

BENTELER COMPANY PRESENTATION 2023



BENTELER GROUP – YOUR METAL PROCESSING SPECIALIST

How we make tomorrow's mobility safer and more sustainable.

THE FAMILY OF DRIVEN PROFESSIONALS. SINCE 1876.

BENTELER 
makes it happen

AGENDA

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BENTELER COMPANY PRESENTATION

OUR GOALS

VISION

THANK YOU FOR
**MAKING IT
HAPPEN**

BENTELER as the leading global specialist in metal processing: Financially 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.

CORPORATE VALUES

Values & Tradition

Transformation is in our DNA. We have changed continuously, from a small hardware store in the heart of Europe to global metal processing specialists. And throughout this, we have always had the courage to try new things. The ambition to be the best. And the respect to work with each other on an equal footing.

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.



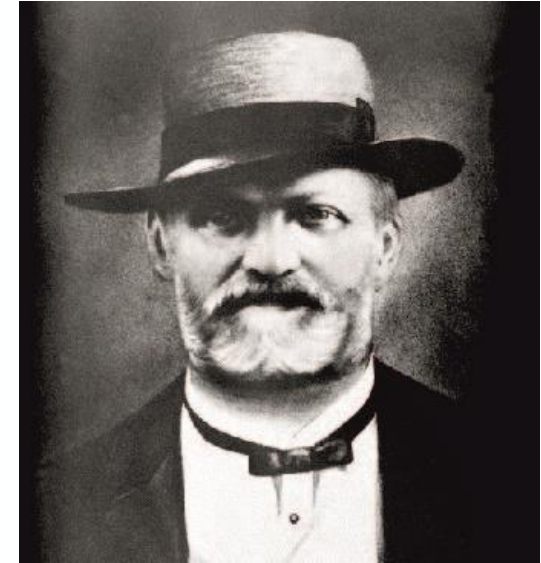
BENTELER COMPANY PRESENTATION

OUR HISTORY

FOUNDING YEAR & FOUNDER

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

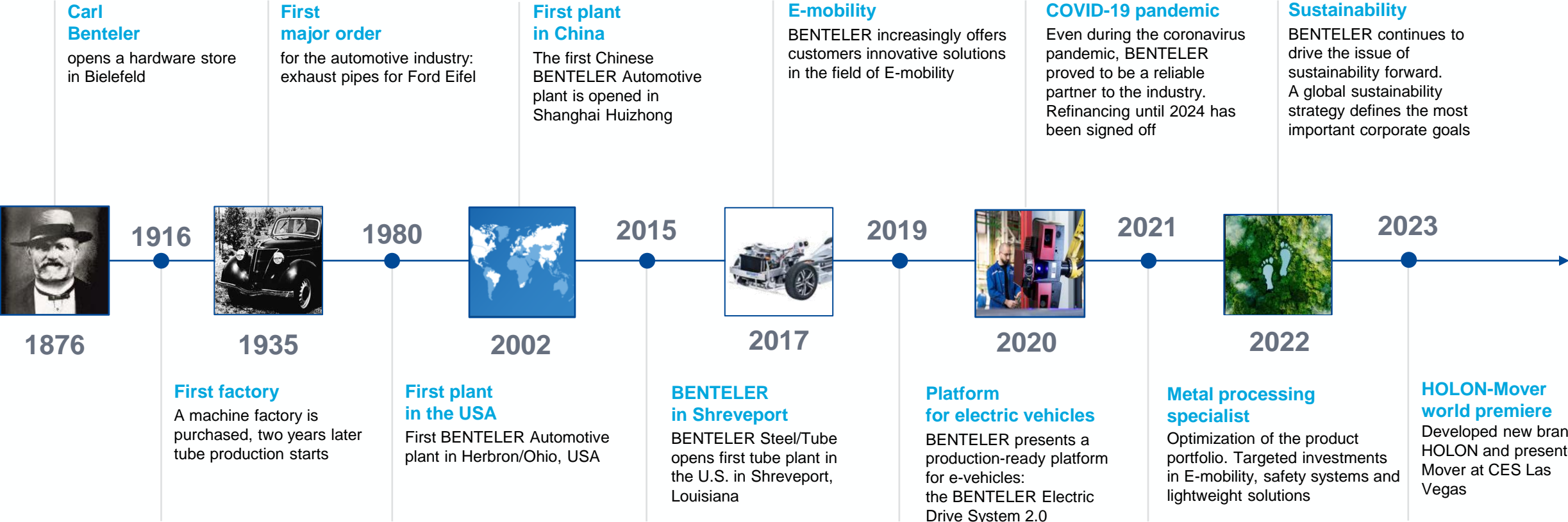
And in Bielefeld, a 23-year-old man acquired a hardware store. And thereby laid the **foundation** for our over **145-year company history**.



