



# FY 2024 Results

## Investor & Analyst Conference Call

Andreas Klein (CEO)  
Thomas Dippold (CFO)

Wiesbaden | March 20, 2025



# Agenda

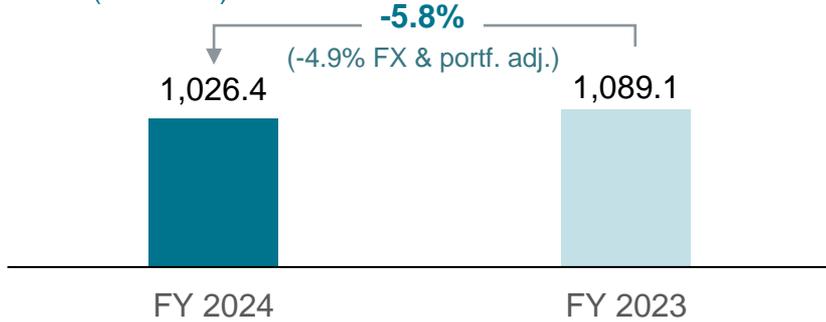
1. **Details on FY 2024**
2. **Determining factors for fiscal year 2025**
3. **SGL's business focus and forecast for 2025**

# 1 Details on FY 2024

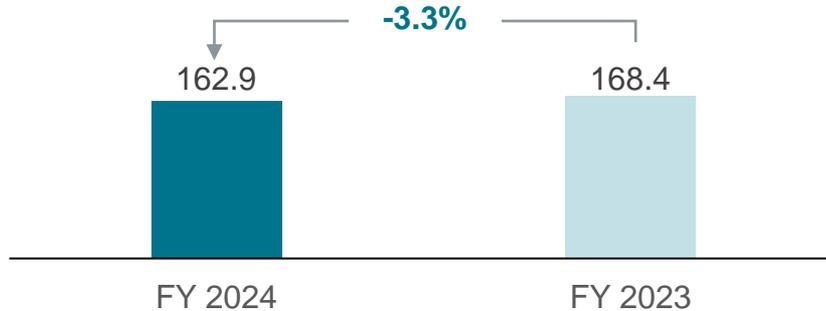
**“FY 2024 development in line with given guidance“**

# Product mix change has positive effect on EBITDApre margin

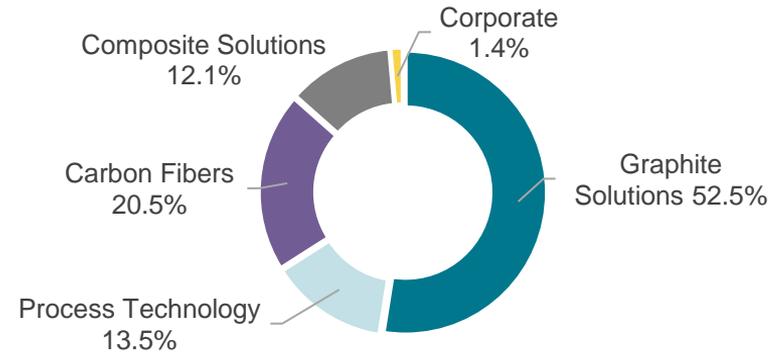
## Sales (in mEUR)



