



STABILUS AT A GLANCE

INVESTOR PRESENTATION
MAY 2024

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Numbers were rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.

OUR MISSION:

We deliver **world class**
motion control solutions.



OUR PURPOSE:

**We make motion easy and safe –
each and every day.**





OUR VISION:

Stabilus – **global leader in
intelligent motion control technologies.**



LEADERSHIP

Global market leader in gas springs, dampers, actuation systems for tailgates, trunk lids, frunks, side doors, as well as in automation, workholding, remote handling and tailor-made motion control solutions



DIVERSIFICATION

Diversified by end-markets, geographies and clients



FINANCIAL PROFILE & PERFORMANCE

Strong track record of **sustainable and profitable growth**: revenue CAGR (2013-2023) of 10.2% with solid double-digit adj. EBIT margins

Strong cash flow generation and returns on invested capital

Proven ability to execute **value accretive acquisitions**



GROWTH OUTLOOK

Excellent growth outlook driven by new applications of existing products, innovation and current mega trends, e.g.

- › increasing demand for comfort and convenience,
- › increasing health and safety standards,
- › increasing demand for automation (as a result of demographic change, labor shortages, as well as reshoring)



€1,215.3m
FY23 revenue



13.0%
FY23 adj. EBIT margin



> 8k
Employees

Revenue by operating segment:



37% AMERICAS



41% EMEA



22% APAC

A WIDE RANGE OF MOTION CONTROL SOLUTIONS FOR **7 MARKET SEGMENTS**

**AEROSPACE,
MARINE & RAIL
(AMR)**



**COMMERCIAL
VEHICLES
(CV)**



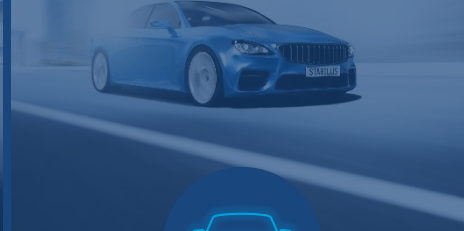
**ENERGY &
CONSTRUCTION
(EC)**



**INDUSTRIAL
MACHINERY &
AUTOMATION
(IMA)**



AUTOMOTIVE



**DISTRIBUTORS,
INDEPENDENT AFTERMARKET,
E-COMMERCE (DIAMEC)**



**HEALTH,
RECREATION &
FURNITURE
(HRF)**



IN THE REGION FOR THE REGION – LOCAL FOR LOCAL

STABILUS



AMERICAS

- ARG** Buenos Aires
- USA** Farmington Hills
- USA** Mt. Juliet
- USA** Wheeling
- BRA** Itajuba
- USA** Gastonia
- USA** Red Wing
- MEX** Ramos Arizpe
- USA** Lynnwood
- USA** Sterling Heights
- USA** Auburn Hills
- USA** Miamisburg
- USA** Stoughton



EMEA

- FRA** Sainte-Florine
- GER** Eschbach
- IT** Pinerolo
- ESP** Derio
- GBR** Wolverhampton
- FRA** Poissy
- GER** Koblenz
- IT** Rivoli
- TUR** Bursa
- GER** Aichwald
- GER** Langenfeld
- ROU** Brasov
- GBR** Banbury
- GER** Büttelborn
- GER** Oberursel
- ESP** Barcelona
- GBR** Haydock



ASIA-PACIFIC

- AUS** Dingley
- CHN** Suzhou
- JPN** Yokohama
- SGP** Singapore
- CHN** Changzhou
- IND** Bangalore
- KOR** Busan
- THA** Bangkok
- CHN** Pinghu
- IND** New Delhi
- KOR** Suwon
- TWN** Tainan
- CHN** Shanghai
- JPN** Nagoya
- NZL** Auckland



Discover Stabilus Motion Control in 3D

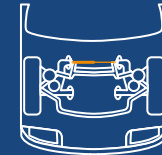
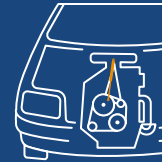
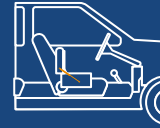
in the Business Park on
the Stabilus website,
which you can access via
this link or this QR code.

