

CONFERENCE CALL PRESENTATION



SAF-HOLLAND SE

Q1 2023

MAY 26, 2023



Q1 2023 Highlights

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Trading Review

Strong **sales increase of 29.9%** y-o-y mainly driven by Americas and APAC regions plus Haldex having been consolidated for five weeks. Organic growth 10.8%

Cyber Attack

SAF-HOLLAND lost c. EUR 15 mn in revenues during Q1 2023 but expects to **recover most of lost revenue** during Q2 and Q3 2023

Aftermarket Strength

Strong aftermarket growth of 30.0%, partly driven by first consolidation of Haldex

Haldex Update

Haldex AB was **consolidated** for the first time as of **February 21, 2023** and **contributed EUR 59.1 mn** to sales in Q1 2023

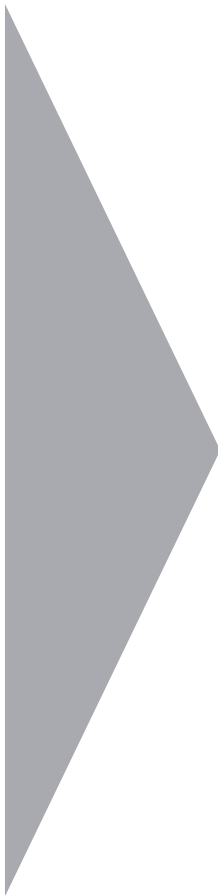
Guidance

Group is assuming **sales for full-year 2023** tending around the **upper end of the guided range**. Adjusted EBIT margin projection unchanged between 7.5% to 8.5%

Significant sales growth supported by Haldex, strong adjusted EBIT margin

Q1 2023 y-o-y sales growth

EMEA	+14.6%
Americas	+48.9%
APAC	+53.4%



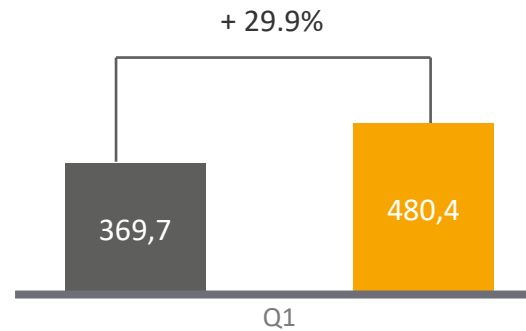
Sales	Adjusted EPS
€ 480.4 mn (Q1 2022: € 369.7 mn)	€ 0.54 (Q1 2022: € 0.33)
Adj. EBIT Margin 9.0%	
NWC ratio	Net Operating FCF
15.6% (31 Mar. 2022: 15.7%)	€ 5.4 mn (Q1 2022: € -10.0 mn)

Q1 2023 Group sales includes five weeks of Haldex sales, double-digit growth organically

Sales

(in EUR mn)

■ 2022
■ 2023



- Q1 2023 sales up 29.9%; adjusted for FX and M&A effects +10.8%
- Continued strong demand from customers for truck and trailer components
- Haldex included for five weeks in the scope of consolidation contributed EUR 59.1 mn to group sales
- Approximately EUR 15 mn of temporary loss in sales due to a cyber attack - most of the production shortfall to be recovered during Q2 and Q3 2023

Sales by Quarter

(in EUR mn)

■ 2022
■ 2023

