

# BENTELER COMPANY PRESENTATION

**WE MAKE MOBILITY SAFER AND  
MORE SUSTAINABLE**



# AGENDA



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BENTELER COMPANY PRESENTATION 2024

# OUR COMPANY



## COMPANY PROFILE AND VALUES



**BENTELER** is a globally active **group of companies** that develops, produces and distributes products, systems and services for the **automotive, industry and energy sectors**. Our employees embody **first-class engineering, outstanding materials expertise and overall vehicle competence** along the entire value chain.



### Our Corporate Values

#### **COURAGE**

Break new ground with curiosity and take responsibility for making decisions



#### **AMBITION**

Strive for excellence every day



#### **RESPECT**

Work together in an appreciative manner and communicate openly and honestly



## OUR VISION



**BENTELER AS THE LEADING GLOBAL SPECIALIST IN  
METAL PROCESSING:  
STRONG, COMPETITIVE AND AGILE.**



We aim to achieve **sustainable, profitable growth** above market level.

Our **financial situation** is the basis that allows us to control our own destiny.

Together we develop **solutions that make a difference** – for our customers, our employees and society.

## LOCATIONS



### BENTELER IS A RELIABLE PARTNER – CLOSE AT HAND AROUND THE WORLD

We take customer proximity literally. That's why we are close to our customers – around the world. This enables us to accompany them at every stage of their development processes – from product idea to series production – and support them in achieving their goals.

**Solutions that make a difference.  
Worldwide.**

**86**

LOCATION

**26**

COUNTRIES



## EMPLOYEES

We are a family of **23,000 PEOPLE**, as colorful as life itself, with a wide variety of talents. And that is precisely where our greatest strength lies – in our diversity, with which we find the best solutions together.

And we want to grow sustainably. We are therefore aware of the great importance of building up **YOUNG TALENT AT AN EARLY STAGE** and train young people in various apprenticeships. In 2023, BENTELER had 475 young people in training worldwide.



## BOARD

### **RALF GÖTTEL**

Chief Executive Officer



**RALF GÖTTEL** has been Chief Executive Officer (CEO) of BENTELER International AG in Salzburg since April 2017. He is responsible for Strategy and Mergers and Acquisitions, Procurement, Group Compliance and Board Affairs, as well as Communications & Marketing. Since August 2018 he has headed BENTELER Automobiltechnik GmbH as CEO – in addition to his function as Chairman of the Group’s Executive Board.

### **TOBIAS BRAUN**

Chief Financial Officer



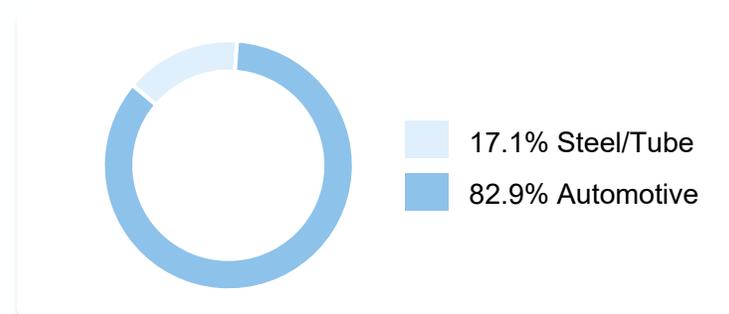
**TOBIAS BRAUN** has been Chief Financial Officer (CFO) of BENTELER International AG in Salzburg since September 2022. His responsibilities include Accounting, Controlling, Treasury, Legal & Insurance, Internal Audit as well as Tax. In addition, Tobias Braun has been Managing Director and CFO of the BENTELER Steel/Tube division since joining the company in 2018.

# KEY FIGURES 2023

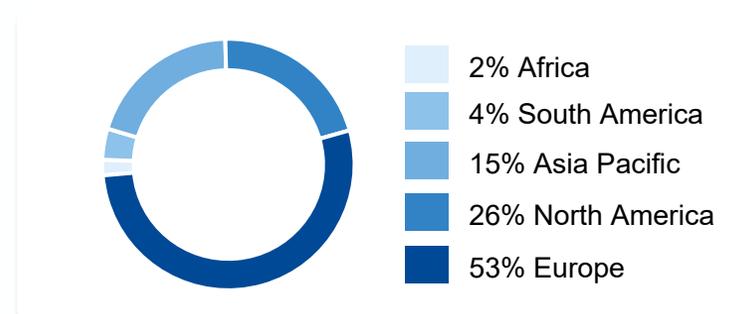


FINANCIAL YEAR January 1 to December 31		2023
External revenue	€ MILLION	8,787
EBITDA	€ MILLION	782
Free cashflow	€ MILLION	509
R&D budget	€ MILLION	65
Employees incl. trainees*		20,990
Trainees*		475
Locations		86
Countries		26

