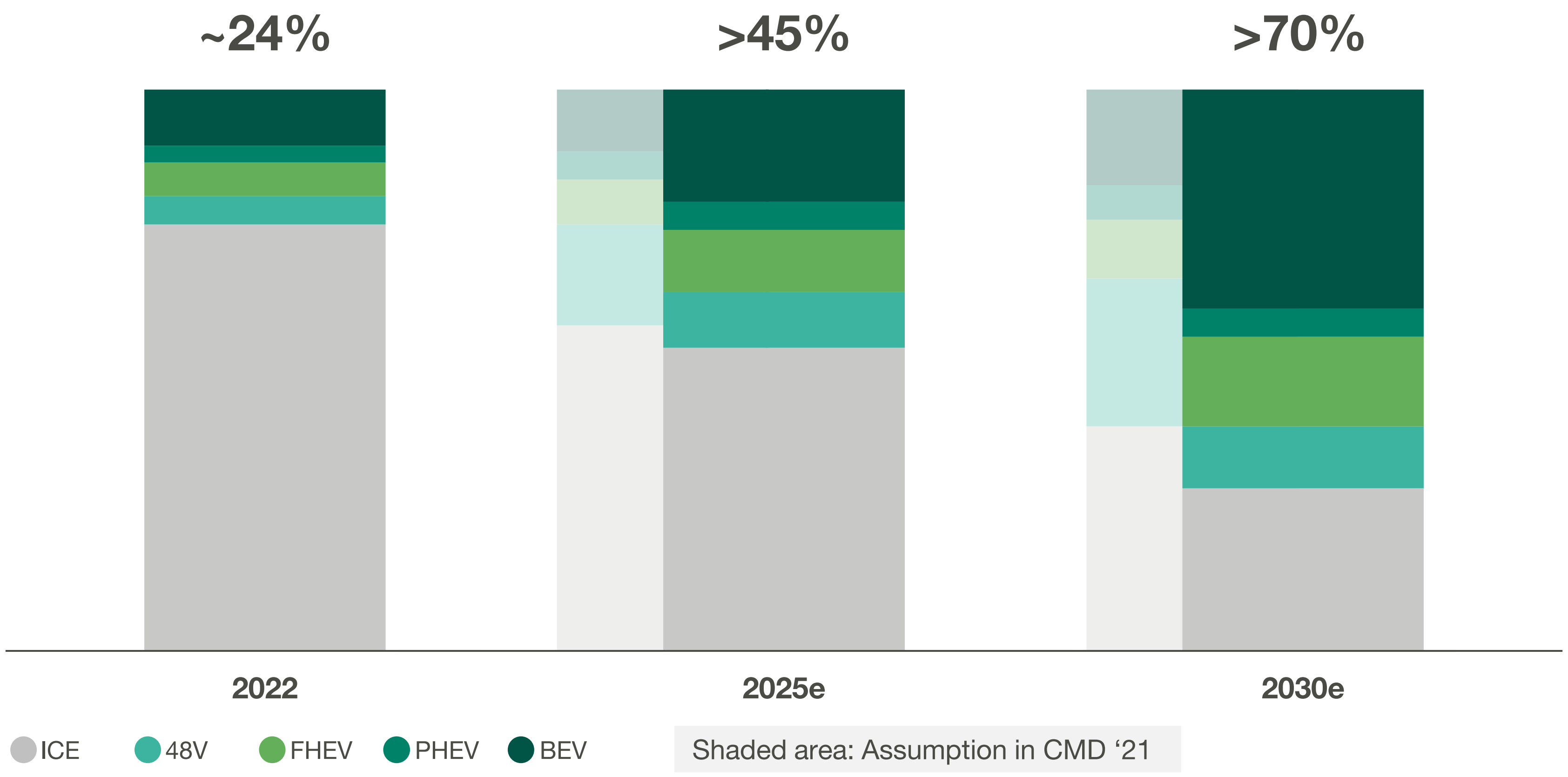
Passenger car fleet CO_2 emission regulation



Sources: EU: EU monitoring data, CO_2 emission performance standards Regulation EU 2019/63,1; EU “Fit for 55” Package. USA: US EPA 2021 Automotive Trend Report, EPA Final GHG emission rule 2021. China: Internal information.
Note: Data is not directly comparable as different test procedures apply.

THE TREND TOWARD ELECTRIFICATION HAS ACCELERATED EVEN FURTHER

Electrification share in global light vehicle production



>80%

increase in BEV penetration in 2025[1]

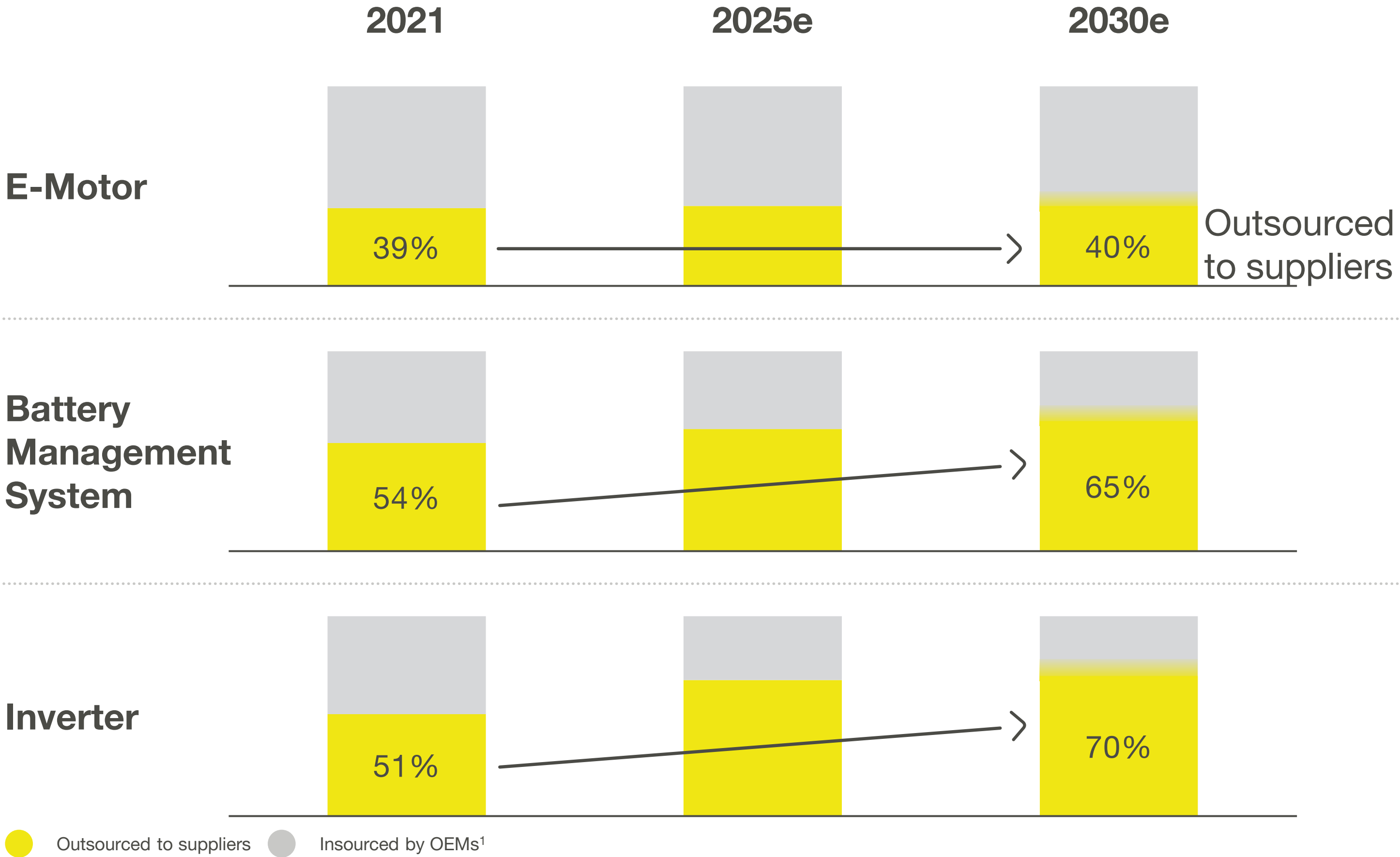
>120%

increase in BEV penetration in 2030[1]

Source: Current assumption based on S&P Global Mobility, Light Vehicle Powertrain Forecast (08/2022 and 03/2023). Previous assumption based on Roland Berger, "Powertrain Market" Study, 12/2020.
BEV: Battery Electric Vehicle. PHEV: Plug-in Hybrid Electric Vehicle. FHEV: Full Hybrid Electric Vehicle. ICE: Internal Combustion Engine.
[1] Increase in BEV penetration refers to current assumption compared to assumption from previous CMD for the same period.