Carl Benteler

Opened a hardware store in
Bielefeld in 1876.

HISTORICAL MILESTONES



MILESTONES IN 2022



Q1

Ukraine war
Successful crisis management and numerous aid initiatives



More space for e-mobility
Further plant expansion in Schwandorf, Germany

Q2



New drawing line
Multi-million investment in steel tube plant in Paderborn, Germany

Sustainability award
BENTELER Steel/Tube awarded silver in EcoVadis rating



Q3



Shreveport ramp-up
US plant gets up to full capacity

Stronger together
Joint venture with Xiangxin in China for the production of structural components



Q4

Autonomous mobility
New brand HOLON founded for the sector of the future in autonomous movers



Stronger presence in India
Expanded location in Pune is inaugurated



Milestone in China
Expanded plant in Shenyang focuses on automation and digitalization



Ambitious goals
BENTELER intensifies its commitment to sustainability components

New products
Thermal & Tubular business unit expands portfolio with offerings for e-mobility

BENTELER COMPANY PRESENTATION

OUR COMPANY



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 2022, BENTELER had 495 young people in training worldwide.



EXECUTIVE 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.

**Dr. 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 Finance and Controlling, Legal and 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.

THE STRUCTURE OF THE BENTELER GROUP



Under the management of the strategic holding BENTELER International AG, registered in Salzburg, Austria, the BENTELER Group is organized into the Divisions BENTELER Automotive and BENTELER Steel/Tube.

With technological excellence and effective implementation we develop solutions that make a difference – for customers, employees and society.