## EBITDApre (in mEUR)



## Sales split (in %)

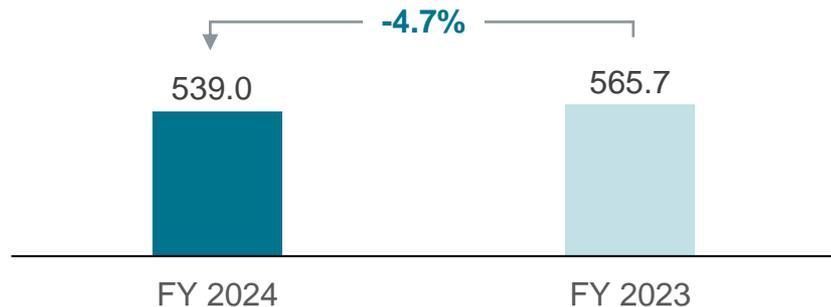


## Key developments

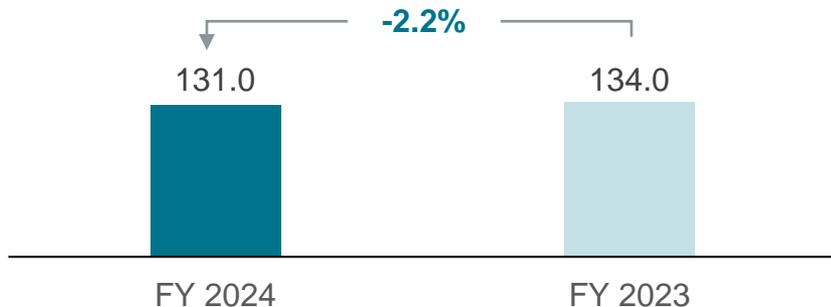
- Ongoing strong performance in PT; GS flat; weakness in CF continues, CS burdened from project termination
- Product mix changes lead to EBITDApre margin increase from 15.5% to 15.9% in y-o-y comparison

# Graphite Solutions (GS) – improved profitability, but demand in most market segments weakened

## Sales (in mEUR)



## EBITDApre (in mEUR)



## Key developments

### Sales

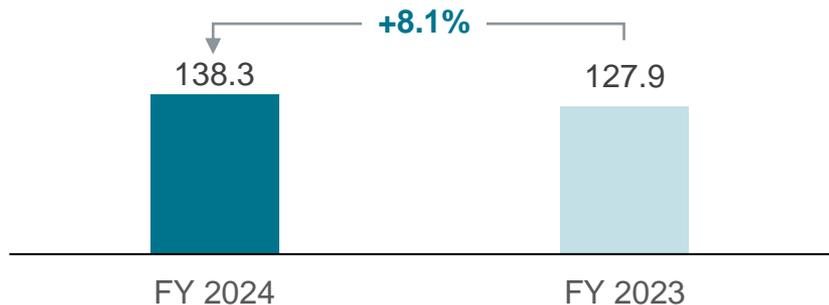
- Good start into 2024; decline in H2 due to EV sales drop weighs on sales and profitability
- Most market segments declining: Semiconductor & LED (-4.3% yoy), Industrial Applications (-5.3% yoy), Solar (-26.2% yoy)

### EBITDApre

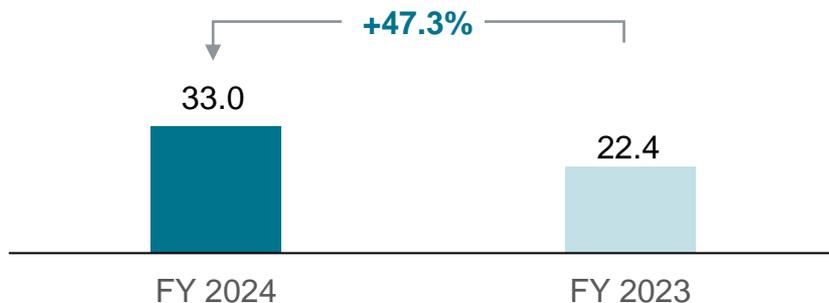
- Positive effects due to product mix and lower input costs
- EBITDApre margin increased from 23.7% to 24.3%