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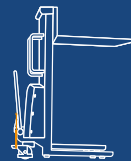


SELECT PRODUCT APPLICATIONS IN AUTOMOTIVE

STABILUS



SELECT PRODUCT APPLICATIONS IN COMMERCIAL VEHICLES STABILUS



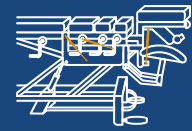
SELECT PRODUCT APPLICATIONS IN HEALTH, RECREATION & FURNITURE

STABILUS



SELECT PRODUCT APPLICATIONS IN HEALTH, RECREATION & FURNITURE

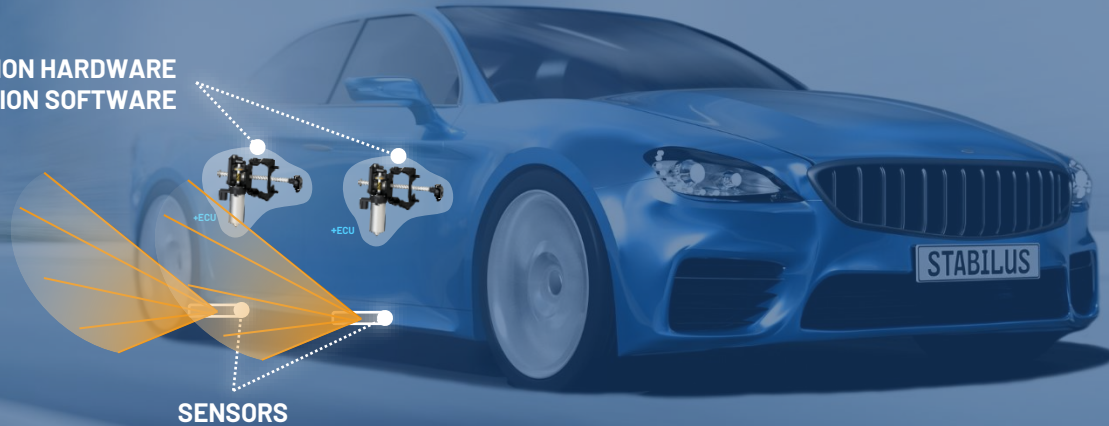
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PROVIDING SUBSYSTEMS FOR SIDE DOOR ACTUATION

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DOOR ACTUATION HARDWARE
+ MOTION SOFTWARE



**POWER MODE AND
OBSTACLE DETECTION**



**MANUAL
ASSIST MODE**



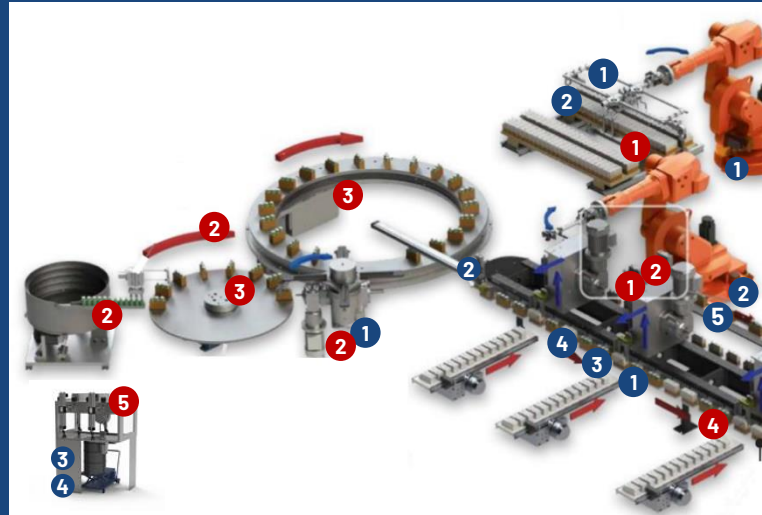
**END POSITION
DAMPENING**



**ACTIVE
HOLDING**

EXAMPLE OF AN AUTOMATED PRODUCTION LINE

- 1 Manual & power clamps
- 2 Grippers
- 3 Indexers
- 4 Conveyors
- 5 Containment solutions