## REVENUE BY SEGMENT



## REVENUE BY REGION



\*Annual average, measured as full-time equivalents, excluding temporary workers (Headcount ~23.000)



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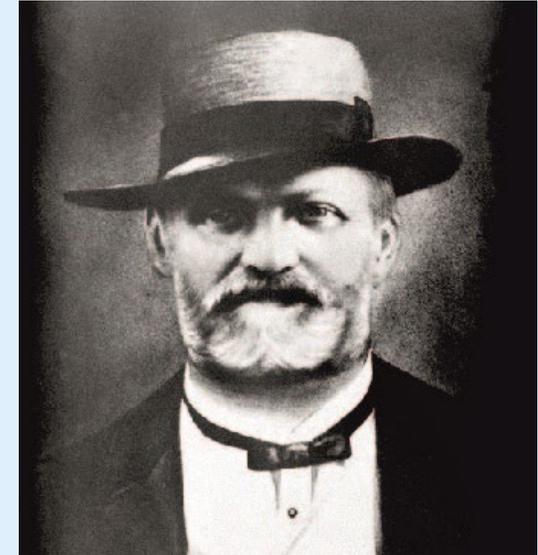
# OUR HISTORY



## FOUNDING YEAR AND FOUNDER

**1876** was an eventful year. Nikolaus Otto fired up his first four-stroke engine. Mark Twain published *The Adventures of Tom Sawyer*.

And in Bielefeld, a 23-year-old man acquired a hardware store. And thereby laid the **FOUNDATION** for our over **145-YEAR COMPANY HISTORY**.

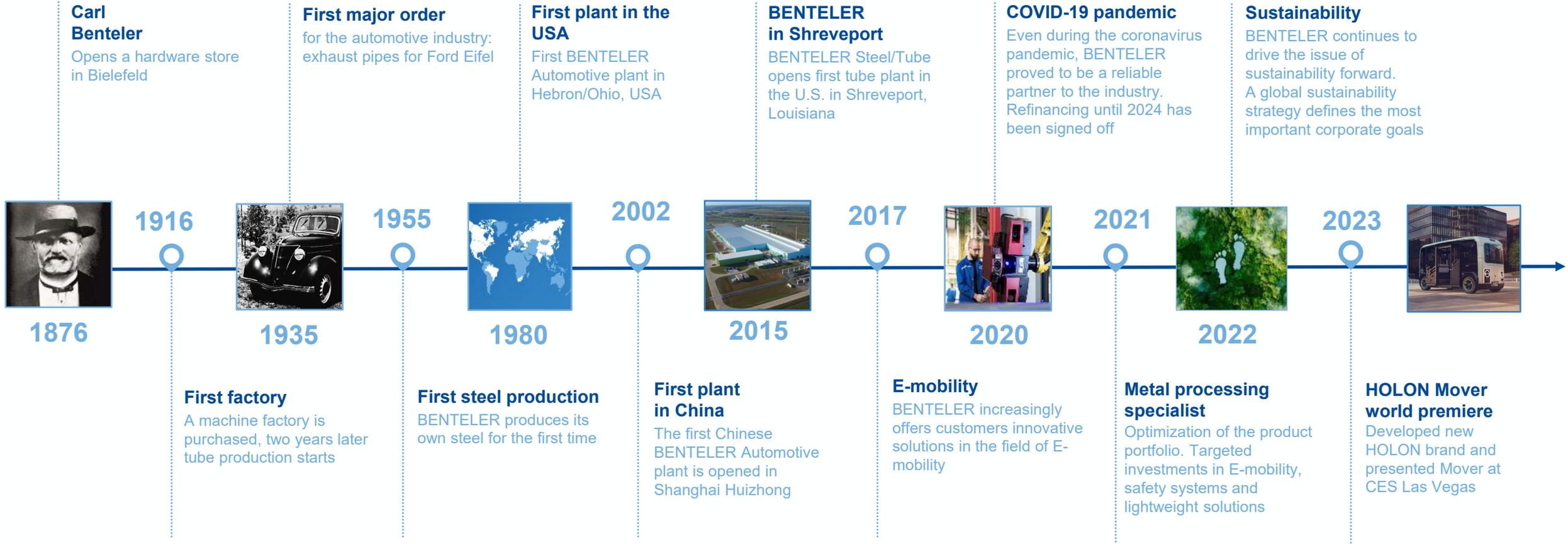


**CARL BENTELER**

Opened a hardware store in Bielefeld  
in 1876.