ELECTRIC COMPONENTS WILL LARGELY REMAIN OUTSOURCED TO SUPPLIERS BY 2025 AND BEYOND

Expectation for share of BEV components sourced from suppliers



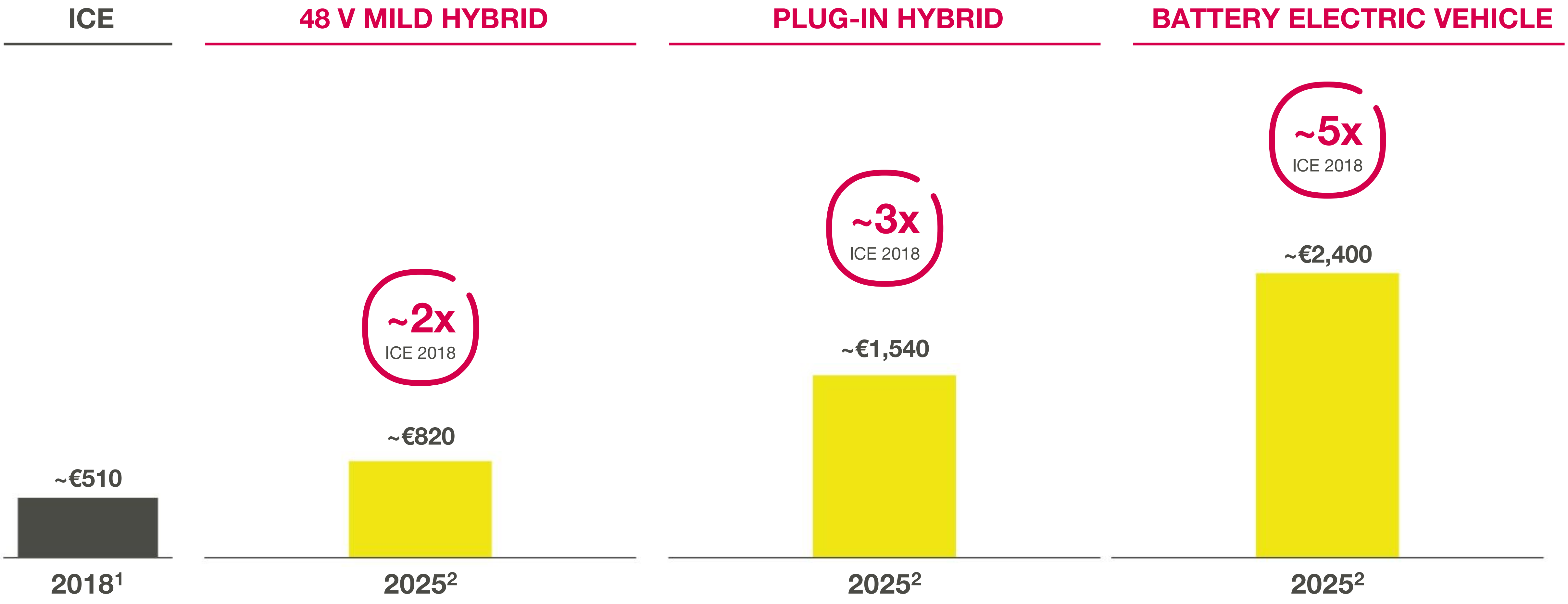
Outsourced volume will increase between 8x to 11x

	2021	2025e	2030e
E-Motor	~2 mn	~9 mn	~20 mn
Battery Management System	~3 mn	~11 mn	~25 mn
Inverter	~3 mn	~15 mn	~34 mn

Source: Company estimates. 2030 is based on the assumption of a consistent sourcing strategy from OEMs compared to 2025e.
Notes: [1] Suppliers may still deliver components (e.g., power module or stator or rotor) since OEMs production are typically not fully vertically integrated.

vitesco TECHNOLOGIES

VITESCO TECHNOLOGIES PORTFOLIO OFFERS SUPERIOR CONTENT PER VEHICLE OPPORTUNITIES



Notes: ICE: Internal Combustion Engine. CPV: Content Per Vehicle.
Source: [1] Company estimate based on expert studies prepared in cooperation with Vitesco Technologies. Reflects the CPV opportunity for the portfolio offering in 2018.
[2] Roland Berger, "Powertrain Market" Study, 12/2020. Reflects the CPV opportunity for the current portfolio offering.

3 STRATEGIC SETUP

POWERTRAIN SOLUTIONS DELIVERS CASH AND VALUE FOR THE TRANSFORMATION

- Cash generation and high profitability for our self-funded transformation
- Leveraging our products with leading market position
- Re-deploying existing technologies into new product applications
- Growing our aftermarket and 2-wheeler business
- Phasing out non-core technologies and Contract Manufacturing

Actuation

Sensorics & Controls

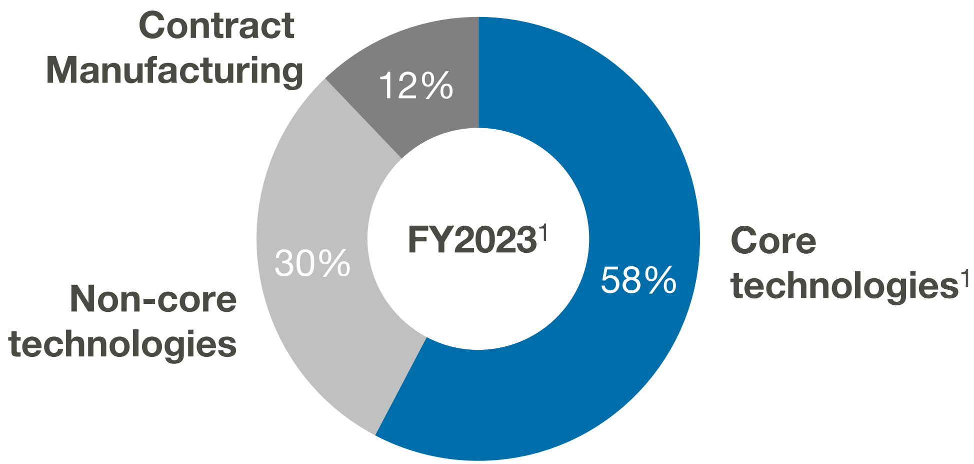
Hydraulics & Turbocharger

Aftermarket & Non-Automotive

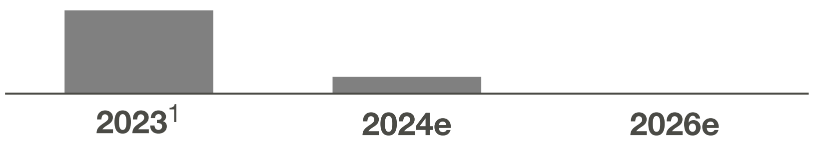
vitesco TECHNOLOGIES

PHASE-OUT OF NON-CORE TECHNOLOGIES AND CONTRACT MANUFACTURING IS WELL ON TRACK

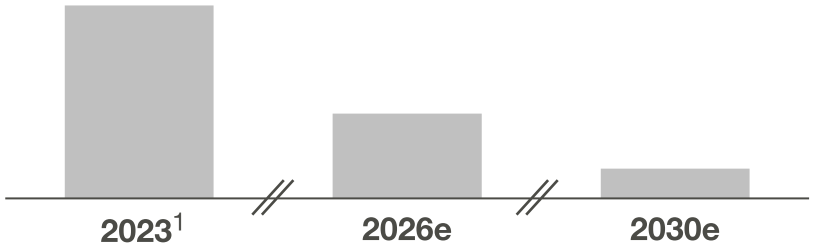
Sales distribution of Powertrain Solutions division



Contract Manufacturing



Non-core technologies



Contract Manufacturing phase-out to be completed in 2026

Strong swing from negative to positive cash conversion of non-core technologies

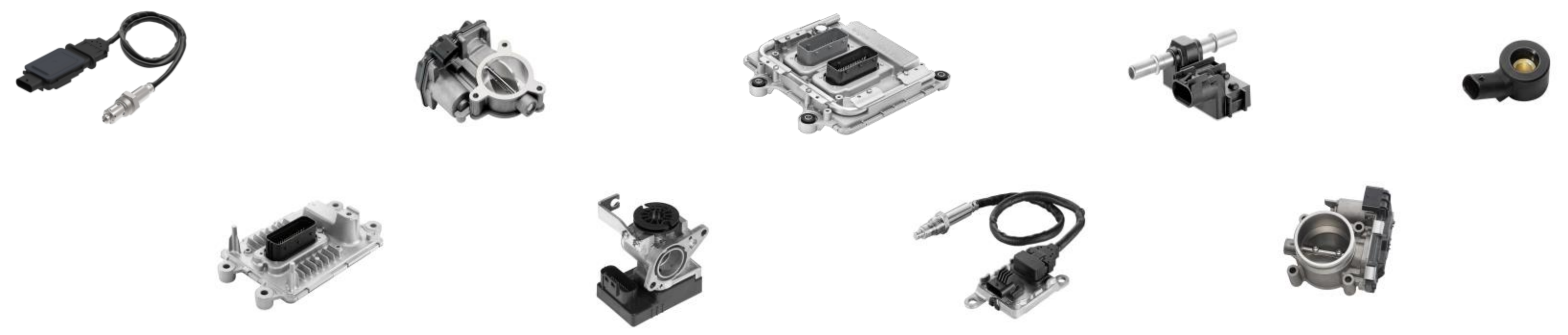
Phase-out supported by divestiture activities amounting to €500 million yearly sales[2] in total – fully effective from FY2024 onwards

[1] Already considering closing of Catalysts & Filters product line divestment. Calculations on a pro forma basis. [2] Since listing in September 2021.

vitesco TECHNOLOGIES

POWERTRAIN PORTFOLIO CONTRIBUTES STRONGLY TO A CLEAN AND EFFICIENT MOBILITY

Leading market position products contributing to clean and efficient mobility



Profitability of Powertrain Solutions Division

>10% Double-digit adj. EBIT[2] margin in 2026e

Vitesco business is resilient and ensures a sustainable cash generation

>75% Cash conversion rate in 2023[3]

Leveraging products with leading market position

>60 mn New vehicles with combustion engine even in 2030e[1]

>15% CAGR Strong aftermarket sales growth[2] driven by ICE vehicles in operation

>€1 bn Commercial vehicles sales[4]

ICE: Internal Combustion Engine. [1] Source: S&P Global Mobility, Light Vehicle Powertrain Forecast (08/2022). S&P Global Mobility, Medium/Heavy CV Engine Production Forecast (07/2022). Company estimates.
[2] From FY 2021 to FY 2026e. [3] Defined as (Adj. EBITDA – Capex) / Adj. EBITDA. Already considering closing of Catalysts & Filters product line divestment. Calculations on a pro forma basis. [4] In FY 2021

vitesco TECHNOLOGIES

DIVISIONAL SETUP WILL ENSURE THE FUTURE SUCCESS OF VITESCO TECHNOLOGIES

Division
Powertrain Solutions

↓

Value & Cash

Division
Electrification Solutions

↓

Growth & Profitability

ELECTRIFICATION SOLUTIONS MAKES MOBILITY CLEAN, SAFE AND AFFORDABLE

- Adapting to the highly dynamic e-market
- Securing order intake for profitable growth
- Transforming our workforce from combustion to electrification
- Executing safe product launches globally
- Leveraging our expertise to power more innovation

Electric Drive Systems


Integrated Axle Drive


48V Mild-Hybrid Drives


Thermal Management Solutions

Controls


Inverter


High Voltage Box


Master/Zone Controllers


Battery Management System


DC/DC Converter


Gasoline Engine Control Unit


Transmission Control Unit

vitesco TECHNOLOGIES

FULL SYSTEM SUPPLIER WITH MORE THAN 15 YEARS OF EXPERIENCE IN ELECTRIFIED PROPULSION

Systems and components for the powertrain of battery electric vehicles

- Master/Zone Controller ✓
- Inverter ✓
- Electric Machine ✓

- Battery Management System ✓
- DC/DC Converter ✓
- On-Board Charger ✓

- Thermal Management ✓

✓ Included in Vitesco Technologies' portfolio

› Component is part of integrated system

- Solutions for 400V and 800V architectures
- Propulsion scenario agnostic product design covers also mild, full and plug-in hybrids
- Modular solutions with tailormade interfaces to meet our customers' demand
- Extensive expertise in system and software development across all products