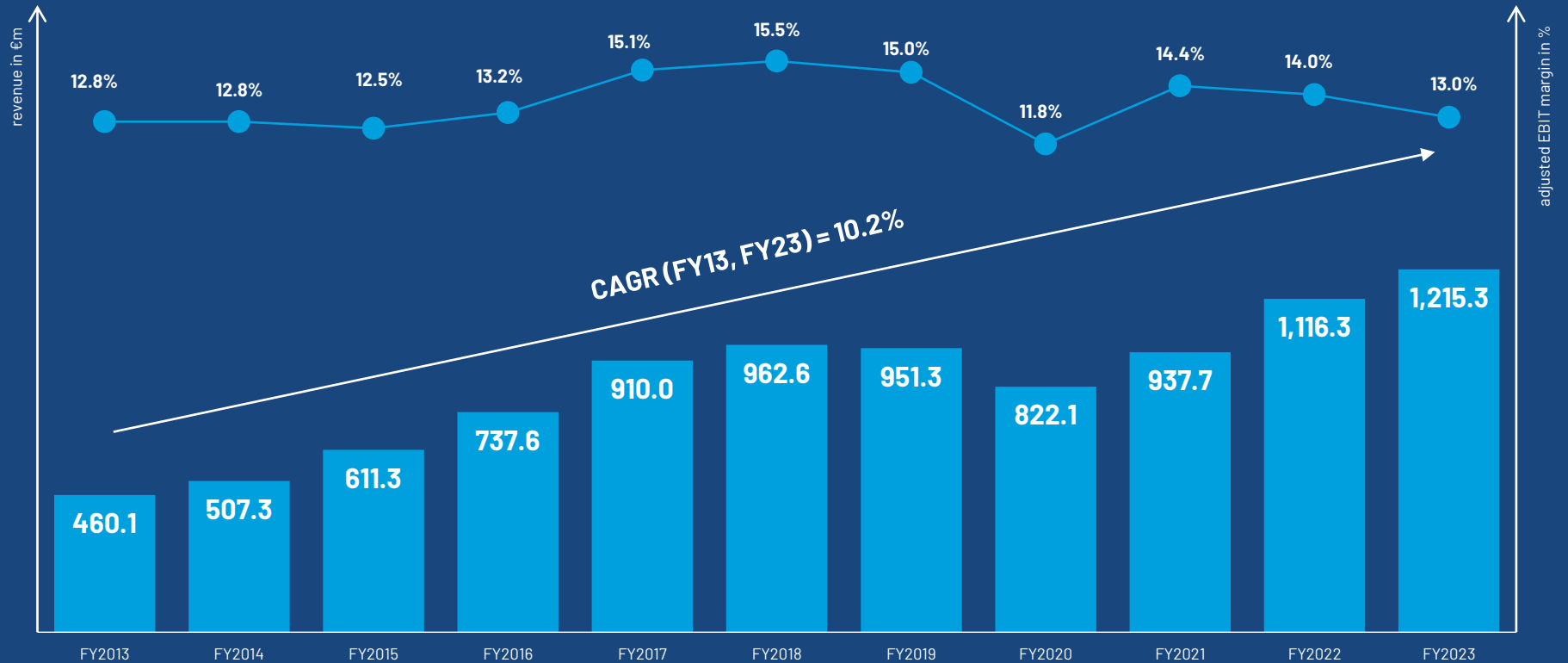
- 1 Shock absorbers
- 2 Safety dampers
- 3 Gas springs
- 4 Vibration isolation
- 5 Industrial Powerise



Stabilus Group offers a unique and very broad portfolio of motion control solution for customers in the industrial machinery & automation sector.