# HISTORICAL MILESTONES



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# OUR EXPERTISE



# TECHNOLOGIES AND COMPETENCIES

## THIS IS HOW WE INSPIRE

We support our customers with first-class competence.

From materials, to manufacturing technology and logistics – as a partner for the entire value chain. At BENTELER, we don't just use the latest material and manufacturing technologies – we invent them. In this way, we guarantee and deliver expertise from a single source.

## All from one source

### COMPETENCE IN MATERIALS

From development to recycling

### AUTOMOTIVE TECHNOLOGIES

Forming, joining, assembly

### STEEL/TUBE TECHNOLOGIES

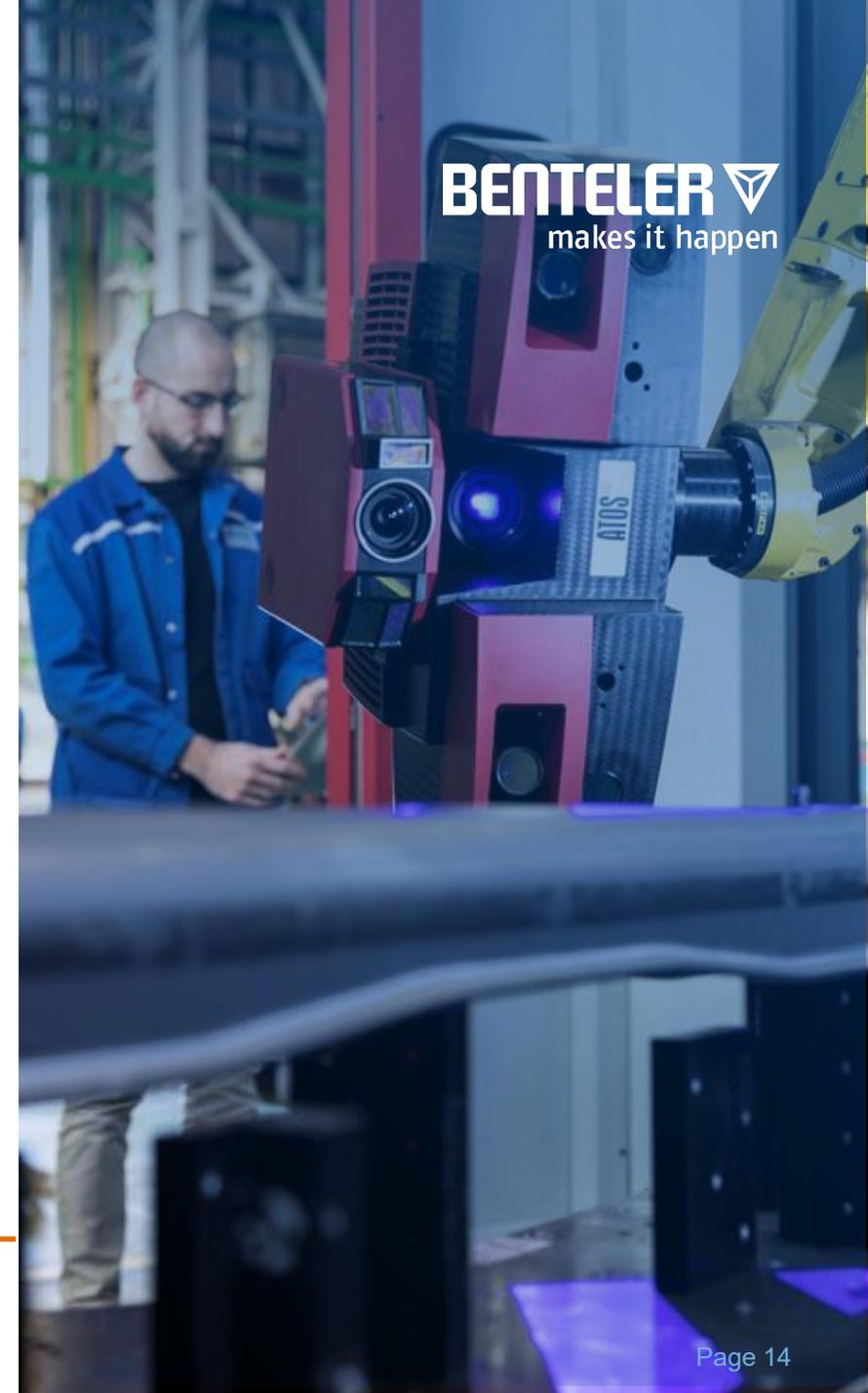
Welded or seamless

### LOGISTICS

From raw material to delivery

### SYSTEM SOLUTIONS

E-mobility platforms,  
E-modules und autonomous  
movers



# STRATEGY



**BENTELER STRATEGY 2025+ FOCUSSES ON CUSTOMER ORIENTATION, (PROCESS) EFFICIENCY UND INNOVATIVE STRENGTH**

## OVERARCHING ELEMENTS OF BENTELER`S STRATEGY 2025+

---

**CUSTOMER ORIENTATION**



Provide customers worldwide with **INNOVATIVE, TAILOR-MADE SOLUTIONS AT HIGHEST LEVELS OF QUALITY**

---

**(PROCESS) EFFICIENCY**



**INCREASE OPERATIONAL AND ADMINISTRATIVE EFFICIENCY** via productivity-boosting, digitalization & harmonization measures

---

**INNOVATIVE STRENGTH**



**EXPANDING PRODUCT PORTFOLIO WITH INNOVATIVE SOLUTIONS** to increase our content per vehicle and actively drive sustainability

# MILESTONES IN 2023



## WORLD PREMIERE

The HOLON Mover is unveiled for the first time at CES in Las Vegas. The response is overwhelming.

## JANUARY

## FEBRUARY

### EXTRAORDINARY ECONOMY

The American tubes business booms in the first quarter of 2023. Our steel tube plant in Shreveport is running at full capacity.



### RAW MATERIAL GUARANTEE

Our partner thyssenkrupp agrees to supply us with CO<sub>2</sub>-reduced steel strip on a long-term basis, enabling us to further expand our sustainable product portfolio.

## MARCH

## APRIL

### REFINANCING

We successfully complete our restructuring ahead of schedule and move into a phase of continuous improvement.



### GROWTH

We expand our Schwandorf location again to create even more space for E-mobility.

## MAY

## JUNE

### AUTOMATED

We increase factory automation in Asia through a partnership with the robot manufacturer FANUC.



## HELLO HAMBURG!

The HOLON Mover makes its first stop in Germany.