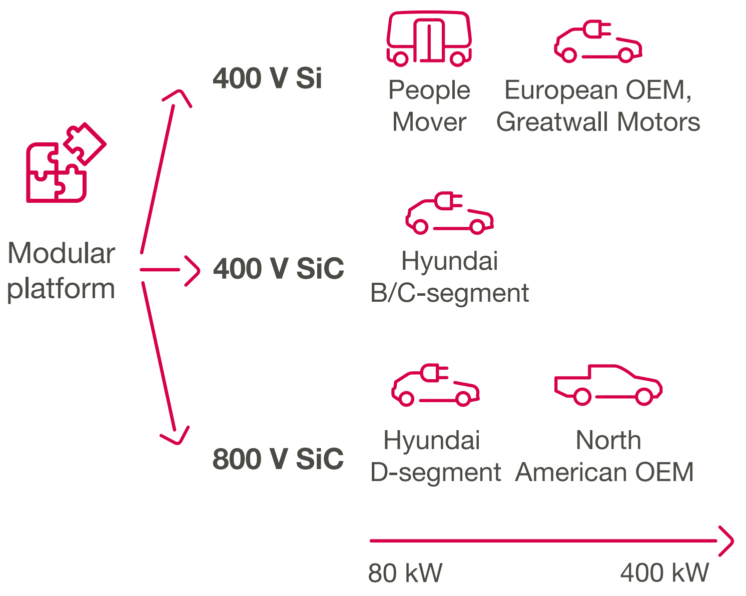
Source: Company information. DC: Direct Current.

vitesco TECHNOLOGIES

OUR DNA: WE USE OUR ELECTRONICS EXPERTISE TO DRIVE MODULAR AND SCALABLE SYSTEMS AND COMPONENTS

Modular & scalable platforms: our 4th generation inverter

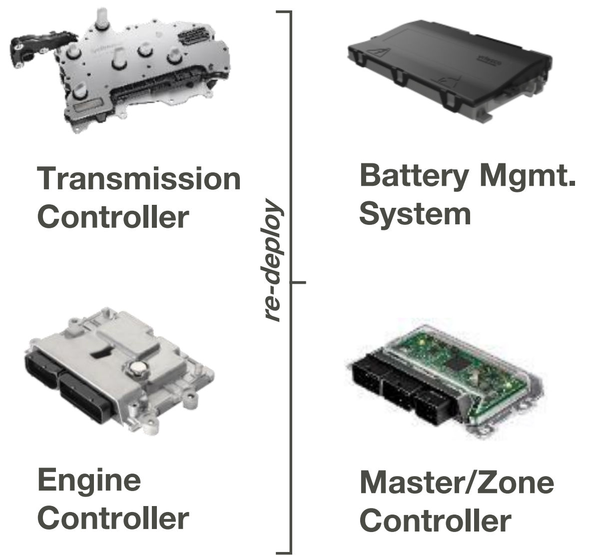
- Stand-alone and axle drive integrated
- Capability to power magnet and magnet-free motors
- Power modules with Si and SiC
- 400V / 800V readiness, in same package



More than 30 years of expertise in electronics, software and systems

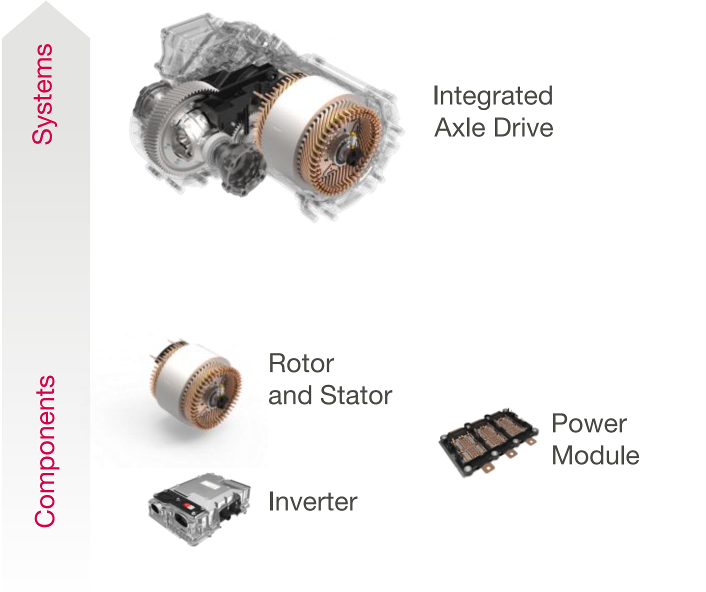
- 9 out of 10 top OEMs rely on our control units[1]
- >400 mn electronic units shipped to the market

Re-deployment in manufacturing and HW & SW modules



Flexible business models: from components to systems

- For any customer sourcing strategy: Attractive solutions covering components and complete systems



HW: Hardware. SW: Software.
[1] Top 10 OEM per volume in 2021 worldwide.

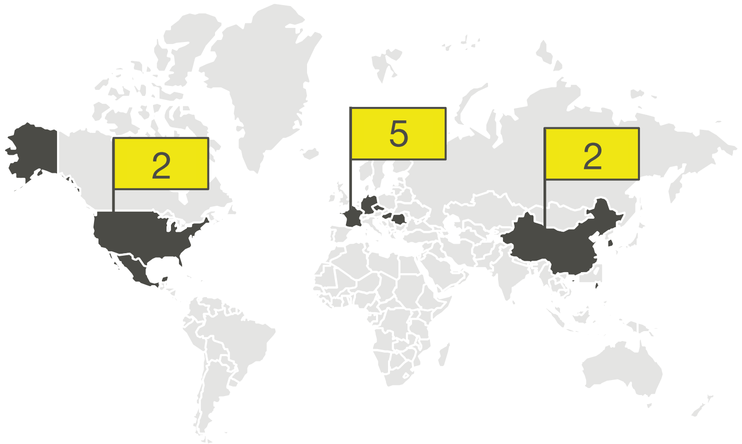
vitesco TECHNOLOGIES

OUR PLAN: WE AIM FOR SUCCESSFUL EXECUTION EXCELLENCE FROM EVERY ANGLE

We produce in the market, for the market

>80% — **Local for local** production

29 — New **electrification production lines** installed in 2021 and 2022[1]



Our transformation benefits from well-established global supply chains

>90% — Electrification supplier need covered by existing supplier base

>4.5 mn — Vehicles equipped with our electrification solutions[2]

90% — Electronics, electromechanics & metal parts share of total purchasing volume[3]

Electronics

30+ years production experience

Mechanics

10+ years production experience[3]

We continuously improve project execution along the product life cycle

Serial Production

R&D efficiency
Implementation of agile methodology to system and software scope

Development

Project safeguarding
Quote maturity assessment for all main platforms resulting in significantly improved project-first-time-right rate

Aquisition

Project excellence
Leadership team members support as champion for key projects

Note: Flags represent the number of Electrification Solutions division' production locations in the respective regions.
[1] Production of certain products requires more than one production line. [2] As of 12/2022. [3] Mechanics related to electrification products.

vitesco TECHNOLOGIES

STRATEGIC INITIATIVES ACCELERATE OUR TRANSFORMATION AND SECURE FURTHER GROWTH POTENTIAL

vitesco TECHNOLOGIES

Supplier Partnerships[1]

Securing silicon carbide (SiC) **supply capacity** of almost **€3 billion** to enable anticipated enormous growth in electrification

- Further **diversification** of **supplier base** regarding future production capacity of important SiC components
- Access to key semiconductor technology from onsemi by **investing in production capacity** and signing a **long-term supply agreement**
- Already existing **development partnership** with Rohm further **intensified** with additional supply agreement

onsemi | ROHM SEMICONDUCTOR

ICE Divestments[2]

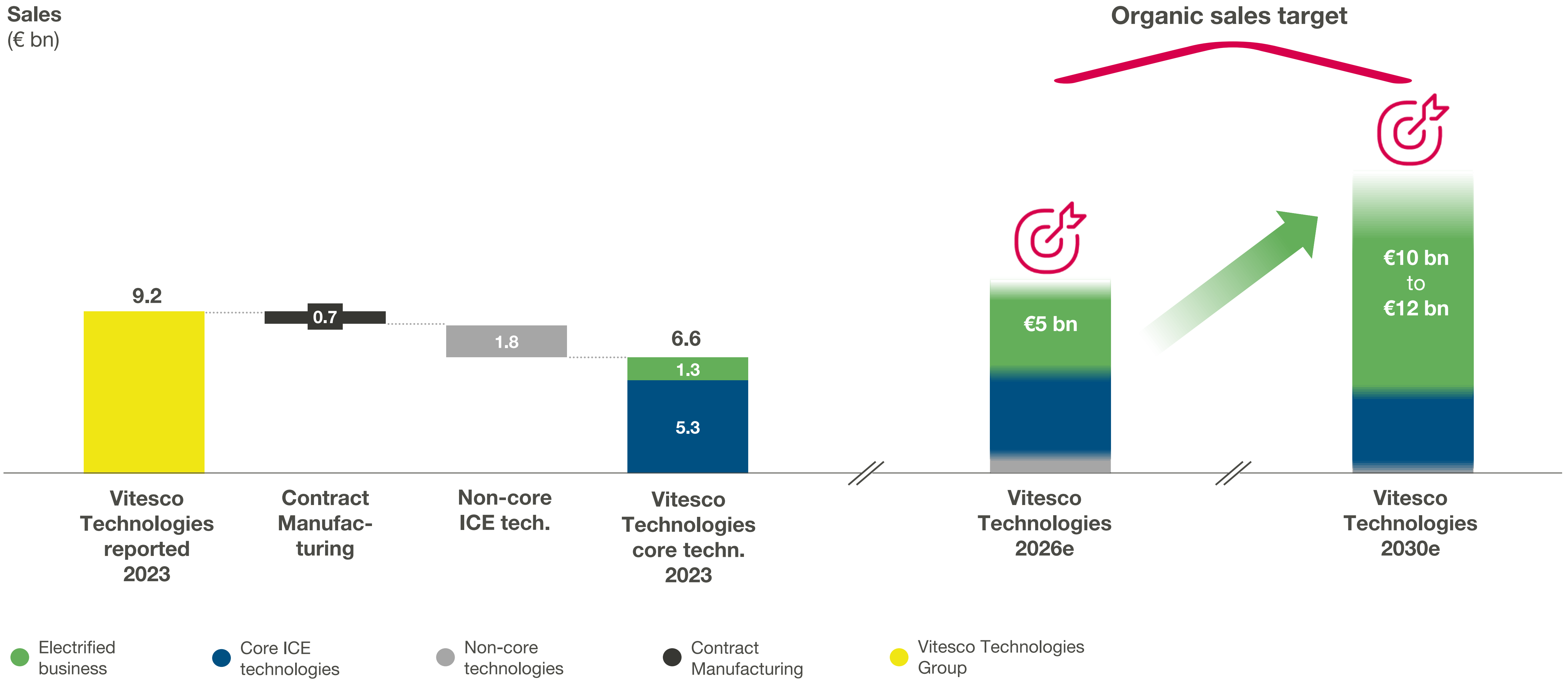
Significant progress in **ramping down selected ICE technologies** to further strengthen our **focus on Electrification and Core ICE technologies**