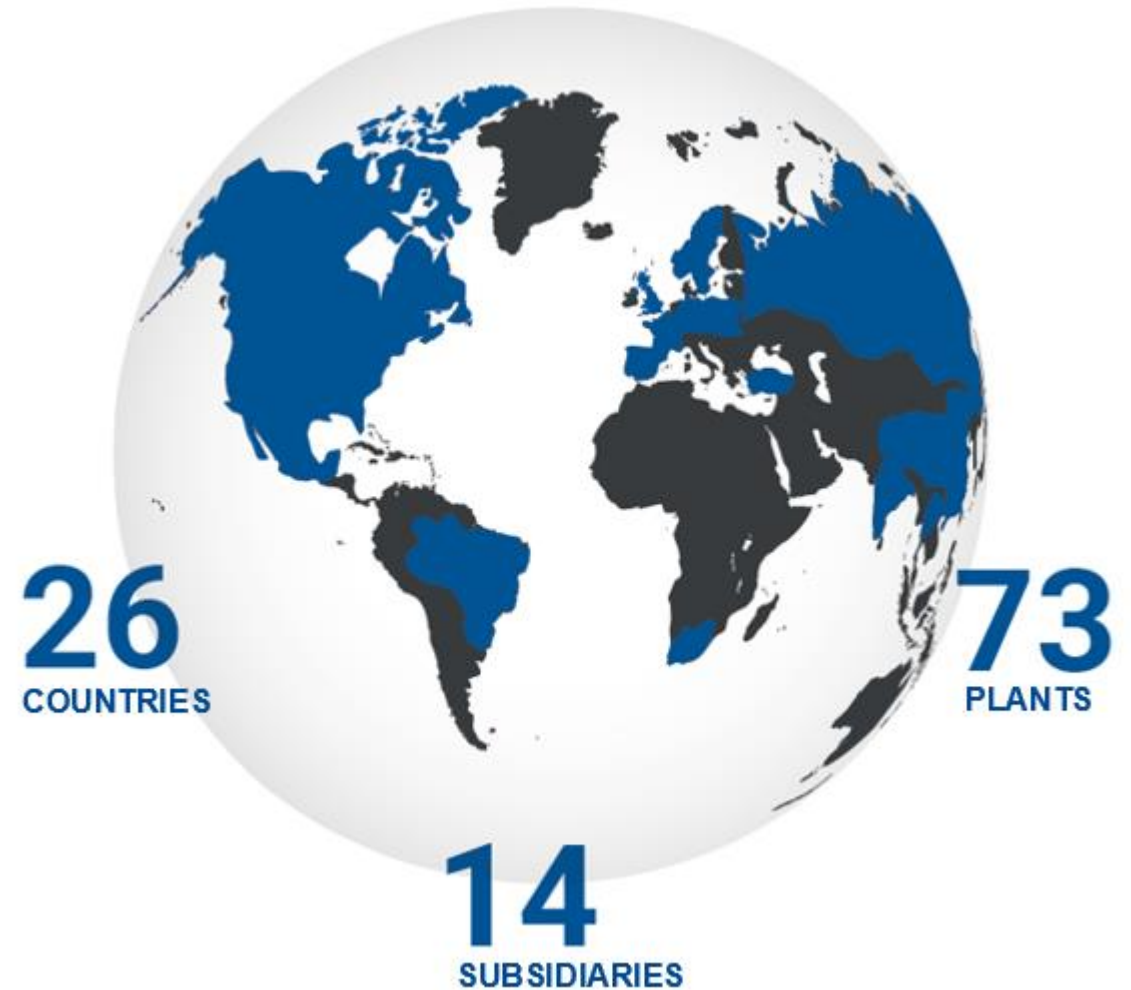
LOCATIONS

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, with 87 locations in 26 countries.

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.**

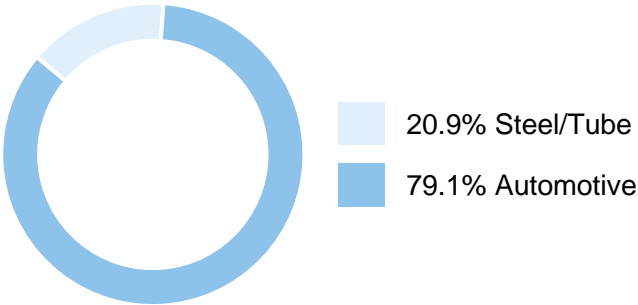


BUSINESS VOLUME

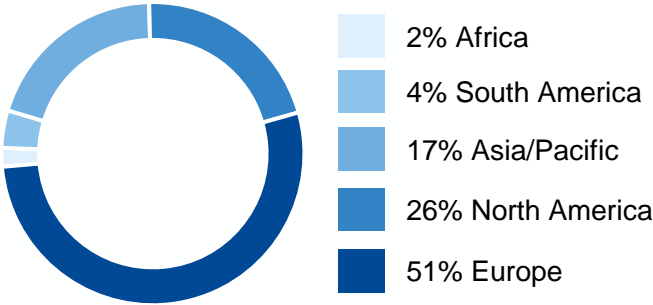


Fiscal year January 1 – December 31, 2022		2022
External revenue Group	MIO. EUR	8,954
Revenue BENTELER Automotive	MIO. EUR	7,138
Revenue BENTELER Steel/Tube	MIO. EUR	1,882
EBITDA	MIO. EUR	703
Cash and cash equivalents	MIO. EUR	697
Employees incl. trainees*		21,349
Trainees*		495
Locations		87
Plants		73
Countries		26
R&D Budget	MIO. EUR	67
Number of patents		30

Revenue by segment



Revenue by region



*annual average; measured in full-time equivalents; excluding contract workers (Headcount ~23,000)

BENTELER COMPANY PRESENTATION

OUR EXPERTISE



TECHNOLOGIES & 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 and assembly