## JULY

## AUGUST

### PROCESS EFFICIENCY

We commission an innovative cold-forming line in Campinas, Brazil. The system achieves capacities of up to 3,200 tons and 30 strokes per minute.



### LOCALLY LARGE

We expand our automotive plant in Kariega, South Africa. This strengthens our regional presence and cooperation with local customers.

## SEPTEMBER

## OCTOBER

### MOBILITY COLLECTIVE

Together with its partners, HOLON receives millions in funding from the Federal Republic of Germany for an initiative in autonomous mobility in Hamburg.



**CLIMORE®**

The first trading partners secure quantities of our new product brand for more sustainable steels and steel tubes.

## NOVEMBER

## DECEMBER

### GOLD MEDAL

BENTELER Steel/Tube increases its EcoVadis ranking and is among the most sustainable 5% in the industry.



# SUSTAINABILITY ENGAGEMENT

## SUSTAINABILITY IS PART OF OUR BENTELER DNA



### WE LINK ECONOMIC SUCCESS WITH RESPONSIBILITY:

toward society, our employees and the environment. We therefore once again significantly intensified our commitment to sustainability in 2022.

In general, we base our commitment to sustainability on the United Nations' Sustainable Development Goals. Specifically, we aim to make a concrete contribution to five of these goals.

Our sustainability organization records all initiatives centrally as part of a sustainability strategy and reports on them regularly in a sustainability report.



# SUSTAINABILITY STRATEGY



## BENTELER STRATEGY

## BENTELER TARGETS

## APPLICABLE SDGs

### CLIMATE CHANGE



- Improved energy efficiency
- Electrification & green hydrogen
- PPAs, self-generation & COs
- Consideration of the value chain

- -50% Scope 1 & 2 and -30% Scope 3 emissions by 2030 vs. 2019
- -100% Scope 1 & 2 emissions by 2040 and carbon neutral by 2050



### CIRCULAR ECONOMY



- Increasing the proportion of recycled materials
- Higher process efficiency
- Ensuring the recyclability of products

- -20% amount of waste by 2030 vs. 2019



### WATER



- Reduction of water withdrawals through increased efficiency of water use
- Reduction of water pollution

- -20% water withdrawal by 2030 vs. 2019 (in regions with high water stress)



### EMPLOYEES AND WORKING CONDITIONS



- Improve occupational safety
- Promote training & further education
- Safeguard human rights
- Promote diversity and inclusion

- 25% women in management positions by 2030
- Aiming for a zero rate for accidents at work