# Process Technology (PT) – outperforming good figures from 2023

## Sales (in mEUR)



## EBITDApre (in mEUR)



## Key developments

### Sales

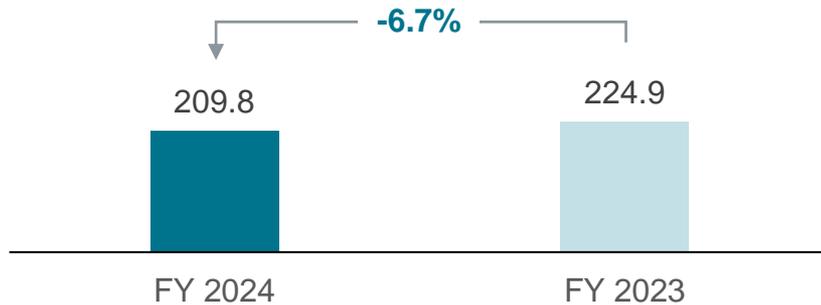
- Good development from 2023 continues in 2024
- All regions contributed to growth
- Order book still well filled, but signs of slowdown in new orders since Q3 2024

### EBITDApre

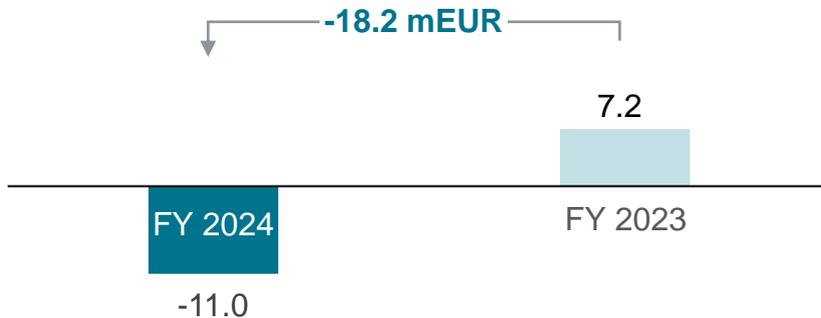
- Stronger share of higher margin service business combined with attractive large-scale projects
- Margin increase in 2024 to 23.9% (2023: 17.5%)

# Carbon Fibers (CF) – restructuring on its way

## Sales (in mEUR)



## EBITDApre (in mEUR)



## Key developments

### Sales

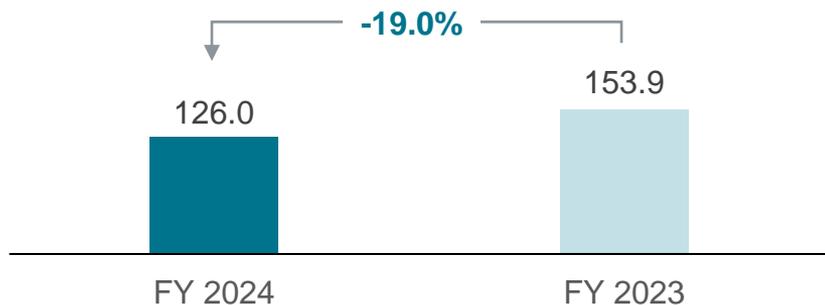
- Further sales decrease in nearly all CF market segments. Especially low demand from main market wind industry continues
- Increasing global overcapacity
- Negative price trend for commodity products

### EBITDApre

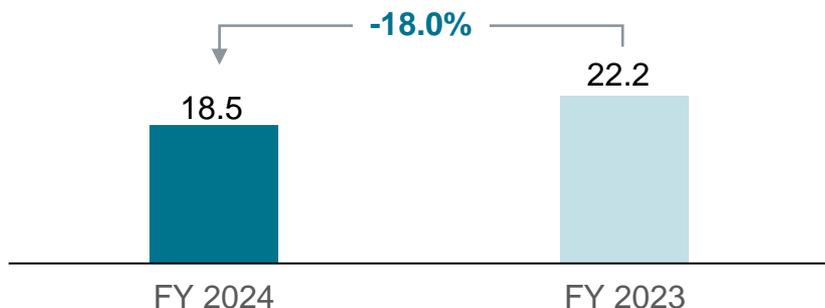
- Positive effects from restructuring measures outweighed by missing fix cost absorption
- BSCCB impact on CF EBITDApre of 15.9 mEUR in 2024 (2023: 18.3 mEUR)
- Due to updated market expectations, impairment of 76.5 mEUR on assets of CF in 2024