STRONG TRACK RECORD OF SUSTAINABLE AND PROFITABLE GROWTH

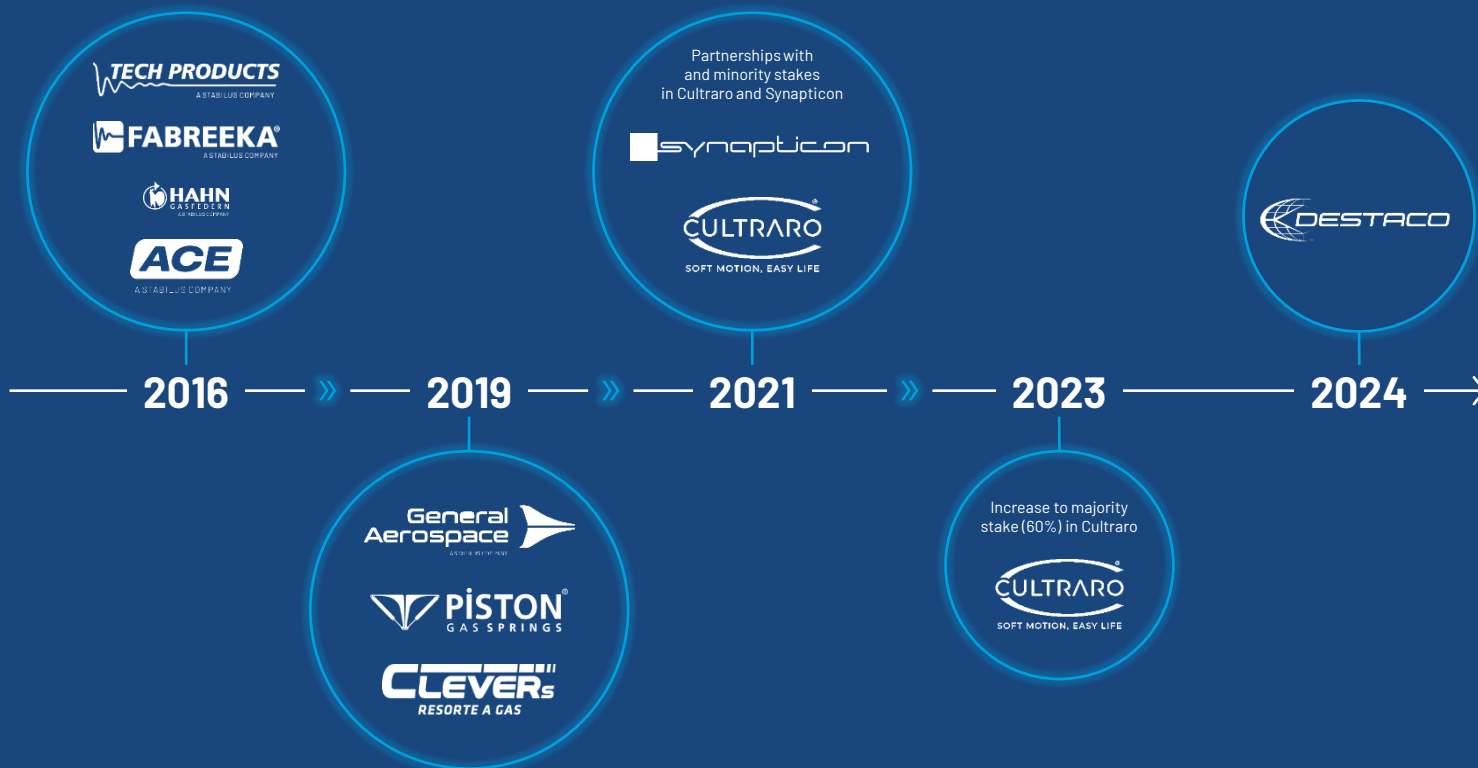
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SUCCESSFUL M&A TRACK RECORD SINCE IPO IN 2014

PROVEN ABILITY TO EXECUTE VALUE ACCRETIVE ACQUISITIONS

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Successful integration of various acquisitions since IPO