### BUSINESS CONDUCT



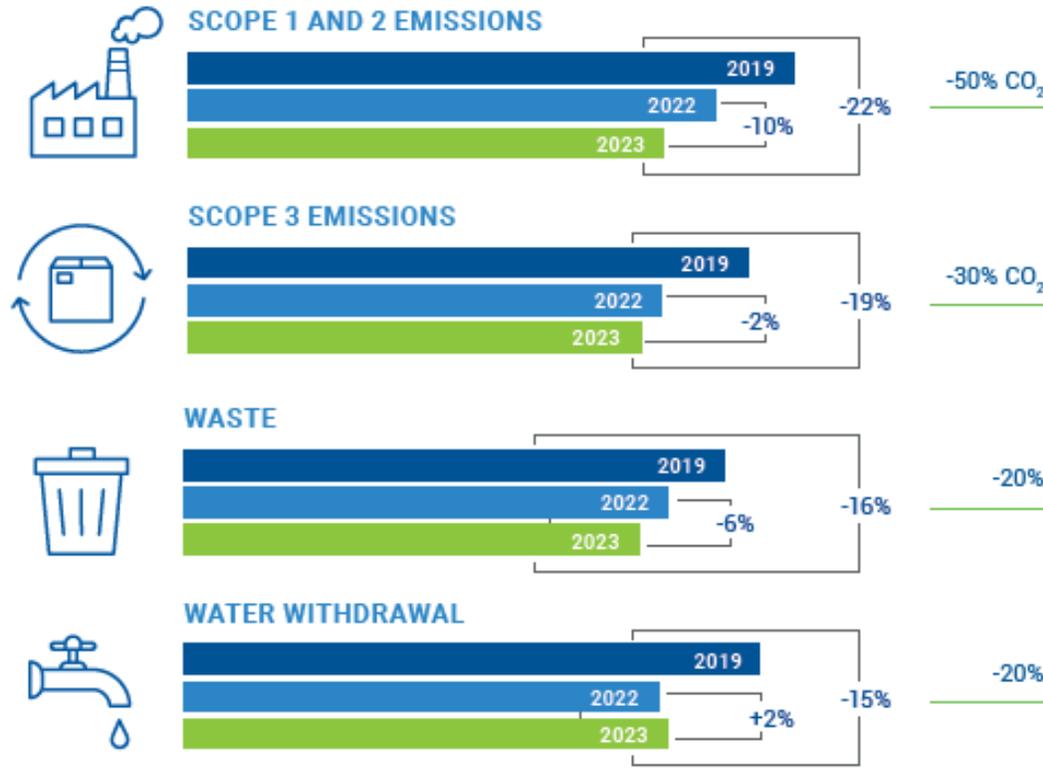
- Zero tolerance for corruption & bribery
- Protection of whistleblowers
- Sustainable supplier relationships

- Striving to avoid cases of corruption and bribery altogether



# SUSTAINABILITY ENGAGEMENT: SUCCESSES

## OUR SUSTAINABILITY EFFORTS AT A GLANCE



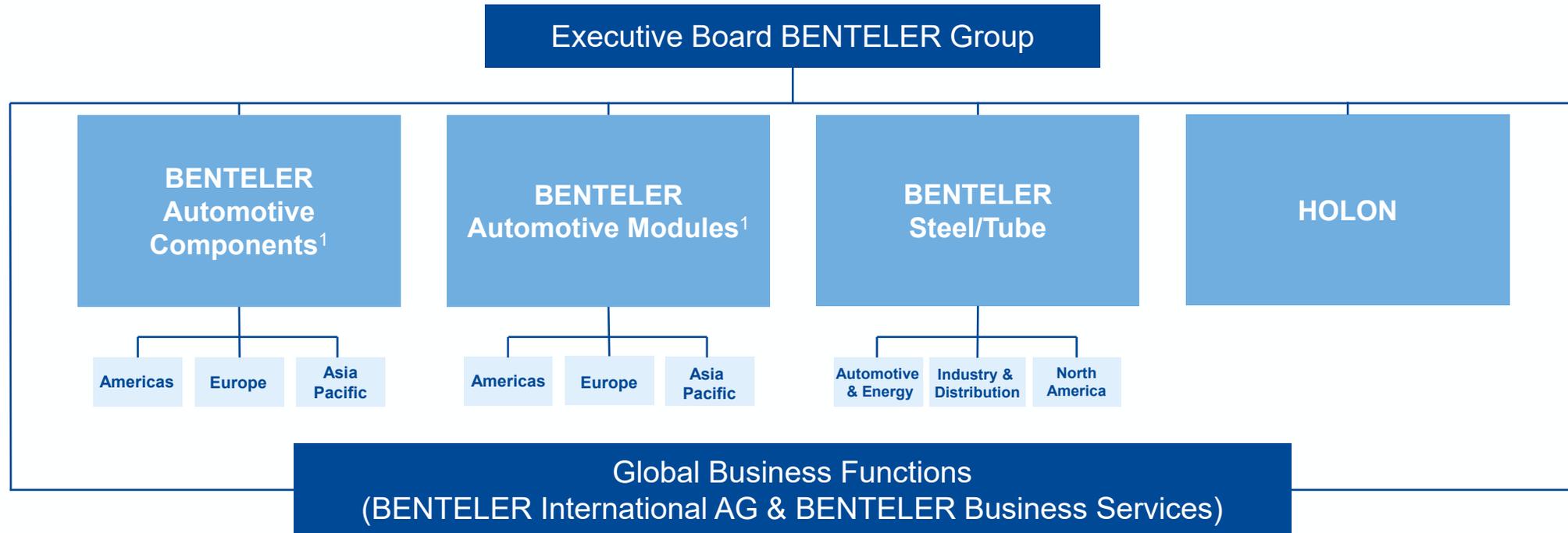
**OUR GOALS BY 2030**  
compared to 2019

