



STABILUS AT A GLANCE

INVESTOR PRESENTATION
FEBRUARY 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.**



€1,215.3m
FY23 revenue



13.0%
FY23 adj. EBIT margin



> 7k
Employees



> 20
Plants

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

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AMERICAS

- ARG** Buenos Aires
- BRA** Itajuba
- MEX** Ramos Arizpe
- USA** Farmington Hills
- USA** Gastonia
- USA** Lynnwood
- USA** Miamisburg
- USA** Sterling Heights
- USA** Stoughton



EMEA

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



ASIA-PACIFIC

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



Discover Stabilus Motion Control in 3D

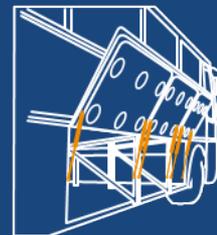
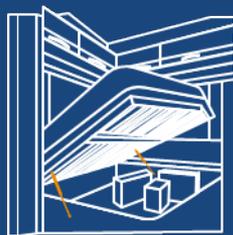
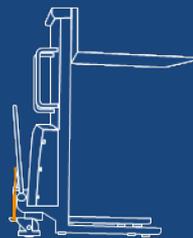
in the Business Park on
the Stabilus website,
which you can access via
this link or this QR code.

GROUP.STABILUS.COM/BUSINESS-PARK-MEDIA

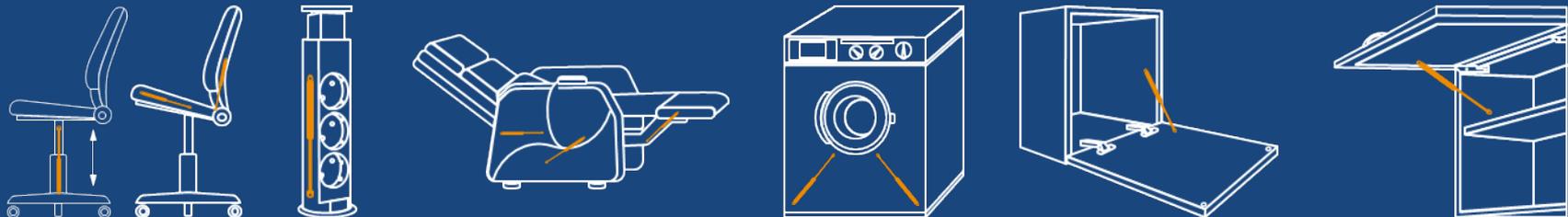


SELECT MECHANICAL SOLUTIONS: GAS SPRINGS & DAMPERS

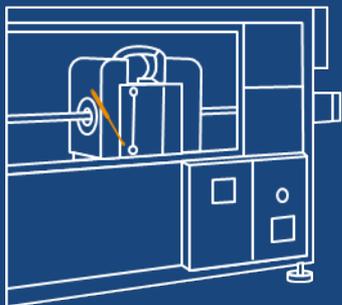
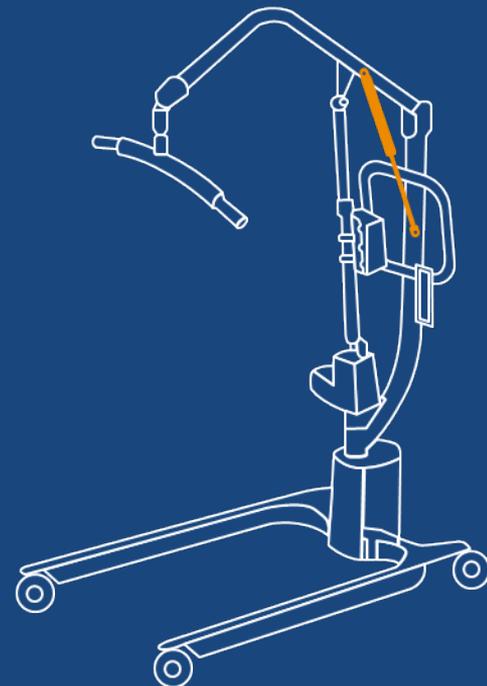
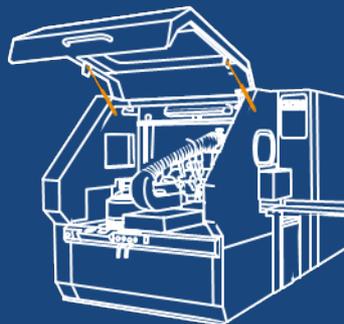
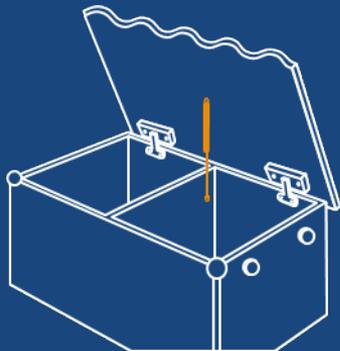
STABILUS



