



STEYRMOTORS
INNOVATION WITH LIGHTNESS



Investor Presentation FY 2024

March 2025

INTRODUCING STEYRMOTORS



The global leader for customized engines in special defense and civil situations



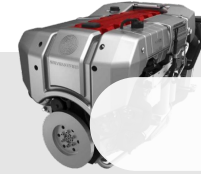
CATERING FOR A DIVERSE SET OF APPLICATIONS AND PRODUCT LINES



M14 | M16



M12 | M16



SE4 | SE6

 **Defense Vehicles**

Defense vehicles from 3.5t to 10t



Primary Power for Special Vehicles

 **Aggregates**

MBT **Locomotives**



Auxiliary Power Unit (APU)

 **Marine**

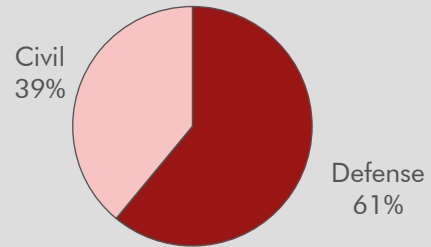
Rib Boats **Battle Boats** **Work Boats** **Rescue Boats**



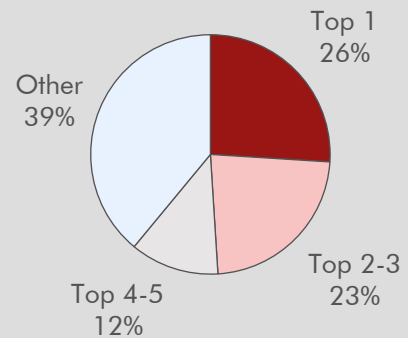
Primary Propulsion Power & Electricity

DIVERSE AND INTERNATIONAL CUSTOMERS AND END USERS

Revenue by Type



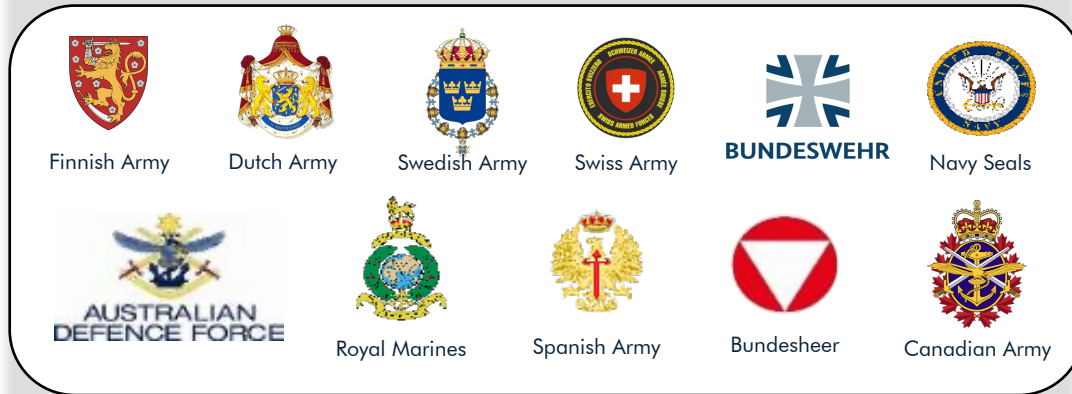
Revenue by Customer



 **Defense vehicle and boat manufacturers**



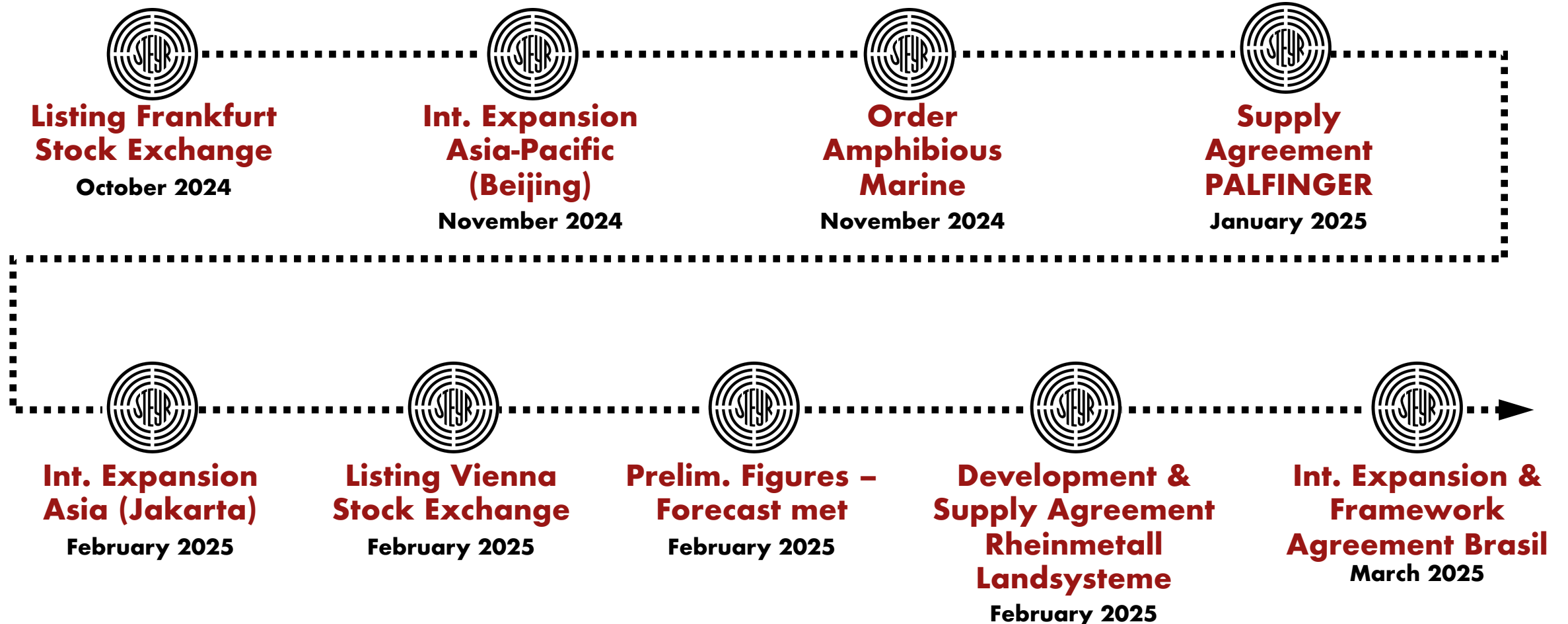
 **Civil manufacturers**



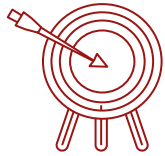
Milestones, Key Highlights and Financials