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# OUR STRUCTURE



# ORGANIZATIONAL DESIGN OF THE BENTELER GROUP



<sup>1</sup> BENTELER Automotive Components and BENTELER Automotive Modules both continue to operate legally under the umbrella of BENTELER Automobiltechnik GmbH

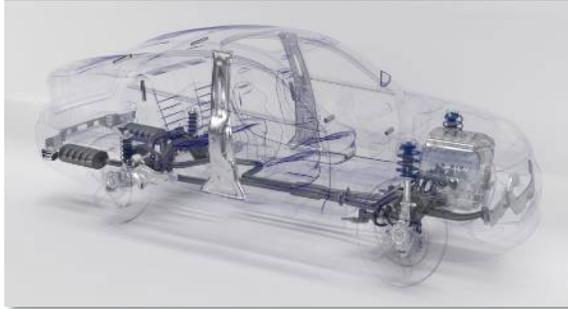
- **Four powerful divisions** that can focus on their respective core tasks
- Each division pursues a different business model which is **specifically tailored to the requirements of the respective market**
- Through individual structure, specific management skills and a customized focus, we can **provide our clients with the best possible support**

# PRODUKT PORTFOLIO



## AUTOMOTIVE

- Structural components
- Airbag tubes
- Crash management systems
- Axle suspensions
- Exhaust systems
- Camshafts



## ENERGY

- Line pipes
- Perforating Guns
- Heat exchange tubes
- Casing & Tubing



## INDUSTRY

- Hydraulic tubes and cylinders
- Crane tubes
- Mechanical Pipes



## E-MOBILITY PLATFORM SOLUTIONS

- Scalable, modular platforms
- Integrated e-chassis modules
- Battery trays
- Full battery pack

## AUTONOMOUS MOVER

- Autonomous Mover Level 4
- Mobileye as partner for the self-driving system
- 15 passengers (9 sitting, 6 standing)



