

Q3 2024 REVENUE



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Executive summary

Solid revenue growth
+4.7%
vs. Q3 2023*



Strong outperformance
+9.5 pts
in a decreasing market**



Q3 2024 main achievements

Growth in all regions
with robust momentum
in North America

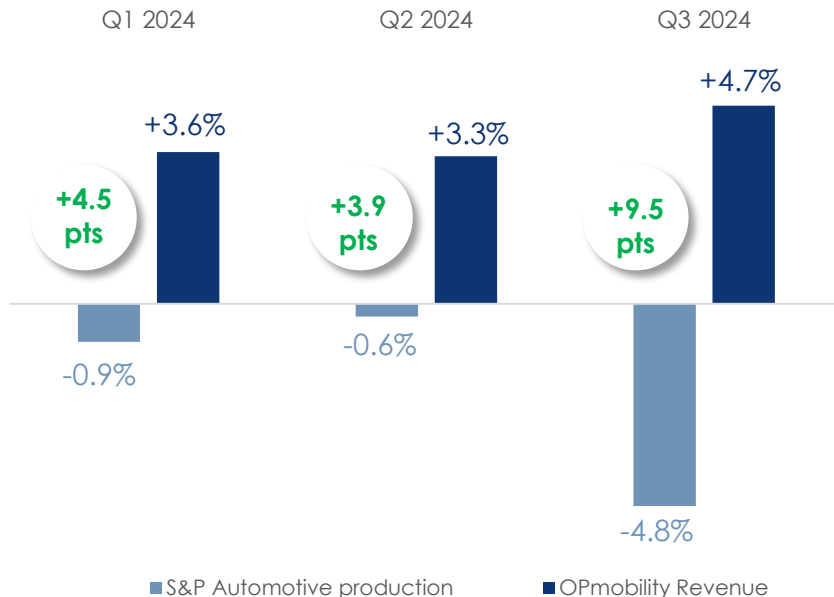


Top 10% auto suppliers
with “AA”
MSCI ESG ratings
up from “A”



Solid outperformance in a decreasing market

Evolution of the automotive production*
and OPmobility revenue**



➔ Worldwide automotive production is decreasing

- Slowdown in BEV sales
- High inventories in Europe and North America

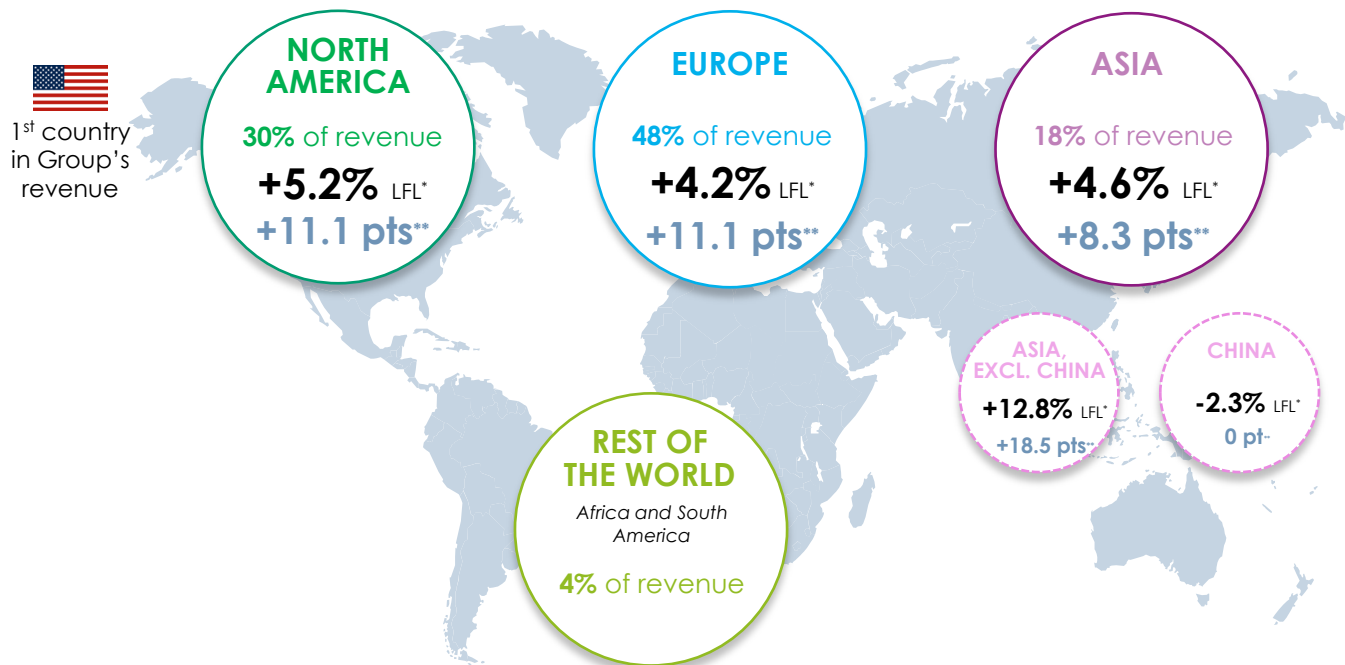
➔ OPmobility is outperforming the market