SELECT MECHANICAL SOLUTIONS: GAS SPRINGS & DAMPERS STABILUS

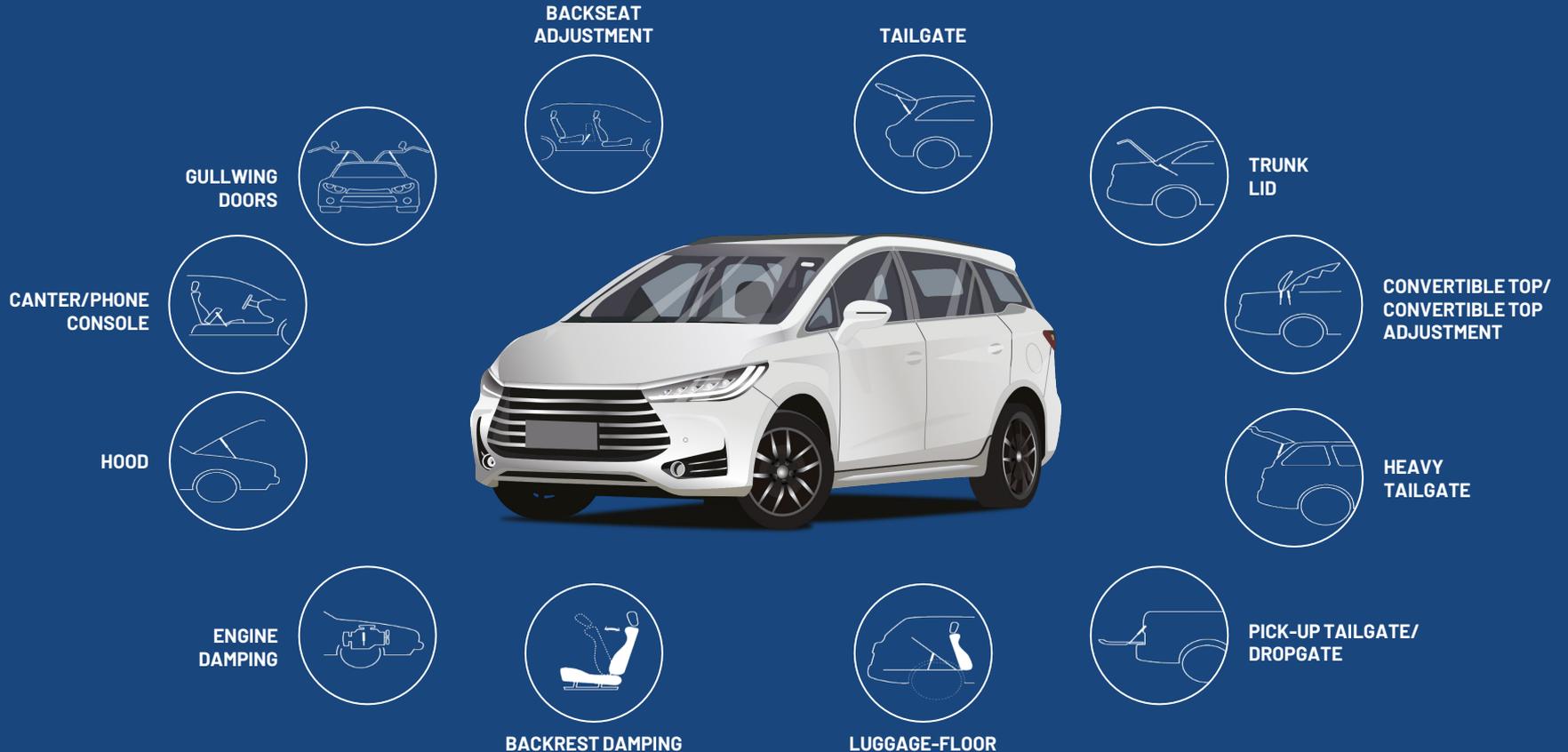


SELECT MECHANICAL SOLUTIONS: GAS SPRINGS & DAMPERS **STABILUS**



SELECT MECHANICAL SOLUTIONS: GAS SPRINGS & DAMPERS

STABILUS



SELECT ELECTROMECHANICAL SOLUTIONS: AUTOMOTIVE & INDUSTRIAL POWERISE[®], AS WELL AS DOOR ACTUATORS **STABILUS**

COAXIAL
POWERISE



AXPARALLEL
POWERISE



SD90 POWERISE



INDUSTRIAL POWERISE



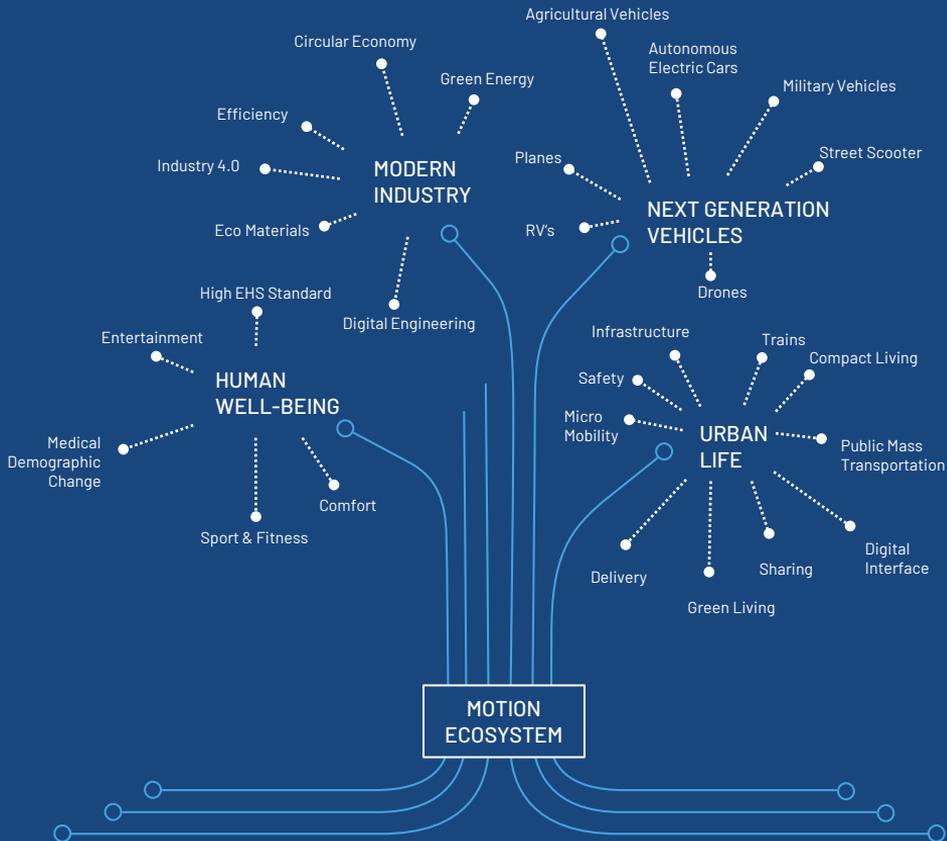
DA90 DOOR ACTUATOR