## GLASS PROCESSING EQUIPMENT

- Architectural Glass
- Automotive Glass
- Technical Glass
- Service



## MECHANICAL ENGINEERING

- Plant engineering
- Tool shop

## BENTELER AUTOMOTIVE COMPONENTS



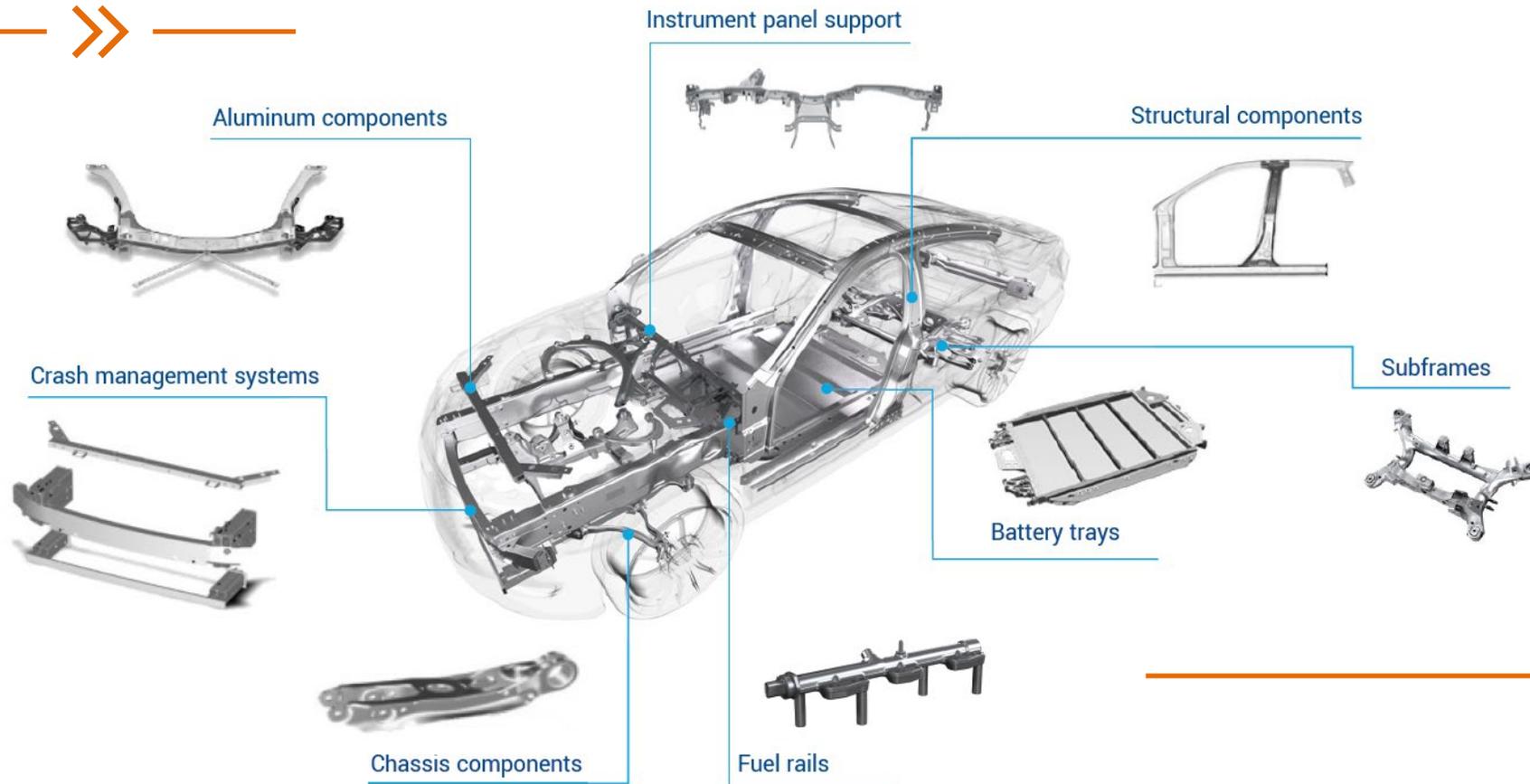
### COMBINED EXPERTISE IN THREE MARKETS

The BENTELER Automotive Components Division combines our component manufacturing activities and central functions. This division also includes the companies BENTELER Mechanical Engineering, BENTELER Maschinenbau and BENTELER Lightweight Protection. Overall, the division includes around 18,000 employees in 19 countries.

**19**  
COUNTRIES

**~ 18,000**  
EMPLOYEES

# BENTELER AUTOMOTIVE COMPONENTS: PRODUCTS



# BENTELER MECHANICAL ENGINEERING

## PRODUCT SOLUTIONS FROM A TO Z

From body in white to white goods: When metal needs to be formed, joined, cut, milled or punched, BENTELER Mechanical Engineering's solutions ensure your products will be manufactured to the highest quality. Efficiently and consistently.

### Sophisticated systems and services

Hot-forming ovens

Welding equipment

Laser cutting

Punching equipment

Inspection cells

Automation solutions



# BENTELER GLASS PROCESSING EQUIPMENT

## INNOVATIVE SOLUTIONS, RELIABLE PARTNER

BENTELER Glass Processing Equipment (BENTELER Maschinenbau) develops and produces machinery and equipment for processing glass used in architectural, automotive and technical applications. With over 4,000 successfully completed projects in over 60 countries, we support our customers with innovative solutions and are a reliable and trusted partner.

### Our Business

**Architectural Glass**

**Automotive Glass**

**Technical Glass**

**Services**

**BENTELER**   
makes it happen



## BENTELER AUTOMOTIVE MODULES



### EVEN CLOSER TO THE CUSTOMER



A full-service supplier with complete customer orientation – that's our new BENTELER Automotive Modules Division. Around 2,000 employees in eight countries take care of the production and assembly of modules for OEMs worldwide. The division's strategic direction is also shaped by our BENTELER 2025+ strategy.