- +9.5 pts in Q3 2024
- +5.7 pts in 9M 2024

🎯 On track to meet 2024 objective to outperform the market

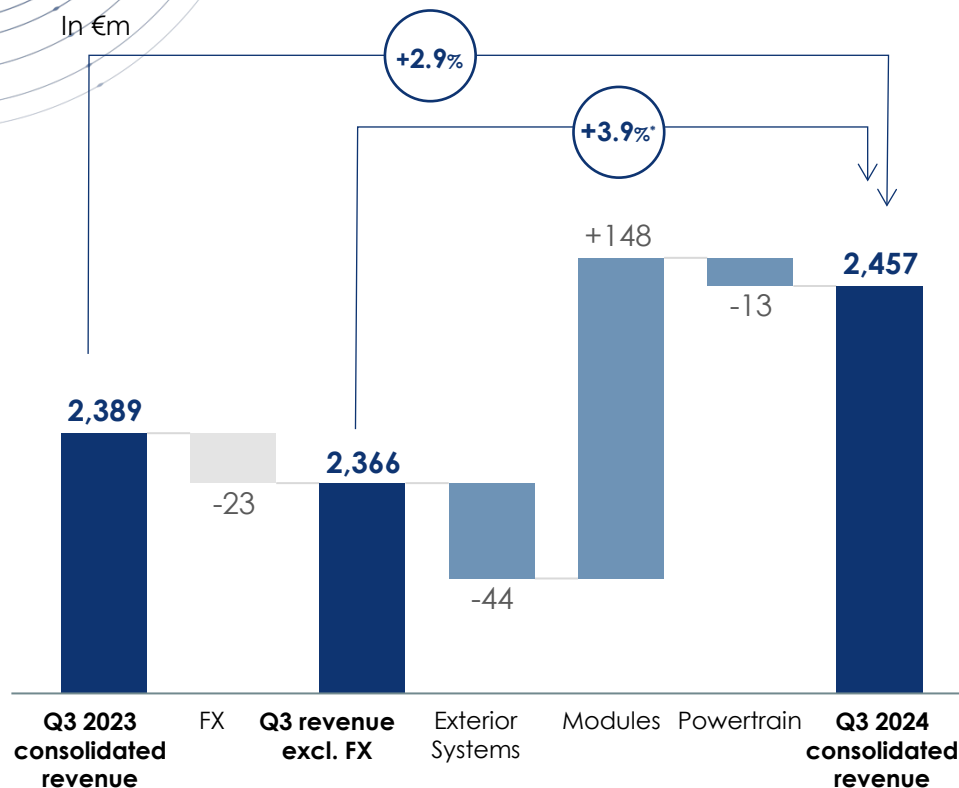
Outperformance in all regions

OPmobility's economic revenue in Q3 2024 vs. Q3 2023 and performance vs. automotive production**



Revenue up +3.9% LFL in Q3 2024

All segments are outperforming the market



Exterior Systems: +0.8 pt vs. market**

- Exterior: benefits from the high level of orders booked in recent years
- Lighting: decline in sales as expected

Modules: +28.3 pts vs. market**

- Strong growth in modules' volumes produced and assembled in Austin, Texas
- Increase in modules assembled in Slovakia

Powertrain: +2.8 pts vs. market**

- C-Power: consolidating its leading position, despite market electrification
- H₂-Power: securing its future growth with new orders booked in 2024

Exterior Systems

Exterior

Business highlights in Q3 2024

- Increase in sales in Americas and Asia, benefiting from previous years' order book
- Strong order intake
- Recognition from customers

Key launches



Volkswagen Jetta
Front & Rear Bumpers



Mahindra Thar Roxx
Front & Rear Bumpers
Grilles

Lighting

Business highlights in Q3 2024

- Revenue in line with expectation due to a lower order book before acquisition
- Order intake above revenue securing future growth

Key awards since the beginning of the year



EV player
Head Lamps & Bodyshells



Stellantis Ram Pro Master
Head Lamps

► Solid performance of Exterior business group
mostly offsetting the anticipated slowdown in the Lighting sales

Modules

Business highlights in Q3 2024

- Solid growth in North America driven by the plant in Austin, Texas
- Increase of modules assembled in Slovakia and Czech Republic for Skoda and Volkswagen
- Robust order intake contributing to a more balanced customer and geographical mix