Steel/Tube Technologies Welded or seamless

Logistics From raw material to delivery

System solutions E-mobility platforms, E-modules and autonomous movers

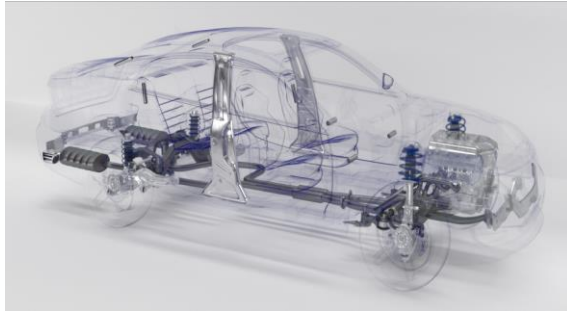


PRODUCT PORTFOLIO



Automotive

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

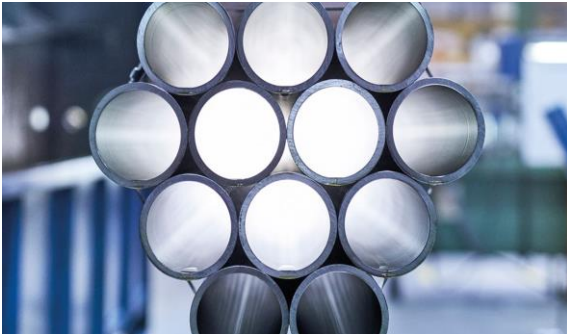


E-mobility platform solutions

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

Energy

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



Autonomous mover

- Autonomous mover level 4
- Mobileye as partner for the self-driving system
- Range >200km

Industry

- Hydraulic tubes and cylinders
- Crane tubes
- Mechanical Pipes



Glass Processing Equipment

- Architectural Glass
- Automotive Glass
- Technical Glass
- Service

Mechanical Engineering

- Plant engineering
- Tool shop

DIVISION AUTOMOTIVE

Lighter, safer, more sustainable: We make the mobility of tomorrow possible

From components and modules for chassis, body-in-white and engine and exhaust applications to modular e-mobility system solutions, we are a leading global development partner for the automobile industry. Whether it's build-to-print or developing complex system solutions, quality, safety and efficiency are the hallmark of all our products. As an innovative process specialist, we partner with our customers along the entire value chain.



AUTOMOTIVE PRODUCTS

CHASSIS/MODULES

Modules

Front Suspension Module



Frontend Module



Power Train



Rear Multilink w / wo E-engine



Rear Twistbeam



Corner Module



Chassis

Front Subframes



Rear Subframes



Aluminium Subframes



Twistbeam Axles



Control Arms/Knuckle



STRUCTURES

Steel Systems

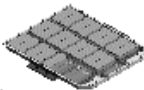
Structural Components Steel



Structural Assemblies Steel



Battery Storage Systems Steel



Crash- Management- Systeme Steel



Instrument Panel Support Steel



Aluminum Systems

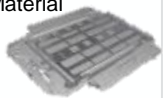
Structural Components Aluminum/Multi-Material



Structural Assemblies Aluminum/ Multi-Material



Battery Storage Systems Aluminum/ Multi-Material



Crash Management Systems Aluminum/ Multi-Material

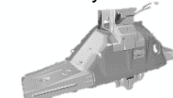


Press Parts

Press Parts



Press Parts Assembly



THERMAL & TUBULAR

Exhaust Systems

Aftertreatment system/module



Air gap insulated turbine housing Gasoline



Fiber mat insulated manifold Heavy Duty Diesel



Gasoline particulate filter



Aftertreatment system with ele. heated catalyst Gasoline



Engine Applications

Fuel Rail Assemblies



Forged & Machined stainless steel rails (350 bar)



LP- and HP-Fuel lines



Air-Water-Oil

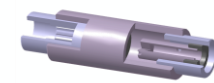


Exhaust Gas Recirculation



Tubular Components

Rotor Shaft



Tubular Solutions



Thermal Solutions

Battery Cooling Steel



Battery Cooling Aluminium



BEV Heat Exchanger



HOLON – MOBILITY OF THE FUTURE

HOLON develops autonomous movers for the vehicle market of the future.