8

COUNTRIES

~ 2,000

EMPLOYEES

# BENTELER AUTOMOTIVE MODULES: SERVICES



## JUST-IN-TIME OR JUST-IN-SEQUENCE MANUFACTURING

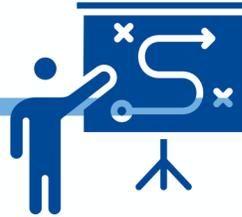


means that goods and materials are delivered exactly when they are needed in the production process, minimizing, among other things, warehousing costs.

**SUPPLIER  
MANAGEMENT**



**SUPPLY CHAIN  
MANAGEMENT**



**MODULE ASSEMBLY**

**JIS / JIT  
DELIVERIES**



## BENTELER STEEL/TUBE



### FOCUS ON SUSTAINABLE PROFITABILITY

BENTELER Steel/Tube is economically robust and has maintained its position as a quality leader. In 2023 our 3,000 employees in six countries once again set industry-wide standards in the field of sustainable tube solutions. We are consistently pursuing this successful strategy. The overarching objectives continue to focus on our three strategic core elements.



6

COUNTRIES

~ 3,000

EMPLOYEES

# BENTELER STEEL/TUBE: PRODUCTS

## AUTOMOTIVE



Prop shafts



Tubes for rotor shaft



Stabilizer bars



Axle solutions



Airbag inflators



Belt tensioners

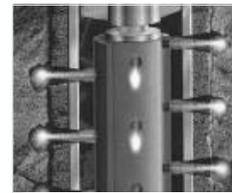


Drive shafts

## ENERGY



Oil and gas exploration



Perforating Guns



Line Pipe



Drill rods



U-tubes for heat exchanges



OMLR tubes for power plant bodies

## INDUSTRY



Zistaplex® tube



Hydraulic cylinders



Hydraulic lines



Crane construction



Injection anchor



Mechanical applications

# BENTELER STEEL/TUBE: CLIMORE®



Our CliMore® product brand, launched in 2023, saves up to 85% of CO<sub>2</sub> emissions compared to conventional steel production by using recycled materials instead of ore and by using green electricity. With our more sustainable steel and steel tube products, we enable our customers to effectively reduce their upstream emissions from the purchase of goods and thus achieve their climate targets.

## CliMore®: CO<sub>2</sub>-REDUCED STEEL TUBES IN THREE CATEGORIES

	CliMore® Advantage <span style="color: green;">★</span>	CliMore® Ambition <span style="color: green;">★★</span>	CliMore® Excellence* <span style="color: green;">★★★</span>
Steel route	 Electric steel (from recycled steel scrap)	 Electric steel (from recycled steel scrap)	 Electric steel (from recycled steel scrap)
Electricity mix	 Standard gray electricity	 Green electricity	 Green electricity
Process heat	 Natural gas	 Natural gas	 green hydrogen/ electrification

# HOLON

## STEP BY STEP TO SERIES PRODUCTION

Our HOLON Division focuses on fully electric, autonomous movers. In other words: safe, comfortable and inclusive mobility - the answer to social megatrends such as urbanization, climate change and demographics.

We are continuously developing both our innovative company and the vehicle along a defined roadmap, which focuses on future series production.





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# OUR FUTURE



## PRODUCT AND PROCESS INNOVATION

### WE ARE ALREADY WORKING... ... ON TOMORROW'S SOLUTIONS

- How do you extend the range of electric vehicles?
- What properties do new materials need?
- How can production be cost-effective and environmentally friendly at the same time?

These and other questions are dealt with by around 900 BENTELER employees worldwide in the field of research and development, together with our customers and suppliers.



## FUTURE AND INNOVATION

### WE ARE YOUR STRONG PARTNER FOR THE JOURNEY INTO THE FUTURE OF MOBILITY

Networked and digital, environmentally friendly and safe. That's what the mobility of the future will look like. Maybe autonomous and electric. We are already working today to shape the individual mobility of tomorrow, together with our customers and partners, in the interests of people and compatible with nature.



**BENTELER**   
makes it happen



We make the difference – as ONE Team

**WE MAKE IT  
HAPPEN**



## CONTACT

Corporate Communications  
BENTELER International AG  
Schillerstr. 25- 27  
5020 Salzburg  
Austria

Phone: +43 662 2283-101044  
[www.benteler.com](http://www.benteler.com)

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### **EDITORIAL NOTE**

For the sake of readability, the masculine form is used at BENTELER for  
personal designations.  
However, all genders are always meant.