- More than **10 transactions** including divestures in the field of ICE technologies completed[2]
- Divested businesses amounting to **€500 million yearly sales[2]** in total – fully effective from FY 2024 onwards
- About 2,000 employees are affected by these transactions and will thus have a **new home** with a **better strategic fit** outside our company
- The above stated divestments will **further accelerate** our phase out of still existing Non-Core ICE sales

1 Selected partnerships announced during Q2 2023. | **2** Since listing in September 2021.

4 FINANCIAL TARGETS

THE ELECTRIFIED BUSINESS WILL CONTINUE TO DRIVE OUR OVERALL MID-TERM GROWTH



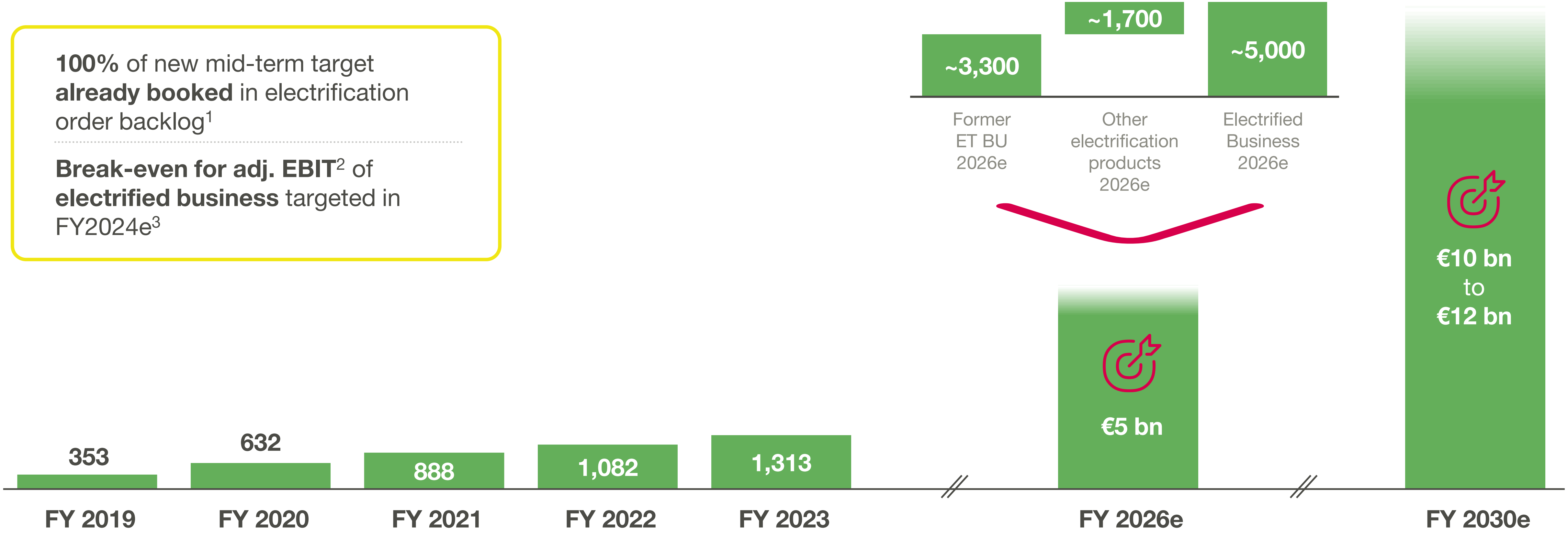
Figures for 2026e and 2030e represent targeted organic sales development of Vitesco Technologies in the respective year. CAGR: Compound annual growth rate.

OUR ELECTRIFIED BUSINESS WILL BE THE KEY GROWTH DRIVER IN THE UPCOMING YEARS AND BREAK EVEN IN 2024

Electrified business (sales in € mn)

100% of new mid-term target **already booked** in electrification order backlog[1]

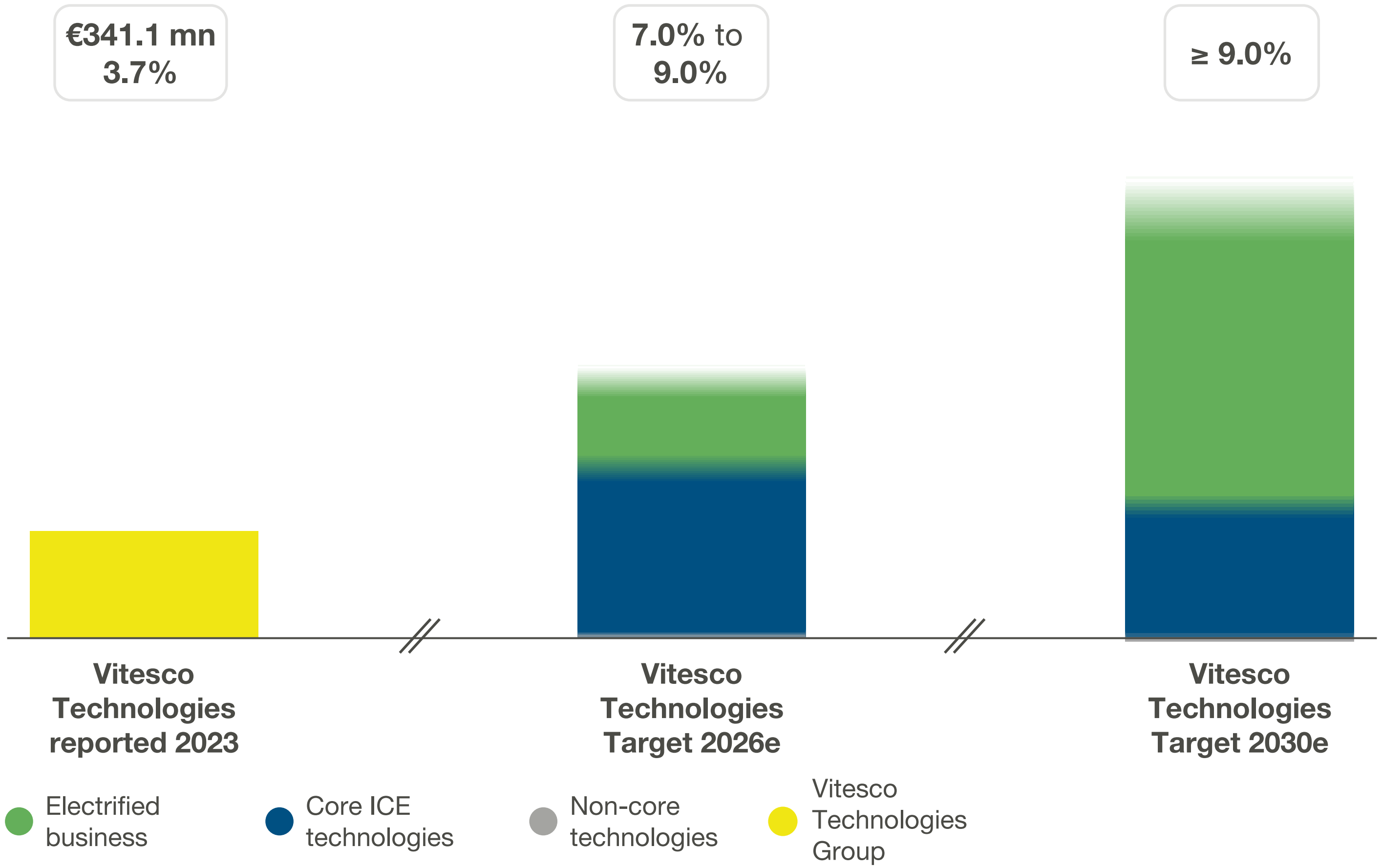
Break-even for adj. EBIT[2] of **electrified business** targeted in FY2024e[3]



ET BU: Electrification Technology Business Unit. Source: Company information. Notes: [1] Order backlog defined as sum of cumulative order intake not yet booked as sales. As per end of 04/2023. [2] Before consolidation, amortization of intangibles from PPA and special effects.
[3] Break-even is subject to Vitesco Technologies' ability to pass-on inflationary effects, especially regarding input material.

SCALE EFFECTS AND OPERATIONAL IMPROVEMENTS WILL RESULT IN 7 TO 9 PERCENT ADJUSTED EBIT MARGIN IN 2026

Adjusted EBIT (in € mn)



HIGHLIGHTS & COMMENTS

Former target of **7.0% to 9.0% in 2025e** will still be achieved

Increasing profitability of electrified business and **resilient core ICE technologies** will ensure long-term profitability

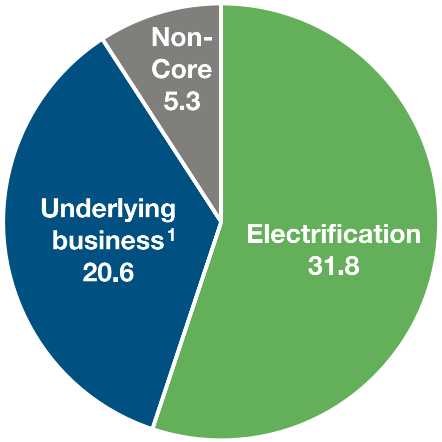
Powertrain Solutions division target to ensure **double-digit profitability** in the mid-term

Electrification Solutions division target to reach **group profitability range** in the **mid-term**

Figures for 2026e and 2030e represent targeted adjusted EBIT development of Vitesco Technologies in the respective year. Adjusted EBIT before consolidation, amortization of intangibles from PPA and special effects.