STEYR MOTORS – MILESTONES SINCE ITS LISTING



STEYR MOTORS – KEY HIGHLIGHTS 2024



Revenue
€41.7m
2024



Adj. EBIT
€10.1m
2024



Adj. EBIT Margin
24.3%
2024



Revenue CAGR
21.9%
2022-24



Order Backlog
€200m*
2025-2027

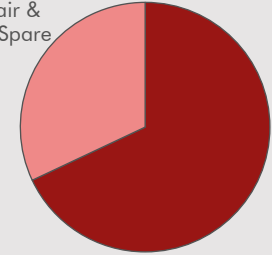


FTEs
x110
2024



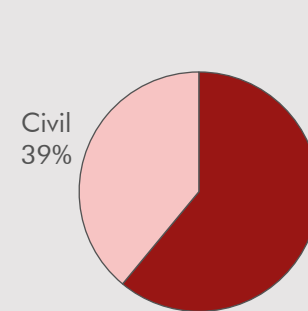
Dividend Proposal
€0.55
2024

Maintenance, Repair & Overhaul (MRO) & Spare Parts
32%

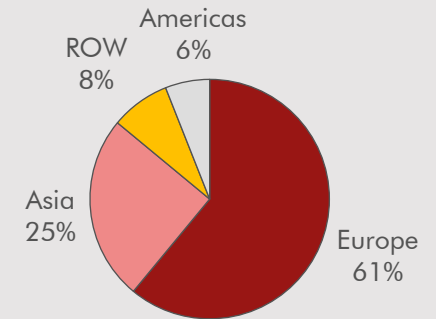


Engines & Licence Manufacturing
68%

Revenue by Area
2024



Revenue by Type
2024



Revenue by Region
2024

Source: *Current Order Backlog.

STEYR MOTORS – FINANCIALS 2024

in EUR thousands	2024	2023
Revenues	41,657	38,133
Changes in inventories of finished goods and work in progress	919	-1,077
Other income	614	279
Cost of materials and procurement costs	-22,902	-22,143
Gross profit	20,288	15,192
Gross Profit Margin %	48.7%	39.8%
Personnel expenses (PEX)	-9,557	-10,080
Other expenses (OPEX)	-5,498	-7,765
Capitalized development costs	2,168	1,214
EBITDA	7,401	-1,439
EBITDA Margin in %	17.8%	-
Depreciation and amortization	-907	-951
Impairments	-20	-3,388
EBIT	6,474	-5,778
EBIT Margin in %	15.5%	-
Expenses for staff compensation plans		1,571
Restructuring and one-off expenses	1,674	533
Feed paid to Mutares	1,967	3,866
Book loss on sales and lease back		3,388
Adjusted EBIT	10,115	3,581
Adjusted EBIT Margin in %	24.3%	9.4%
Net profit for the year	4,876	-9,130
Net Profit Margin in %	11.7%	-

Revenue increase in both segments:

- Civil +13% and Defense +7%
- Spare parts revenue increasing by 22% YoY

Cost reduction in materials

- Sourcing strategy and new suppliers for key components supporting cost-reduction strategy

PEX – staff compensation plan in 2023

- Reduction of 30 HC in order to shape the new strategic corporate direction

OPEX

- Gradual outphasing of intensive support by consultants of the Mutares Group in 2024 as part of the restructuring phase
- Complete stop of Mutares support by end of 2024

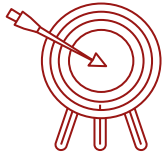
Outlook



STEYR MOTORS – TARGETS 2025 AND BEYOND

2025

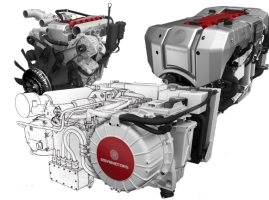
2027



Revenue
+40%
vs. €41.7m in 2024



EBIT Margin
>20%
vs. 15.5% in 2024



Production
>1,250 units
vs. 729 units in 2024



Adj. EBIT
x4
vs. €10.1m in 2024

STEYR MOTORS HAS A CLEAR FOCUS FOR ITS MID-TERM GEOGRAPHICAL EXPANSION

	Initiative	Drivers of incremental sales
Governmental	Expansion in 3 high-potential areas	<ul style="list-style-type: none"> ○ New projects driven by high defense spending ○ Enlargement of scope in special governmental applications ○ Expansions in North America, China and Poland
Marine	Strengthen distributor network	<ul style="list-style-type: none"> ○ Penetration of new markets or where current presence is limited ○ Stronger footprint driving after-sales development