# Composite Solutions (CS) – termination of big automotive contract impacting sales and earnings

## Sales (in mEUR)



## EBITDApre (in mEUR)



## Key developments

### Sales

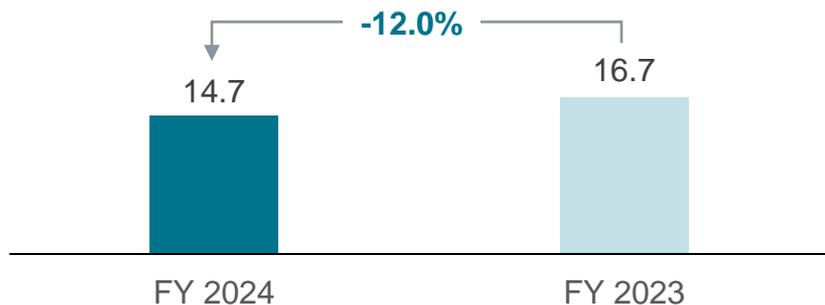
- Termination of a major automotive project contract resulted in lower volumes and sales
- Volatile demand from the automotive industry
- Stable volumes from luxury car segment for car body components

### EBITDApre

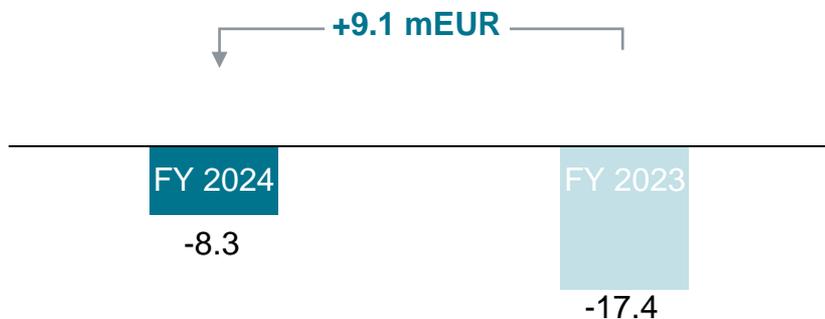
- Lower EBITDApre due to lower sales
- EBITDApre-margin kept stable with 14.6% (2023: 14.4%) resulting from compensation payment (3.0 mEUR)