ELECTRIFICATION ORDERS CONTINUED TO INCREASE SIGNIFICANTLY THROUGHOUT FY 2023

Order Backlog of 57.6 (€ bn)



HIGHLIGHTS & COMMENTS

No order activity in non-core ICE technology. Volume extension possible if requested by OEMs for already existing programs

>55% of total order backlog related to electrification products

Strong momentum in electrification order intake across all business units in FY 2023

Order intake defined as sum of acquired lifetime sales within the respective fiscal year. Order backlog defined as sum of cumulative order intake not yet booked as sales.
1 Underlying business excluding electrified part of underlying business.

vitesco TECHNOLOGIES

WELL-POSITIONED TO BE A WINNER IN ELECTRIFICATION HAVING THE FINANCIAL BASE TO FUND THE TRANSFORMATION

Summary of our 2026e mid-term targets

Group sales CAGR[1] 4.0 – 6.0%

Powertrain Solutions

CAGR[1] to decrease in mid-single digits due to phase-out

Electrification Solutions

CAGR[1] of above 20% targeted, with €5 bn electrification sales

Group adj. EBIT[2] margin 7.0 – 9.0%

Powertrain Solutions

Double-digit adj. EBIT[2] margin in 2026e

Electrification Solutions

7.0 to 9.0% adj. EBIT[2] margin to be achieved by 2026e

Group

Capex[3] % of sales	~6.0%
Free cash flow[4]	>€400 mn
Net debt / adj.EBITDA[5]	<1.0x
Dividend payout[6]	15–30%

Source: Company information. Notes: Phase-out timeline may vary depending on strategic decisions and customer demand. [1] Mid-term growth target as a CAGR based on FY 2022. [2] Before consolidation, amortization of intangibles from PPA and special effects. [3] Capex excluding right of use assets (IFRS 16). [4] Free cash flow calculated as operating cash flow and investing cash flow. [5] Before consolidation and special effects. [6] Dividend payout defined as dividend payment divided by net income attributable to shareholder.

vitesco TECHNOLOGIES

5 ESG

WE DELIVER ON OUR ESG TARGETS AND DEMONSTRATE A POSITIVE DEVELOPMENT IN OUR KPIS

2022	2023	Goal 2030
11.9%	14.2%	€10 – €12 bn sales

Share of business with electric and electrified solutions

2022	2023	Goal 2030
91.9%	94.2%	100%

Climate neutrality rate of total own GHG emissions[1]

2022	2023	Goal 2030
94.6%	95.2%	95%

Waste recovery quota[2]

2022	2023	Goal 2026
15.4%	17.0%	21%

Share of women in management positions (executives and senior executives)

2022	2023	Goal 2023
92.8%	98.3%	100%[3]

Share of strategic suppliers covered by Business Partner Code of Conduct[4]

2022	2023	Goal 2027
1.7	1.4	1.4

Accident rate (number of accidents per million hours worked)[5]

1 Definition according to GHG Protocol Corporate Standard and GHG Protocol Scope 2 Guidance. Coverage of the relevant production sites and research and development sites. Calculated according to the market-based method of the GHG Protocol Initiative. Where no contract-specific emission factors were available, the standard emission factors from Defra (09/2021), IEA (12/2022), and the GHG Protocol Initiative were used. Includes the purchase of biomethane. Calculation formula: Own GHG emissions (Scope 1 and 2 marked-based) [current year] / Own GHG emissions (Scope 1 and 2 market-based) [base year 2019 (fixed value)] | **2** Defined as the proportion of waste that has been recycled or sent for material recycling, waste-to-energy technologies or other use. Coverage of the relevant production sites and relevant research and development sites. | **3** New goals will be adopted in the course of the 2024 fiscal year. | **4** Basis: Strategic Supplier List (SSL); suppliers must meet various requirements to be listed as a strategic. | **5** Definition: Number of accidents during working hours per million paid working hours. Counted from more than one day lost, i.e., with at least one day lost beyond the day of the accident. Excludes interns, thesis writers, doctoral students, apprentices, dual students, temporary workers, contractors, excludes commuting accidents.

vitesco TECHNOLOGIES

ESG: COMMITTING TOWARD CLIMATE NEUTRALITY ALONG THE ENTIRE VALUE CHAIN BY 2040 AT THE LATEST

Mitigation hierarchy – decarbonization

Along value chain mitigation

Eliminate | **Reduce** | **Substitute** | **Beyond value chain mitigation**

High value → Low value

Accounting & reporting – corporate carbon footprint

Accounting according to GHG Protocol[1]

Reporting according to leading standards[2]

HIGHLIGHTS & OUTLOOK

Electrification and use of **renewable electricity** in the entire value chain

Carbon neutral production until 2030 (Scope 1 & 2)[3]

Reduction of Scope 3 emissions[3] by **25%** between 2021 and 2030 according to SBTi

Climate Neutrality along the entire value chain **by 2040** at the latest

[1] According to Greenhouse Gas (GHG) Protocol. [2] According to Greenhouse Gas (GHG) Protocol, Science-Based Targets initiative (SBTi), Global Reporting Initiative (GRI), Task Force on Climate-Related Financial Disclosure (TCFD), Carbon Disclosure Project (CDP).
[3] Referring to scope 1, 2 and 3 CO2 emissions as defined by the Greenhouse Gas Protocol, World Resources Institute (WRI), World Business Council for Sustainable Development.

vitesco TECHNOLOGIES

ESG: HUMAN RIGHTS DUE DILIGENCE AND SUPPLY CHAIN DUE DILIGENCE PROCESSES ARE WELL-ESTABLISHED

Currently ongoing

Integrating **Human Rights management system** into existing management systems

Conducting **Human Rights trainings** both for employees and suppliers

Legal readiness check completed by independent external agency in November 2022

Fully compliant with the German Supply Chain Act

ACHIEVED MILESTONES

Established a **Human Rights Due Diligence Working Group** and Human Rights and Corporate Social Responsibility unit

Published **Human Rights Policy** and **Code of Conduct** for employees and business associates

Joined the **Responsible Business Alliance**[1]

Risk assessment of own operations finalized, assessment of supply chain ongoing

[1] Industry coalition dedicated to corporate social responsibility in global supply chains.

vitesco TECHNOLOGIES

ESG: SOLID GOVERNANCE AND COMPLIANCE STRUCTURE IS THE BACKBONE OF BUSINESS ACTIVITIES

Accountability

- **Experienced** and **diverse** supervisory board with proven industry and financial experts
- Implementation of additional **risk mitigating structures** such as **compliance management system**

Fairness

- Consideration and management of different **stakeholder expectations**
- **Human Rights Policy** and **Code of Conduct** as basis for economic decision making

Transparency

- **Prime standard** listing, the **highest level** of **transparency** in European stock markets
- **Publication of additional information** such as our sustainability report or comprehensive data on governance

Responsibility

- **Organizational structures** and **responsibilities** are clearly defined in our **Rules of Cooperation**
- Ensuring **sustainable development** by committing to **climate protection goals** and stakeholder demands

German Corporate Governance Codex provides the foundation of our governance structures

6 Q2 2024

SEQUENTIAL IMPROVEMENT CONTINUED DESPITE THE STUTTERING RECOVERY WITHIN THE AUTOMOTIVE INDUSTRY

2,025

€ million **sales** in Q2 2024 – due mainly to volatile market environment and planned decline in Contract Manufacturing

348

€ million total **Electrification sales** during Q2 2024

82 € million

4.0%

adjusted EBIT – increased profitability due to less dilutive business

-388

€ million **free cash flow** due to negative one-time effects in Q2 2024

3,180 € million

order intake in Q2 2024, thereof **1,323 € million in Electrification**

Expansion of Electrification product portfolio in China

Vitesco Technologies starts serial production for battery management electronics in Changchun

Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects. Free cash flow defined as operating cash flow plus investing cash flow. Order intake defined as sum of acquired lifetime sales within the respective fiscal year.

IMPROVED PROFITABILITY DESPITE FURTHER CHALLENGING MARKET ENVIRONMENT

Vitesco Technologies Group (€ mn)

	Q2 2023	Q2 2024	Delta
Sales % growth	2,441.6	2,024.5	-417.1 -17.1%
Adj. EBIT % margin	66.6 2.9%	81.7 4.0%	15.1 1.1pp
EBIT % margin	16.4 0.7%	43.0 2.1%	26.6 1.4pp
Capex[1] % of sales	92.8 3.8%	120.4 5.9%	27.6 2.1pp
Free Cash Flow % margin	-20.6 -0.8%	-387.5 -19.1%	-366.9 -18.3pp
Equity Ratio	38.9%	39.4%	0.5pp

Highlights and Recent Developments

Sales
- Sales impacted by decreased Non-Core sales, consolidation (4.1pp) and negative FX effects (1.4pp)

Adjusted EBIT
- Increase in profitability supported by further improved Core ICE result and less dilutive Non-Core sales

Capex
- Capex driven by increased investments into Electrification business

Free Cash Flow
- Negative free cash flow due to Contract Manufacturing (CM) related significant one-time effects
- Due to normalization of payment terms in CM, H2 2024 will return to usual seasonal pattern

PP: Percentage Points. Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects. Free cash flow defined as operating cash flow plus investing cash flow. | **1** Capex excluding right of use assets (IFRS 16).