Sales enhancements

Price increases

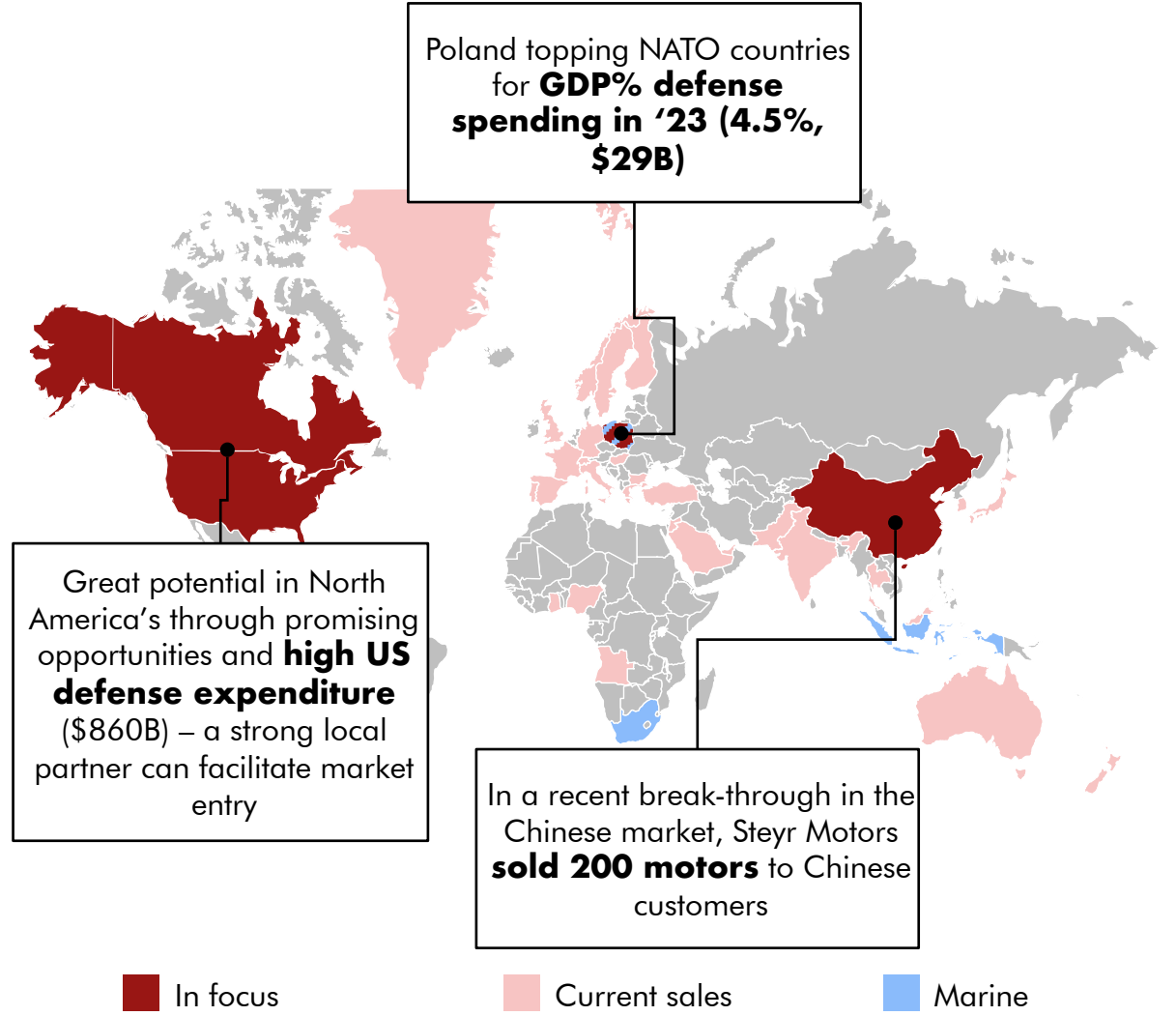
Volume growth

Growth in KAM share of wallet

New contracts

New incentives

Savings potentials



STEYRMOTORS **INVESTMENT HIGHLIGHTS**

Leading market player for mission critical customized engines in special situations¹

International established customer base

Strong revenue growth with large total backlog of orders² providing visibility on future earnings

Highly profitable in a high-growth market

Clear future strategy driving international growth

1. Company assessment. 2. Total order backlog defined as fixed order backlog + frame order backlog and committed sales and includes both legally and non legally binding orders.