Asian OEM

Front End Modules

Key launches



Skoda Karoq & Octavia

Front End Modules



Ram 2500

Front End Modules

Active Grille Shutters



Chery Omoda 5

Cooling Modules

► **Strong performance of Modules**
with a continuous momentum in North America

C-Power

Business highlights in Q3 2024

- Consolidating its leading position
- Benefiting from:
 - Previous years' robust order intake
 - Growing opportunities in hybrid powertrains

Key launches



Dacia Sandero & Logan

Fuel Systems



GAC M6

Fuel Systems

H₂-Power

Business highlights in Q3 2024

- Well-diversified product portfolio to address heavy and collective mobility
- In addition of partnerships with Alstom and CRRC, key contract in rail mobility with Stadler



Capacities adapted to gradual volumes

- Start of production in the new plant in Lachelle, France, by the end of the year



STELLANTIS

HYVIA

► OPmobility well-positioned to address
all types of powertrains for all segments of mobility

OPmobility's ESG initiatives awarded

Improvement of MSCI ESG rating from "A" to "AA"

Labor management initiatives

- ✓ **Social progress** on labor management initiatives
 - ❑ Annual engagement surveys
 - ❑ Training programs

Continuous improvement in safety

- ✓ **On track to meet objective**
of accidents frequency rate of 0.5 in 2025
 - ❑ FR2*: 0.53 as of 30 September 2024

Key player in mobility decarbonation

- ✓ Leading most industry peers, capitalizing on **opportunities in clean technology**

Major ratings



Highest score

A



Among **top 1%** of
assessed companies

80
/100



Among **top 10%** of
industry peers

AA



One of the **leaders in**
its industry

C+

OPmobility's strengths to address market evolution

Full range of technologies

- ✓ Significant part of revenue "agnostic" to powertrain



Exterior
Lighting
Modules

- ✓ Unique technological offer combining Exterior, Lighting & Modules



- ✓ Full range of powertrain solutions to seize opportunities (e.g. PHEV)

Geographical diversification

- ✓ The United States, new top contributor in revenue



- ✓ Extending geographical footprint in "best-cost countries"



- ✓ More balanced geographical order book



EUROPE



NORTH
AMERICA



ASIA

Wide customer portfolio

- ✓ Accelerating customer diversification for all mobility
 - New plant in Austin, Texas, for a major EV US player
 - Key awards for US and Chinese new comers in EV mobility



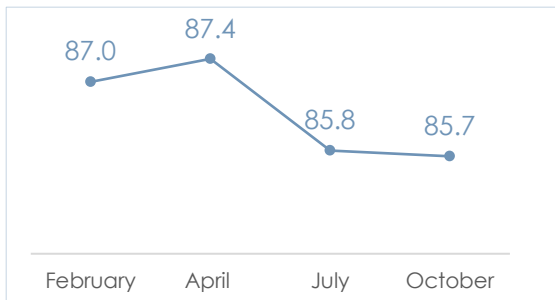
Tailgates

- ✓ Expanding to heavy, commercial and rail mobility (e.g. Alstom, CRRC, Stadler)



Automotive production* for 2024 being revised downwards

In million of vehicles



- ✓ Uncertainty due to CAFE** standard implementation in Europe
- ✓ Slowdown in sales of battery electric vehicles



Confirmed 2024 outlook

- In a challenging market, OPmobility continues to adapt its **industrial capacities** and **cost structure** to the different local demand
- **OPmobility confirms its full year guidance**
 - **Outperformance** of the automotive production***
 - **Improvement of all financial aggregates vs. 2023:**
 - Operating margin
 - Net result Group share
 - Free Cash Flow
 - Net debt

* Source: S&P Global Mobility automotive production published in February, April, July and October 2024 by source plant region - [0;3.5t PC + LCV]

** Corporate Average Fuel Economy

*** Source: S&P Global Mobility automotive production published in October 2024 by source plant region - [0;3.5t PC + LCV]



Conclusion

- ✓ OPmobility **outperforming the market**
- ✓ **More balanced in revenue by region,**
with the **United States** remaining sales **leading contributor**
- ✓ Building on:
 - its **strong historical businesses**
 - **high level of order intake** in recent years
 - geographical and customer **diversification**
 - **a complete range** of technology solutions
 - **adapting** its industrial capacities
- ✓ **2024 outlook confirmed, in a challenging context**



QUESTIONS & ANSWERS



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Q3 & 9M revenue per segment

In €m	Q3 2023	Q3 2024	9M 2023	9M 2024
Exterior Systems	1,292	1,246	4,125	4,094
Modules	714	876	2,320	2,600
Powertrain	645	623	2,020	1,991
Economic Revenue	2,651	2,746	8,466	8,685
<i>Joint Ventures</i>	<i>262</i>	<i>289</i>	<i>784</i>	<i>815</i>
Exterior Systems	1,114	1,059	3,613	3,574
Modules	630	776	2,051	2,308
Powertrain	644	621	2,018	1,987
Consolidated Revenue	2,389	2,457	7,682	7,870