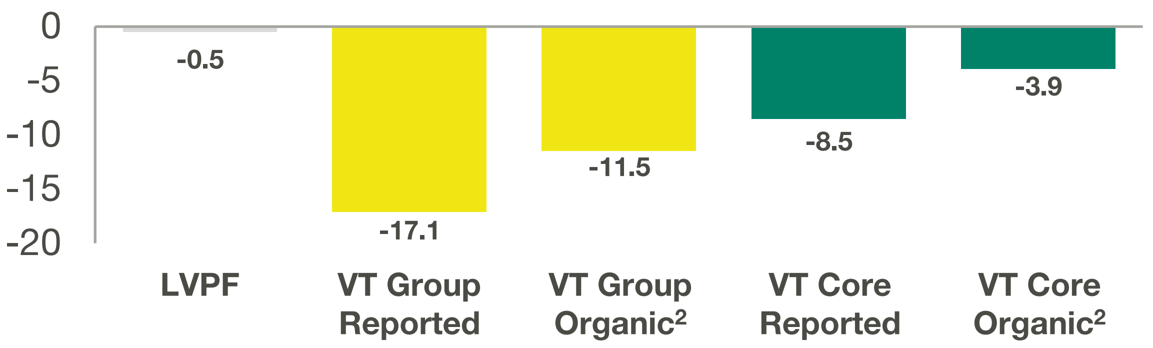
vitesco TECHNOLOGIES

PRODUCTION VOLUMES TRENDING SIDEWAYS AS MAJOR MARKETS SHOW A MIXED PICTURE

Light Vehicle Production[1] (mn units)

	Q2 2024 Production	Q2 Δ YoY
Europe	4.3	-6.8%
North America	4.2	+1.7%
China	7.1	+5.0%
Rest of World	6.6	-3.1%
Worldwide	**22.2**	**-0.5%**

Year-on-Year Growth Rates (in %)



Highlights and Comments – Market

- Weaker order books in the supply chain in Europe are causing increased concerns over the near-term production outlook
- Incentive programs such as subsidies for ICE vehicle replacement and vehicle financing programs implemented to support the local Chinese market

Highlights and Comments – Vitesco Technologies

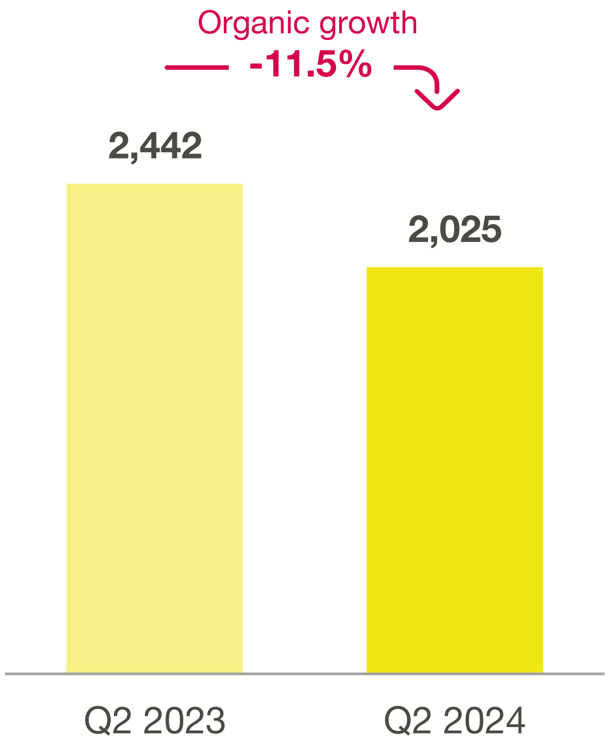
- Almost all major markets underperformed on group level

Rounding differences may occur for arithmetical reasons. YoY: year-on-year.
1 Based on S&P Global Mobility, Light Vehicle Production Forecast as of 07/2024. Regions as defined for Vitesco Technologies‘ sales regions. | **2** Sales without effects from consolidation and FX.

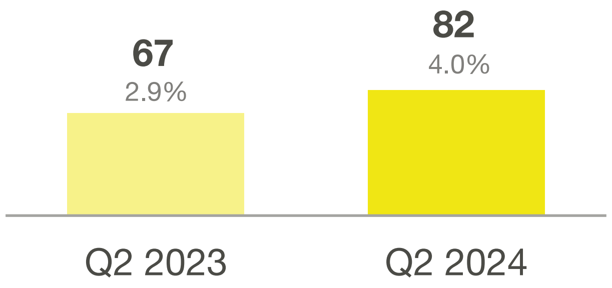
vitesco TECHNOLOGIES

FURTHER IMPROVED PROFITABILITY BASED ON STRICT COST CONTAINMENT AND ACCELERATED RAMP DOWN IN NON-CORE

Sales (€ mn)



Adjusted EBIT (€ mn)



Vitesco Technologies

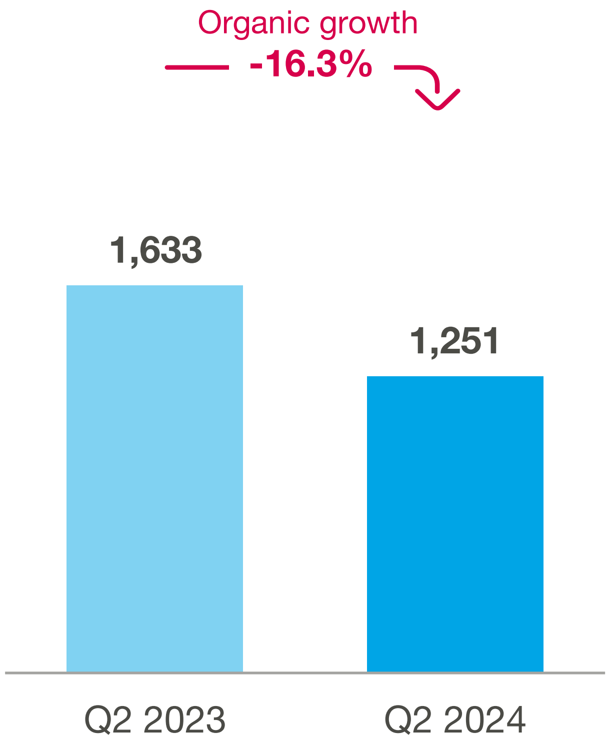
- Organic sales development 11.0pp below light vehicle production due mainly to strong decrease in Non-Core activities
- Headwinds from currency related effects amounting to 1.4pp
- Core technologies sales at €1,614 mn (PY: €1,763 mn) and 4.5% adj. EBIT margin (PY: 3.8%)
- Further ramp-down of Non-Core activities by about 40% year-on-year in line with internal expectations

PP: Percentage Points. Organic Growth: Sales without effects from consolidation and FX. Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects.

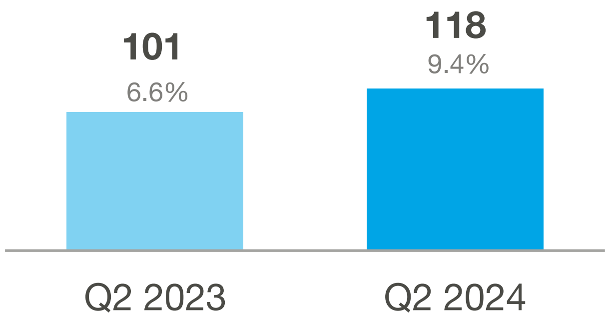
vitesco TECHNOLOGIES

LOWER CALL-OFFS DO NOT IMPACT BOTTOM-LINE DEVELOPMENT IN POWERTRAIN SOLUTIONS

Sales (€ mn)



Adjusted EBIT (€ mn)



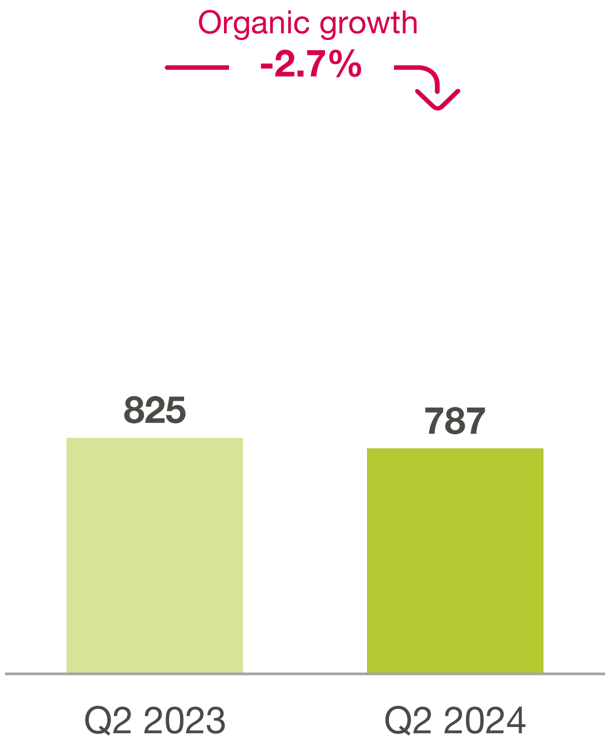
Powertrain Solutions Division – DIV P

- Sales decreased due to expected consolidation effects and currency related headwinds (1.2pp)
- Contract Manufacturing decreased by more than 70% year-on-year to €62 mn sales in Q2 2024
- Core ICE business at €806 mn (PY: €926 mn) sales and 13.7% adj. EBIT margin (PY: 11.4%)
- Positive mix effects and continued solid performance in Core ICE business supporting overall transition process

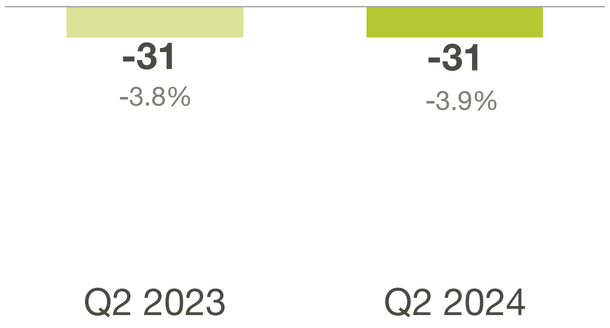
PP: Percentage Points. Organic Growth: Sales without effects from consolidation and FX. Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects.