Q&A – Thank you for your questions and interest in Steyr Motors



Appendix



THIS IS WHAT STEYRMOTORS STANDS FOR!



Leading market player for customized diesel engines in special situations



Outstanding life cycle services



Optimized organization







Pioneering enhancements

Highly profitable in a high-growth market

- **A leading independent engine manufacturer in a market with limited players**, with a high power-to-weight ratio, makes Steyr engines integral in widely used platforms
- **Strong total order backlog¹** with c. 2/3 of customer planned 2025 revenue covered by the order backlog and further steady growing sales pipeline (e.g. Rheinmetall)
 - Customer focus through **end-to-end product lifecycle support**, from tailored engineering (R&D) and **customized engines** to after-sales service
 - Enhanced growth by increasing sales of its engineering and newly established **MRO services** to external customers
- Efficient organizational structure with a strong management and operational team responsible for a **highly profitable business**
- Modern, state-of-the-art facility with ideal infrastructure to **deliver the highest, well renowned quality**
- Implemented enhancement initiatives and the refined strategy led to significant **sustainable positive EBITDA** effects
- Top-line initiatives will boost significantly until FY'27 with **further upside potential beyond the Business Plan** (e.g. military gensets)
- Recently addressed markets such as **APAC and further yet untapped business and sales areas** provide significant **further upside potential beyond business plan**
- New partner has the unique opportunity to invest in a **highly profitable engine manufacturer**

1. Total order backlog defined as fixed order backlog + frame order backlog and committed sales and includes both legally and non legally binding orders.

STEYR MOTORS UNIQUE SELLING PROPOSITION

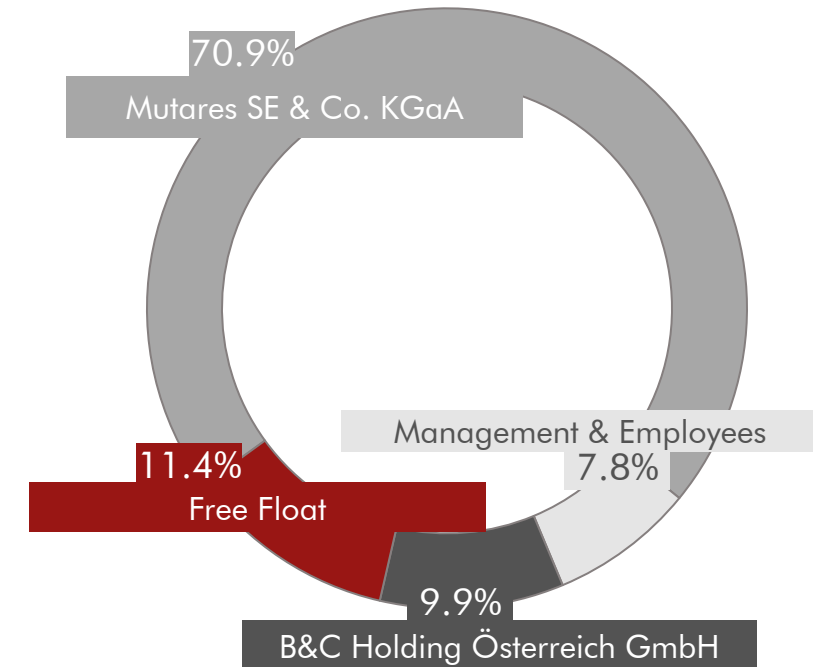
	High power to weight ratio (up to 70kW/l displacement)	In all development and standardization activities attention is paid on the USPs of low weight, high performance, multifuel capability, robustness, as well as market typical high demands
	Monoblock design	Unique patented engine block design which enables double the power density for heavy duty application
	Reliability and robustness	Steyr Motors power density: 67kW/l versus typical competitor power density of 35kW/l
	Multifuel capability (Diesel and jet fuel)	Without power reduction and no wear and tear due to low lubrication of jet fuel types (oil lubricated injection system)
	Safety in operation	Steyr Motors products are designed and tested for extreme conditions on customers needs (e.g. SOLAS certificate, NATO endurance test)
	Adaptable to individual requirements	Due to the unique design of the Steyr Motors products, adaptations will be already implemented in the design/engineering phase and realize customers needs for rough and harsh conditions