The company is a legally independent entity and a subsidiary of BENTELER Automotive – combining the speed, passion, and entrepreneurial spirit of a startup with the power, resources, and expertise of a renowned industry player.

With its platform technology, vehicle expertise, strong partner network and automotive heritage, HOLON holds an outstanding position among the entire OEM landscape for autonomous transportation. With it, the company intends to redefine passenger transport in both the public and the private sectors.

HOLON launched its fully electric autonomous mover at CES Las Vegas in January 2023. This vehicle represents the next generation of autonomous transportation.

We offer unbeatable advantages

Access to the leading technology of mobility of the future

Highest quality and performance

Global development and industrialization

Strong global partner network

Strategic partnerships with Bosch, Pininfarina, Mobileye, Vibracoustic, Beep



BENTELER 
makes it happen

DIVISION STEEL/TUBE

Excellence through solution competence

We know how to form and join metals like nobody else. At the same time, we like to think ahead. Future topics, megatrends and a constant dialogue with our customers – they all feed into the development and production of our steel and our quality seamless and welded tubes. This gives our tube products a performance profile that corresponds exactly to your requirements, so you always get the optimal product for your applications. Tailor-made, optimized for further processing and just-in-time.

Outstanding for every application

Tubes for automotive applications

Tubes for industry applications

Tubes for energy applications

BENTELER 
makes it happen

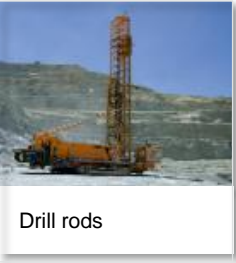


STEEL/TUBE PRODUCTS

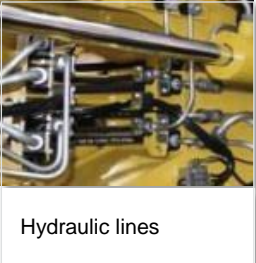
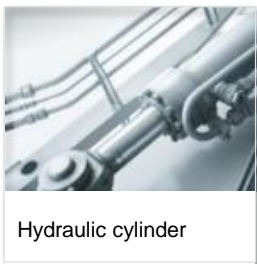
AUTOMOTIVE