Disciplined approach, to acquire businesses that fit our strategic ambitions

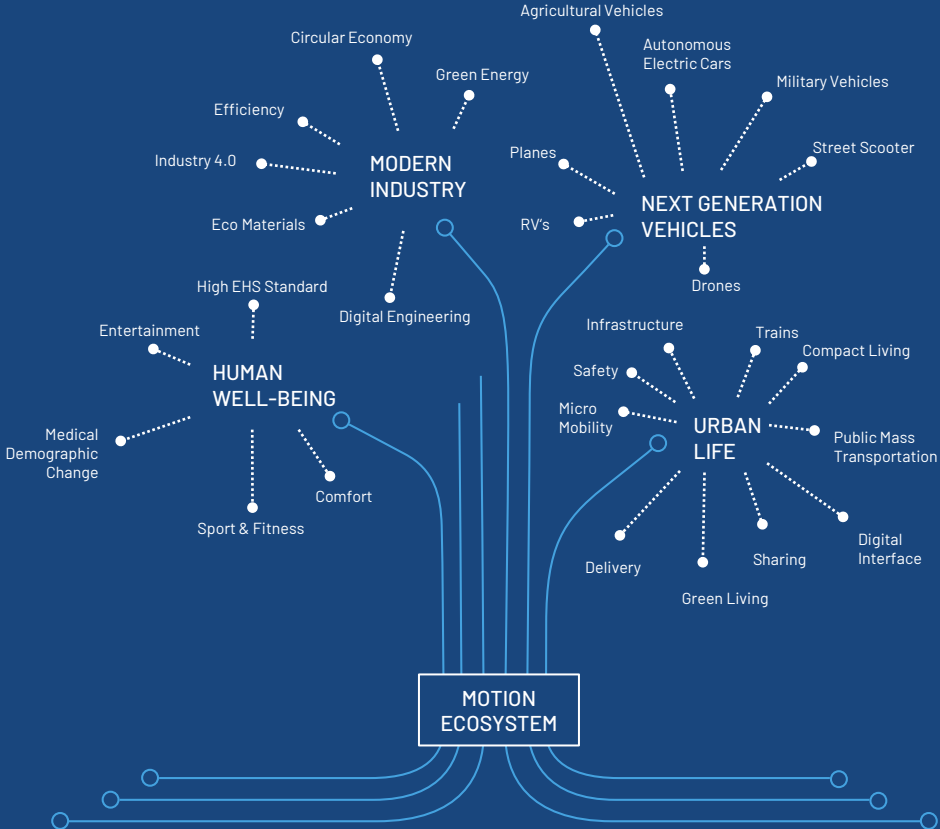
Continuous review of inorganic growth options

Commitment to our **sustainable capital deployment and financing strategy**



MOTION ECOSYSTEM AND STABILUS INNOVATION TREE

PLENTY OF ROOM TO GROW WITH SMART MOTION CONTROL





We strive to be the industry's leading motion ecosystem manager –

the first choice for world-class motion control solutions.



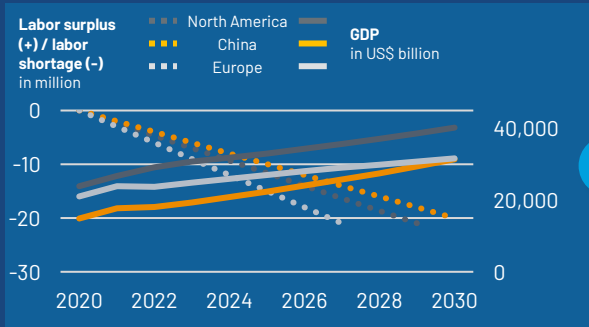


INCREASING DEMAND FOR SAFETY, COMFORT, AUTOMATION

STABILUS

EXCELLENT GROWTH OUTLOOK FOR STABILUS MOTION CONTROL

LABOR SHORTAGES



Source: IMF World Economic Outlook et al.

INDUSTRIAL RESHORING



WORK SAFETY AND COMFORT



- › Economic growth requires higher production capacity.
- › **Labor shortages**, driven by demographic change, limit production capacity and economic growth.

- › Current geopolitical situation necessitates balanced production footprint.
- › **Industrial reshoring** brings manufacturing back to high-cost countries.

- › Demand for **safe and ergonomic working environment** continues to increase.
- › Workers prefer physically less strenuous jobs.



As a result, intelligent motion control and automation is required to offset labor shortages, to ensure competitiveness and to perform physically demanding tasks.



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M O T I O N C O N T R O L

Experience Stabilus motion control virtually
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