STEYR MOTORS SHARE

Master Data

Symbol	4X0
Issue Price	EUR 14.00
ISIN	AT0000A3FW25
First trading day	October 30, 2024
Transparency level	Scale
Market segment	Open Market
Stock exchange & trading venue	Frankfurt Stock Exchange/Xetra
Number of shares	5,200,000
Share capital	EUR 5,200,000.00
Designated Sponsors	Hauck Aufhäuser Lampe Privatbank AG

Shareholder Structure



FINANCIAL CALENDER

DATE	EVENT
05-06 February 2025	Hamburg Investor Days (HIT)
10 February 2025	Listing Vienna Stock Exchange
19 February 2025	Virtual Austrian Conference – Baader Conference
18 March 2025	Publication of the Annual Report 2024
07 May 2025	Annual General Meeting
14 May 2025	Publication of Q1 results
31 July 2025	Publication of the Half Year Report
23 October 2025	Publication Q3 results

STEYR MOTORS AUDITED STATEMENT OF COMPREHENSIVE INCOME FY 2024



in EUR thousands	2024	2023
Revenues	41,657	38,133
Changes in inventories of finished goods and work in progress	919	-1,077
Other income	614	279
Cost of materials and procurement costs	-22,902	-22,143
Gross profit	20,288	15,192
Personnel expenses (PEX)	-9,557	-10,080
Other expenses (OPEX)	-5,498	-7,765
Capitalized development costs	2,168	1,214
Earnings before interest, taxes, depreciation and amortization (EBITDA)	7,401	-1,439
Depreciation and amortization	-907	-951
Impairments	-20	-3,388
Earnings before interest and taxes (EBIT)	6,474	-5,778
Financial income	325	223
Financial expenses	-598	-303
Net financial result	-273	-80
Earnings before taxes (EBT)	6,201	-5,858
Current income tax expense	-209	-4,510
Deferred income tax expense	-1,116	1,238
Net profit for the year (=comprehensive income)	4,876	-9,130

BALANCE SHEET AS OF DECEMBER 31, 2024

in EUR thousands	31. Dec. 2024	31. Dec. 2023
ASSETS		
Non-current assets		
Intangible assets	3,997	1,561
Property, plant and equipment	1,853	1,474
Right-of-use assets	4,490	4,760
Other financial assets	0	0
Deferred tax assets	0	957
Total non-current assets	10,340	8,752
Current assets		
Inventories	12,457	12,501
Other financial assets	2,653	1,313
Trade receivables and other receivables	2,096	3,569
Cash and cash equivalents	8,164	5,719
Total current assets	25,370	23,102
Total assets	35,710	31,854

in EUR thousands	31. Dec. 2024	31. Dec. 2023
EQUITY AND LIABILITIES		
Capital and reserves		
Subscribed capital	5,200	35
Share premium	6,545	4,000
Retained earnings	10,593	11,362
Total equity	22,338	15,397
Non-current liabilities		
Non-current lease liabilities	4,291	4,478
Deferred tax liabilities	159	0
Other non-current provisions	703	975
Total non-current liabilities	5,153	5,453
Current Liabilities		
Trade payables and other liabilities	3,378	2,804
Current tax liabilities	206	4,494
Current lease liabilities	408	347
Other current financial liabilities	531	372
Current provisions	3,101	2,380
Deffered income	595	607
Total current liabilities	8,219	11,004
Total liabilities	13,372	16,457
Total equity and liabilities	35,710	31,854

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