# Corporate – Significantly lower costs

## Sales (in mEUR)



## EBITDApre (in mEUR)



## Key developments

### Sales

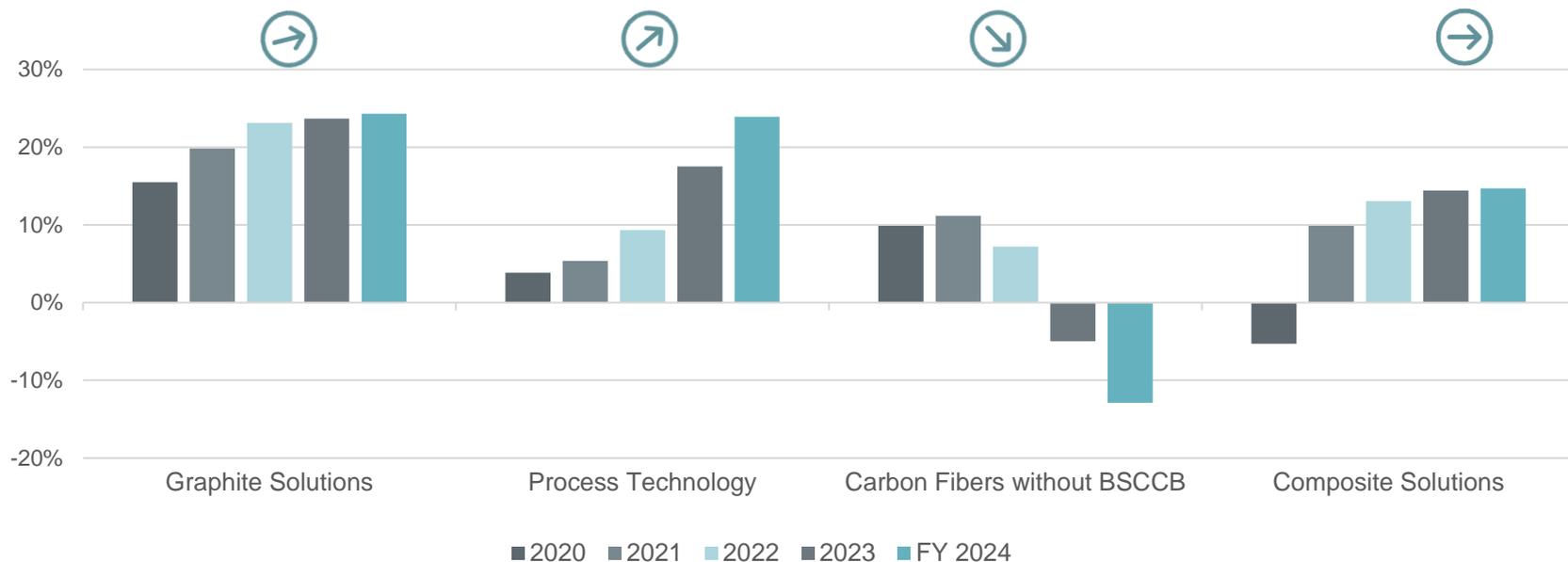
- Disposal of sites in Gardena (US) and Pune (India) in 2023 impacted sales

### EBITDApre

- Significantly lower costs for indirect spend as well as for variable bonus provisions with positive impact on EBITDApre

# Continued positive margin development in three business units; CF continues to report losses

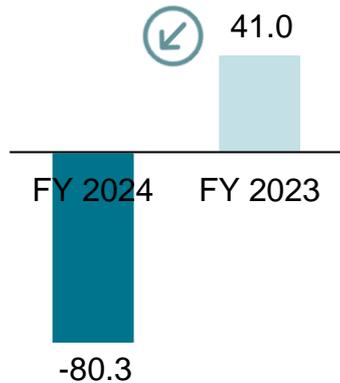
EBITDApre margins (in %)



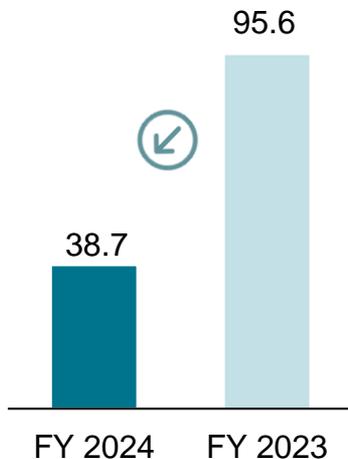
# Net result impacted by impairment; net debt declined further