UNCHANGED PROFITABILITY LEVEL DESPITE SLIGHT UNDERPERFORMANCE IN SALES

Sales (€ mn)



Adjusted EBIT (€ mn)



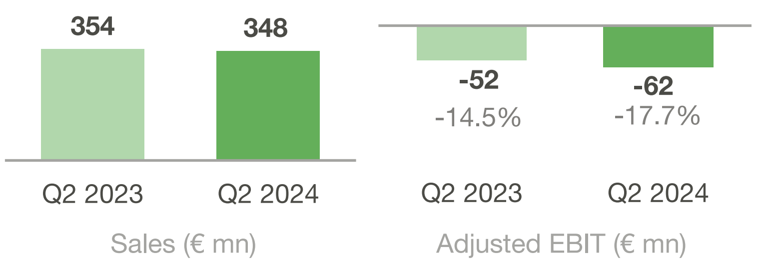
Electrification Solutions Division – DIV E

- Despite market volatility, Power Electronics within DIV E less affected by market hick-ups
- Sales development includes currency related headwinds of 2.0pp
- Adjusted EBIT margin impacted by high input and ramp-up costs for Electrification business
- Core ICE business further improves profitability level to 6.3% in Q2 2024 (PY: 4.1%)

PP: Percentage Points. Organic Growth: Sales without effects from consolidation and FX. Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects.

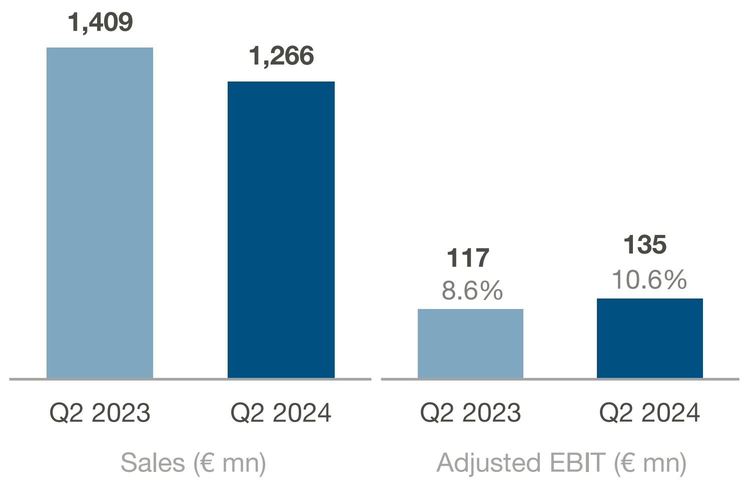
CORE ICE BUSINESS CONTINUES TO BACK TRANSFORMATIONAL PROGRESS TOWARDS ELECTRIFICATION

Electrification



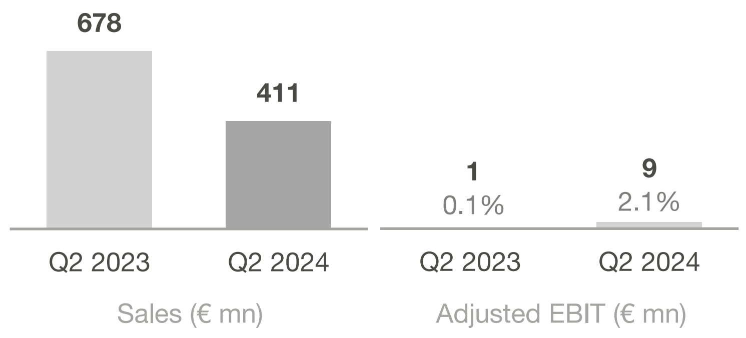
- Gradual step-up in Electrification sales (~30% QoQ) as new product launches are ramping up again
- Adj. EBIT impacted by accelerated change towards next generation products, which are slowly ramping up

Core ICE (excl. Electrification)



- Weak overall market environment impacts Core ICE business
- Further step-up at double digit adj. EBIT margins supported by resiliency of Core ICE business and one-time effects

Non-Core



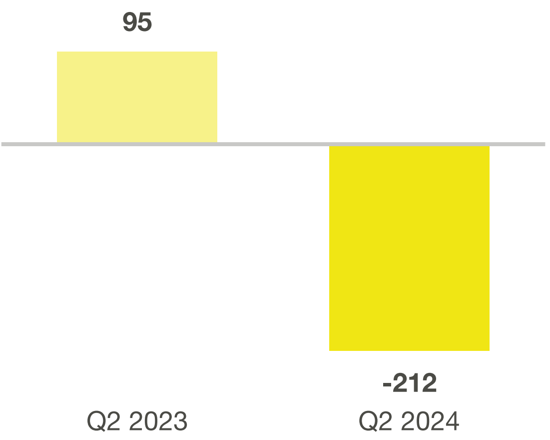
- Decrease in Non-Core business, especially in Contract Manufacturing, accelerates as planned
- Adj. EBIT came in slightly positive

QoQ: quarter-on-quarter. Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects.

vitesco TECHNOLOGIES

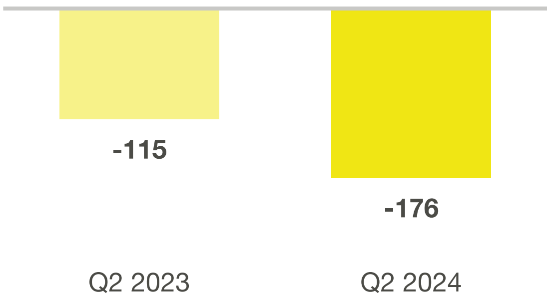
CASH FLOW BURDENED BY WORKING CAPITAL AND CONTINUED HIGH INVESTMENTS

Operating Cash Flow (€ mn)



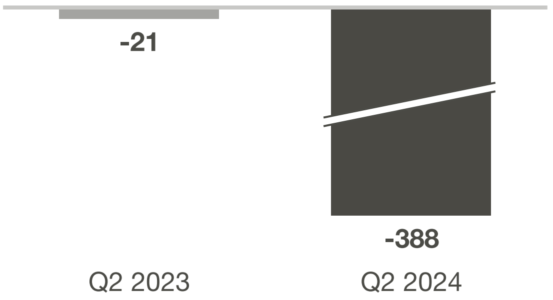
- Sharp decrease in operating cash flow due to higher working capital, resulting from lower accounts payables

Investing Cash Flow (€ mn)



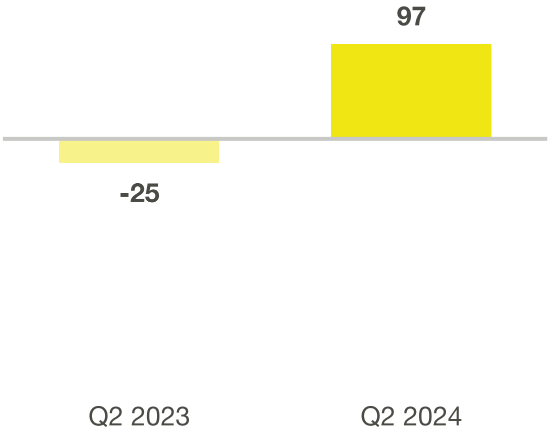
- Higher investing cash flow due to increasing investments for Electrification business

Free Cash Flow (€ mn)



- Anticipated negative free cash flow resulting from exceptional items, i. e. cumulated payments to Continental

Financing Cash Flow (€ mn)



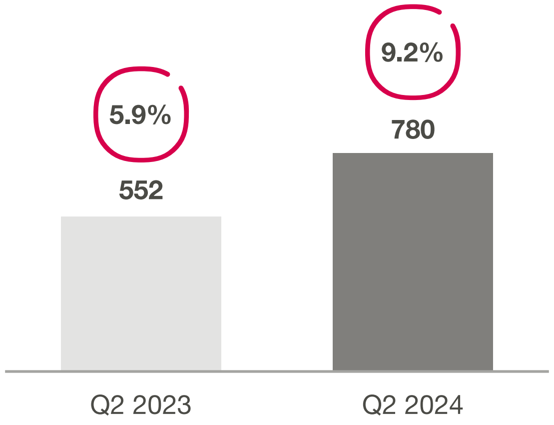
- Financing cash flow affected mainly by utilization of a loan agreement

Free cash flow defined as operating cash flow plus investing cash flow.

EQUITY RATIO AND NET DEBT DEMONSTRATE OUR SOLID BALANCE SHEET

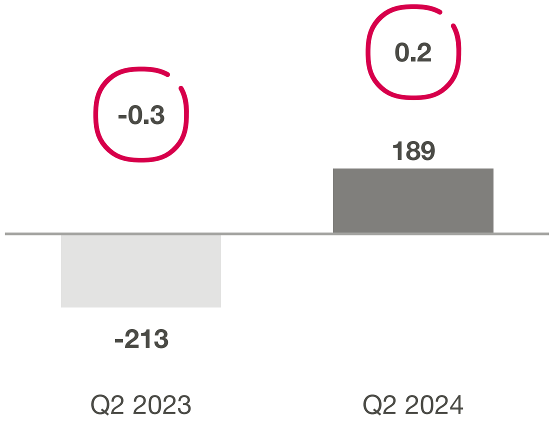
Net Working Capital (€ mn)

Net working capital/LTM sales



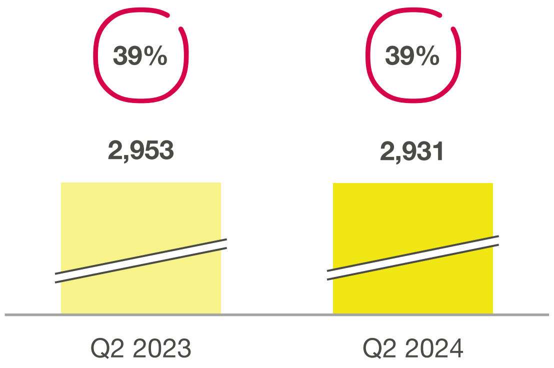
Net Debt (€ mn)

Net debt/LTM adj. EBITDA

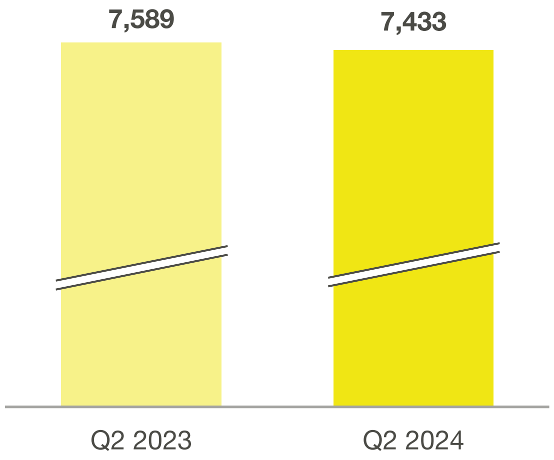


Total Equity (€ mn)

Equity ratio



Balance Sheet Total (€ mn)