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.





PROVIDING SUBSYSTEMS FOR SIDE DOOR ACTUATION

STABILUS

DOOR ACTUATION HARDWARE
+ MOTION SOFTWARE



**POWER MODE AND
OBSTACLE DETECTION**



**MANUAL
ASSIST MODE**



**END POSITION
DAMPENING**



**ACTIVE
HOLDING**

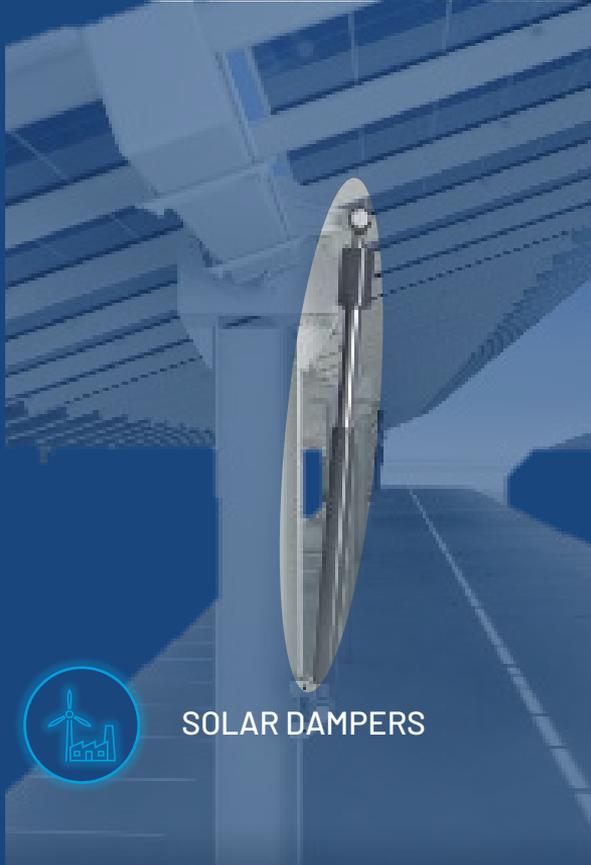
DEVELOPING NEW MOTION CONTROL SOLUTIONS

EXAMPLES FOR AMR, EC AND HRF CUSTOMERS

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**E-LATCH +
LIFT ASSIST UNIT**