## Key figures (in mEUR)

### Net result



### Free cash flow (FCF)



### Net financial debt



## Key developments

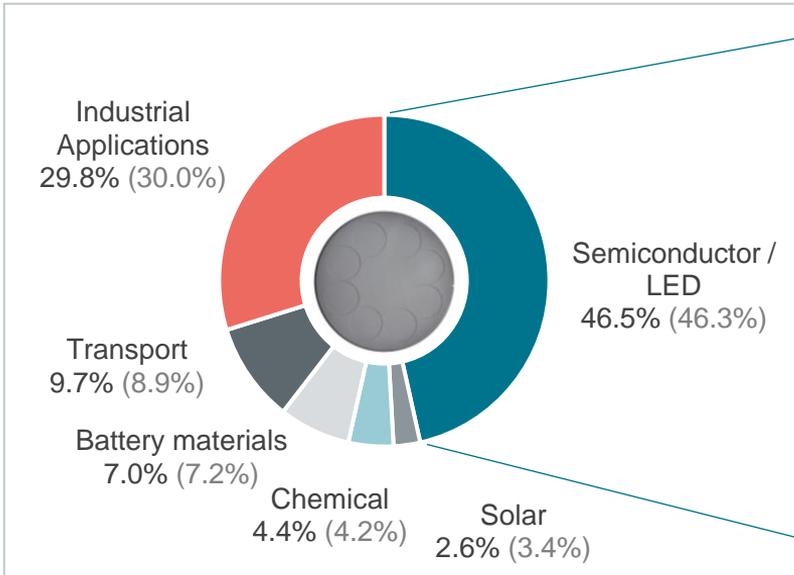
- Strong decrease in **net result** due to impairment and restructuring costs of €118.5 million in 2024
- **Net financial debt** with slight decrease (-6.6%)
- **Leverage ratio** of 0.7
- **Equity ratio** with 41.5% stable
- **ROCE** with 11.4% nearly unchanged (Dec. 31, 2023: 11.3%)

## 2 Determining factors for fiscal year 2025

**“EV / SiC market weakening and restructuring Carbon Fibers”**

# Cool down of the semiconductor market in the course of 2024

Sales split GS by market segment in FY 2024 versus FY 2023 (in %)



Sales split Semi/LED market segment (in mEUR)