- Significant increase in net working capital mainly driven by decrease in accounts payables related to the planned phase-out of Contract Manufacturing
- Distortion of working capital intensity due to one-time effect, i. e. the reversal of payment terms in Contract Manufacturing (from 9 months to 30 days)
- Net debt/LTM adj. EBITDA ratio remains at solid level despite high cash outflow in Q2 2024
- Equity ratio remains at solid level around 39%

LTM: Last twelve months. Adj. EBITDA before consolidation and special effects.

vitesco TECHNOLOGIES

ADJUSTED GUIDANCE AND MARKET OUTLOOK FOR FY2024

Vitesco Technologies Group (€ mn)

	2023	2024E
Sales	9,233	**8,100** ± 150 Prev: 8,300 to 8,800
Adj. EBIT Margin	3.7%	**4.0%** ± 0.2% Prev: 4.5% to 5.0%
Capex[1] Ratio	5.4%	**~ 7%** Unchanged
Free Cash Flow	85	**~ -400** Prev: ~ -350

Market Outlook

China	→	~ 0% to 2% Unchanged
Europe	↘	~ -5% to -3% Prev: ~ -3% to -1%
NA	→	~ 0% to 2% Unchanged
RoW	↘	~ -5% to -3% Prev: ~ -3% to -1%
World	↘	**~ -2% to 0%** Prev: ~ -1% to 1%

The outlook for fiscal year 2024 does not consider any effects resulting from the integration into Schaeffler.
Light Vehicle Production Forecast for changes of FY 2024 production compared to FY 2023 based on S&P Global Mobility, Light Vehicle Production Forecast as of 07/2024.
Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects. Free cash flow defined as operating cash flow plus investing cash flow. | **1** Capex excluding right of use assets (IFRS 16).

vitesco TECHNOLOGIES

7 ANALYST SHEET

ANALYST SHEET QUARTERLY FIGURES – Q2 2024

in € mn	Q1 2023*	Q2 2023*	Q3 2023	Q4 2023	FY 2023	Q1 2024	Q2 2024
Sales VT Group	2,314.2	2,441.6	2,199.4	2,278.0	9,233.2	1,991.9	2,024.5
(% growth y/y)	*2.5%*	*12.8%*	*-4.4%*	*-2.9%*	*1.8%*	*-13.9%*	*-17.1%*
For comparison: Global Light Vehicle Production[1] (mn units)	21.41	22.25	22.62	24.20	90.48	21.44	22.15
(% growth y/y)					*9.9%*	*0.1%*	*-0.5%*
Division Powertrain Solutions	1,607.7	1,632.5	1,412.4	1,466.2	6,118.8	1,273.0	1,250.7
(% growth y/y)	*-1.9%*	*5.1%*	*-13.5%*	*-5.3%*	*-4.0%*	*-20.8%*	*-23.4%*
Electrification	22.2	28.5	30.9	31.1	112.7	24.9	33.9
(% growth y/y)	*4.7%*	*39.0%*	*34.3%*	*11.1%*	*21.6%*	*12.2%*	*18.9%*
Core ICE excl. Electrification	872.4	925.7	798.8	821.3	3,418.2	825.2	805.9
(% growth y/y)	*3.1%*	*13.3%*	*-6.1%*	*0.0%*	*2.5%*	*-5.4%*	*-12.9%*
Non-Core	713.1	678.3	582.7	613.8	2,587.9	422.9	410.9
(% growth y/y)	*-7.5%*	*-5.3%*	*-23.1%*	*-12.2%*	*-12.1%*	*-40.7%*	*-39.4%*
Division Electrification Solutions	716.8	825.2	799.7	820.6	3,162.3	732.2	786.9
(% growth y/y)	*13.0%*	*31.8%*	*16.4%*	*0.3%*	*14.3%*	*2.1%*	*-4.6%*
Electrification	283.7	325.8	293.5	297.7	1,200.7	243.8	314.1
(% growth y/y)	*23.1%*	*50.6%*	*30.7%*	*-6.4%*	*21.4%*	*-14.1%*	*-3.6%*
Core ICE excl. Electrification	433.1	499.4	506.2	522.9	1,961.6	488.4	472.8
(% growth y/y)	*7.3%*	*21.9%*	*9.4%*	*4.5%*	*10.4%*	*12.8%*	*-5.3%*
Adjusted EBIT VT Group	30.8	66.6	76.4	151.3	341.1	33.0	81.7
(% of sales)	*1.4%*	*2.9%*	*3.5%*	*6.6%*	*3.7%*	*1.7%*	*4.0%*
Adjusted EBIT Division Powertrain Solutions	109.2	100.7	98.1	140.0	464.6	113.8	118.1
(% of sales)	*7.3%*	*6.6%*	*6.9%*	*9.5%*	*7.6%*	*8.9%*	*9.4%*
Adjusted EBIT Electrification	-0.4	0.0	0.2	7.2	7.0	-3.4	-1.0
(% of sales)	*-1.8%*	*0.0%*	*0.6%*	*23.2%*	*6.2%*	*-13.7%*	*-2.9%*
Adjusted EBIT Core ICE excl. Electrification	90.8	99.8	99.9	90.4	392.5	110.3	110.4
(% of sales)	*11.0%*	*11.4%*	*12.5%*	*11.0%*	*11.5%*	*13.4%*	*13.7%*
Adjusted EBIT Non-Core	18.8	0.9	-2.0	42.4	65.1	6.9	8.7
(% of sales)	*2.9%*	*0.1%*	*-0.3%*	*6.9%*	*2.5%*	*1.6%*	*2.1%*
Adjusted EBIT Division Electrification Solutions	-71.6	-31.0	-14.3	19.4	-98.1	-71.7	-30.9
(% of sales)	*-10.0%*	*-3.8%*	*-1.8%*	*2.4%*	*-3.1%*	*-9.8%*	*-3.9%*
Adjusted EBIT Electrification	-52.3	-51.5	-43.3	-6.8	-153.9	-68.6	-60.6
(% of sales)	*-18.4%*	*-15.8%*	*-14.8%*	*-2.3%*	*-12.8%*	*-28.1%*	*-19.3%*
Adjusted EBIT Core ICE excl. Electrification	-19.3	20.5	29.0	26.2	55.8	-3.1	29.7
(% of sales)	*-4.5%*	*4.1%*	*5.7%*	*5.0%*	*2.8%*	*-0.6%*	*6.3%*

* Restatement of Q1 and Q2 2023 figures due to consolidation changes

[1] Based on S&P Global Mobility, Light Vehicle Production Forecast as of 07/2024

Rounding differences may occur for arithmetical reasons

Capex excluding right of use assets (IFRS 16)

vitesco TECHNOLOGIES

ANALYST SHEET QUARTERLY FIGURES – Q2 2024

in € mn	Q1 2023*	Q2 2023*	Q3 2023	Q4 2023	FY 2023	Q1 2024	Q2 2024
Research & Development Expenses (net)	193.4	198.9	158.2	129.1	679.6	167.9	146.4
(% of sales)	*8.4%*	*8.1%*	*7.2%*	*5.7%*	*7.4%*	*8.4%*	*7.2%*
Depreciation & Amortization	147.7	167.1	128.7	132.4	575.9	116.9	142.0
(% of sales)	*6.4%*	*6.8%*	*5.9%*	*5.8%*	*6.2%*	*5.9%*	*7.0%*
EBT	-29.3	12.0	60.5	102.5	145.7	13.1	32.3
(% of sales)	*-1.3%*	*0.5%*	*2.8%*	*4.5%*	*1.6%*	*0.7%*	*1.6%*
Effective Tax Rate	*-73.0%*	*215.8%*	*49.6%*	*160.9%*	*166.2%*	*-73.3%*	*-6.5%*
Net Result	-50.7	-13.8	30.3	-62.2	-96.4	22.7	34.3
(% of sales)	*-2.2%*	*-0.6%*	*1.4%*	*-2.7%*	*-1.0%*	*1.1%*	*1.7%*
Operating Cash Flow VT Group	76.9	94.8	203.4	253.9	629.0	42.9	-211.8
(% of sales)	*3.3%*	*3.9%*	*9.2%*	*11.1%*	*6.8%*	*2.2%*	*-10.5%*
Capex VT Group	98.0	92.8	141.8	167.2	499.8	84.4	120.4
(% of sales)	*4.2%*	*3.8%*	*6.4%*	*7.3%*	*5.4%*	*4.2%*	*5.9%*
Free Cash Flow VT Group	-41.1	-20.6	73.4	73.2	84.9	-90.6	-387.5
(% of sales)	*-1.8%*	*-0.8%*	*3.3%*	*3.2%*	*0.9%*	*-4.5%*	*-19.1%*
Balance Sheet Total	7,745.2	7,588.5	7,505.6	7,583.1	7,583.1	7,693.3	7,433.2
Equity Ratio	39.1%	38.9%	40.6%	37.6%	37.6%	37.8%	39.4%
Working Capital	513.6	552.0	529.0	532.5	532.5	557.3	779.5
Working Capital/LTM Sales	5.6%	5.9%	5.7%	5.8%	5.8%	6.3%	9.2%
Short- and Long-Term Financial Debt	451.3	459.3	469.7	726.6	726.6	810.5	929.9
Cash & Cash Equivalents	728.1	672.1	739.2	1,063.6	1,063.6	1,038.8	741.3
Net Financial Debt	-276.8	-212.8	-269.5	-337.0	-337.0	-228.3	188.6
Net Financial Debt/LTM adj. EBITDA	-0.4	-0.3	-0.3	-0.4	-0.4	-0.3	0.2

* Restatement of Q1 and Q2 2023 figures due to consolidation changes

[1] Based on S&P Global Mobility, Light Vehicle Production Forecast as of 07/2024

Rounding differences may occur for arithmetical reasons

Capex excluding right of use assets (IFRS 16)

vitesco TECHNOLOGIES


Thank you

CONTACT OUR INVESTOR RELATIONS TEAM

Heiko Eber
Head of Investor Relations
Phone: +49 941 2031-72348
Email: heiko.eber@vitesco.com

Jens von Seckendorff
Senior Investor Relations Manager
Phone: +49 941 2031-6381
Email: jens.von.seckendorff@vitesco.com

Gagan Sehgal
Investor Relations Manager
Phone: +49 941 2031-3099
Email: garish.gagan.sehgal@vitesco.com