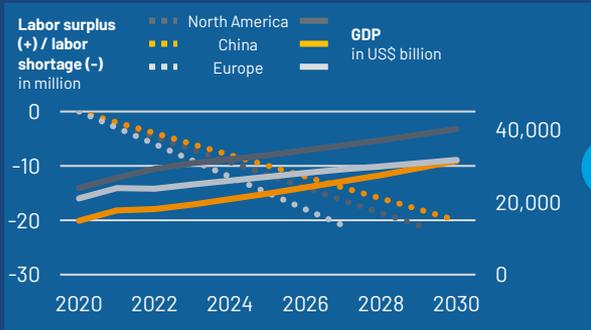


SOLAR DAMPERS



**ROTARY DAMPERS
FOR ORTHOSES**

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, higher automation is required to offset labor shortages, to ensure competitiveness and to perform physically demanding tasks.

ACQUISITION OF DESTACO – AN IMPORTANT STEP TOWARDS LEADERSHIP IN INDUSTRIAL MOTION CONTROL

STABILUS

TRANSACTION



Summary

Acquisition of **DESTACO** from the Dover Corporation; an exclusively negotiated deal

DESTACO generated **US\$213m revenue with 20% EBIT margin in FY2022**

Agreement signed on October 11, 2023, closing expected until end of February 2024



Value

Purchase price of US\$680m (cash and debt free) for 100% of the share capital

Approx. **13x 2024E EV/EBIT pre synergies**, and c. **12x 2024E EV/EBIT after synergies**

In addition, c. **US\$50m present value of expected tax benefits for Stabilus**



Financing

All-cash consideration to Dover Corporation

Transaction to be financed on closing by **c. €150m cash, €250m revolving credit facility** and **€250m new bridge facility**

Net leverage ratio at closing **below 2.5x (net debt / EBITDA)**, to be reduced **below 2.0x until end FY2026**



Strategic impact

Further diversifying Stabilus' **industrial product offering** and improving Stabilus Group's **automotive / industrial balance**

Automation boost on the way to our vision (**STAR 2030**), backed by megatrends; balancing of geographical exposure



Financial impact

Incl. synergies, revenue growth of **c. 9% p.a.** expected for DESTACO 2022-2028 with EBIT margin increasing to c. 23 %

Revenue synergies > €50m p.a., cost synergies > €10m p.a., plus **c. US\$50m present value of expected tax benefits**

Significant positive impact on Stabilus Group's revenue, adj. EBIT margin and earnings



Robotic tooling, gripping & remote handling

(c. 30% of sales)

Linear & rotary positioning

(c. 20% of sales)

Clamping

(c. 50% of sales)

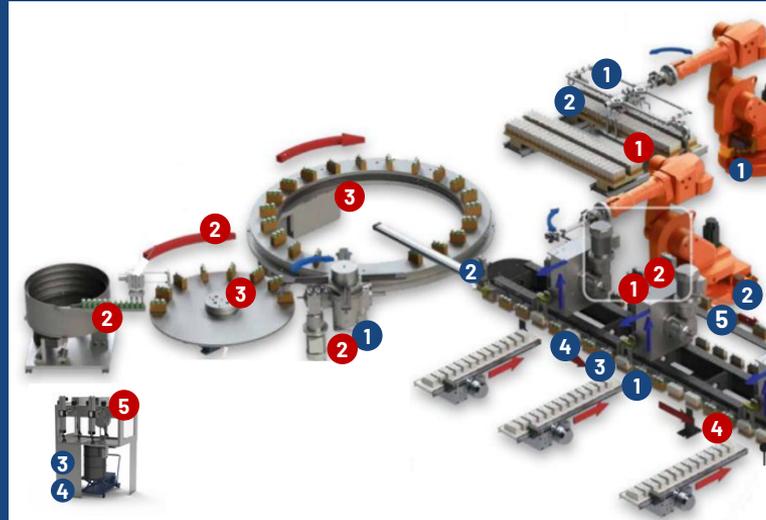
DESTACO'S AND STABILUS' PRODUCTS IN AUTOMATED PRODUCTION LINES

STABILUS

DESTACO'S PRODUCTS

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

EXAMPLE OF AN AUTOMATED PRODUCTION LINE



STABILUS GROUP PRODUCTS

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



DESTACO's product portfolio is complementary to Stabilus Group's Industrial Machinery & Automation business.

SUCCESSFUL M&A TRACK RECORD SINCE IPO IN 2014

PROVEN ABILITY TO EXECUTE VALUE ACCRETIVE ACQUISITIONS

STABILUS



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**



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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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