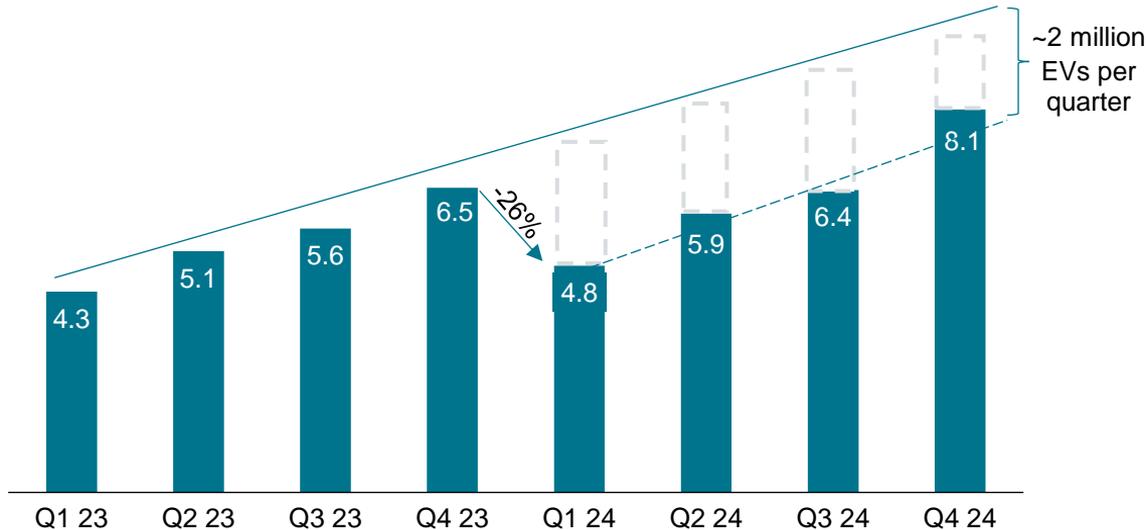


# Lower than expected growth in EVs in 2024 slows SiC-semi demand

## Electric vehicles sold per quarter 2023 and 2024

**Electric Vehicles**  
[in millions]

**EVs sold**



## Current obstacles

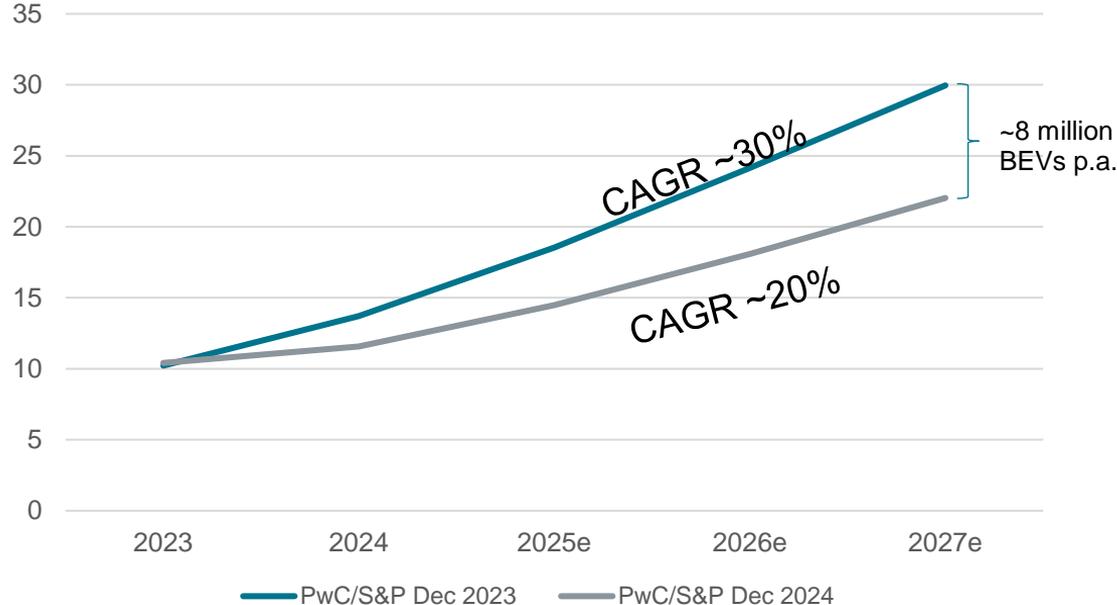
- EV represents #1 application (70-80% share in SiC)
- Q1 2024: slowed growth in EV demand by end-customers after strong Q4 2023
- Q2-Q4 2024: recovery in demand mainly driven by sales in China
- Adoption rate of SiC lower than expected
- Delay of new EV model launches
- But SiC importance unchanged

# BEV sales delay of around two years expected till 2027

## Significant change in BEV forecasts

### Electric Vehicles (BEV)

[in millions]



Source: PwC strategy;

## Current obstacles

- BEV growth from 2023 to 2024 significantly below forecast: 11% versus 30%
- CAGR (2023-2027) now 20% projected versus 30% before
- Strong inventory increase in the entire value chain
- Mid-term growth is still intact

# Delay in EV and SiC market affects SGL business

## Market development

- Slowing market growth due to weaker BEV demand, but still expected to grow at 20% CAGR<sub>23-27</sub>
- Customers: Focus shifted from growth to inventory & cash management
- All regions affected
- No growth in SiC demand expected for 2025

## SGL

- **Temporary slowdown** at our SiC customers
- **SGL strong positioned**
  - Quality leader
  - “One-Stop-Shop” semi-customers
  - Support of local markets due to site network
  - Structure of SiC customer contracts
- **Strict cost management**
- **Opportunity:** Acceleration SiC penetration in other markets (e.g. PV systems, wind turbines)

# Restructuring of Carbon Fibers

## Process started

- Complete sale of the business unit currently not achievable
- Significant reduction of loss-making Carbon Fibers business activities and focus on profitable core
- Individual solutions for all seven CF-sites including potential closure of unprofitable sites
- JV Brembo SGL Carbon Ceramic Brakes S.p.A. (BSCCB), is not affected by the restructuring
- Expected one-time cash effects of approx. €50 million over the next two years



### 3 SGLs business focus and forecast for 2025

**“Safeguard sales and profitability”**

# 2025 is a year of sales and strict cost discipline to counterbalance slowdown in key markets

## Focus in 2025



**Sales focus** to fill capacities to counteract low demand from key markets e.g.,

- Sales into broader markets
- Scout for new applications



**Cost efficiency** to counterbalance underutilization by e.g.,

- Optimize headcount setup
- Strict cash management

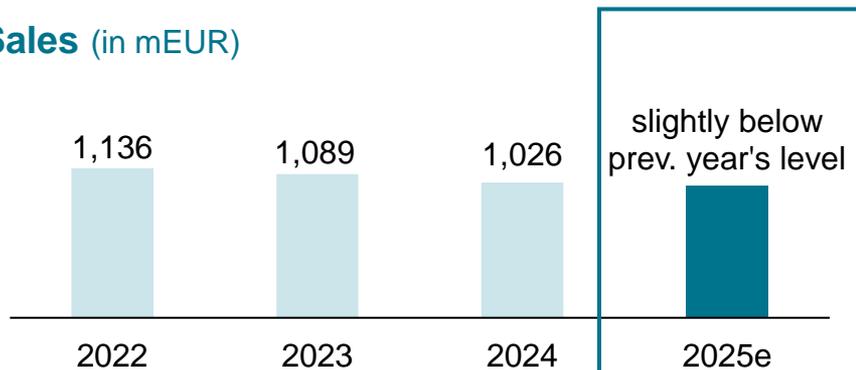


**Safeguard result 2025:**

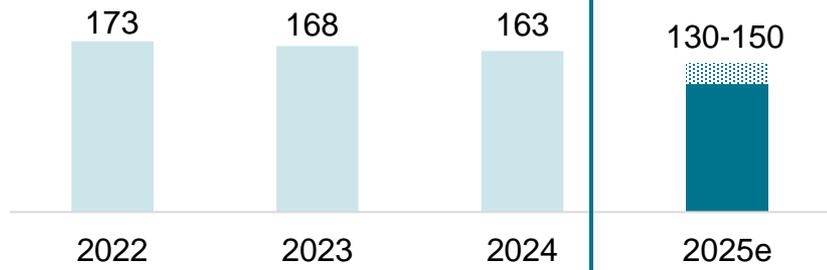
Focusing of resources to stabilize topline and secure bottom line by optimizing costs

# Low momentum in key markets leads to decline in profitability

## Sales (in mEUR)



## EBITDApre (in mEUR)



## Factors affecting the 2025 outlook

- Semiconductor expected to remain at a low level in 2025. Increase in demand depending on EV sales
- Demand from automotive industry associated with high uncertainty, e.g. US tariffs, EV-regulation

### Business Unit level

- GS: Sales dependent on demand from semiconductor industry. Earliest pick-up in H2 2025 but uncertain
- PT: Satisfactory business performance expected, but sales and earnings below record year 2024
- CF: Continued low capacity utilization and high price pressure. Restructuring started
- CS: Depending on the development of the automotive industry. Higher price pressure expected

# Temporary drop in 2025, but mid-term growth outlook unchanged

1.

SGL as focused advanced materials player with innovative and customer-oriented products and excellent market positioning

2.

Restructuring of Carbon Fibers business

3.

All businesses will benefit from megatrends: digitization, renewable energies and climate-friendly mobility

4.

Mid- to long-term growth in demand for special graphite components for SiC-based semiconductor industry is intact

5.

Selective investments to increase production capacities



# Q&A

We are looking forward to your questions

# Financial calendar and IR contact details

## Financial calendar

March 20, 2025

- Publication of the Annual Report 2024
- Conference call for investors and analysts

May 8, 2025

- Statement on the First Quarter 2025
- Conference call for analysts and investors

May 21, 2025

- Annual General Meeting (virtual)

August 7, 2025

- Report on the First Half Year 2025
- Conference call for investors and analysts

November 6, 2025

- Statement on the First Nine Months 2025
- Conference call for investors and analysts

## Contact

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