ENERGY



INDUSTRY



MECHANICAL ENGINEERING

Production 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

Punching equipment

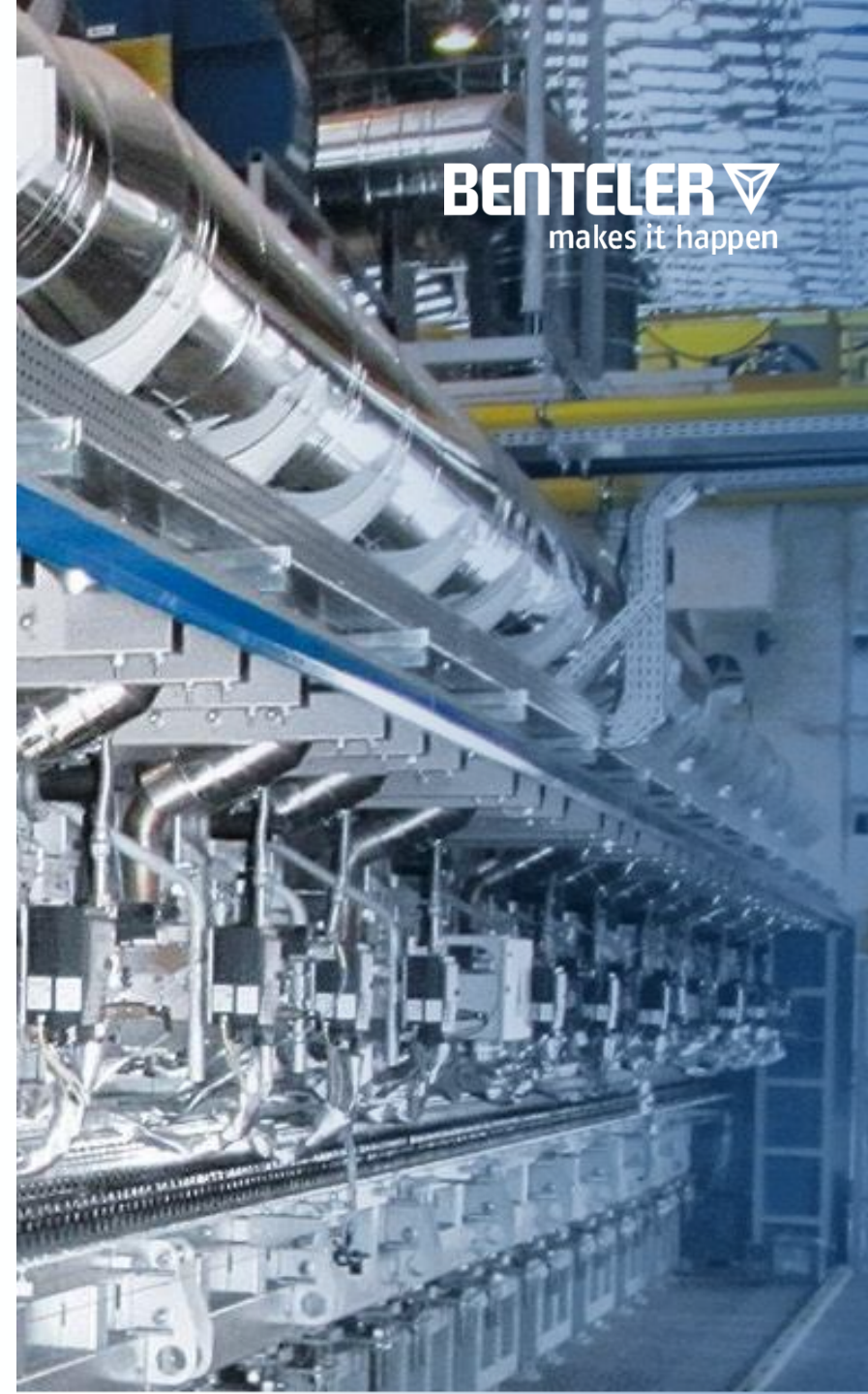
Welding equipment

Inspection cells

Laser cutting

Automation solutions

BENTELER 
makes it happen



GLASS PROCESSING EQUIPMENT



Innovative solutions, convincing partner

BENTELER Glass Processing Equipment 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

Service



BENTELER COMPANY PRESENTATION

OUR FUTURE

FUTURE & 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, almost certainly 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



TRENDS 1/2

Whether it's digitalization, sustainability or 3D metal printing by electron beam, we monitor social and technological trends.



Environmental awareness

We act sustainably and conserve resources.
The framework for this is provided
by our sustainability strategy.



New Mobility

We are driving the transformation to the e-mobility future
by developing innovative systems, platforms and
autonomous movers for the vehicle market
of the future.



New working environment

We are responding to the new world of work
with flexible working time models, mobile working
and rapid development opportunities.

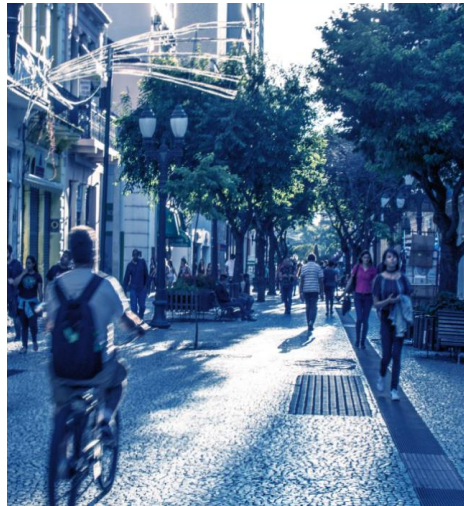
TRENDS 2/2

Whether it's digitalization, sustainability or 3D metal printing by electron beam, we monitor social and technological trends.



Collective behavior

We share – i.e. "Sharing Economy" – not only products and services, but also knowledge. Together we achieve more.



Economic differences

We invest specifically in growth markets. In this way, we will remain a strong partner at our customers' side in the future.



Digitalization

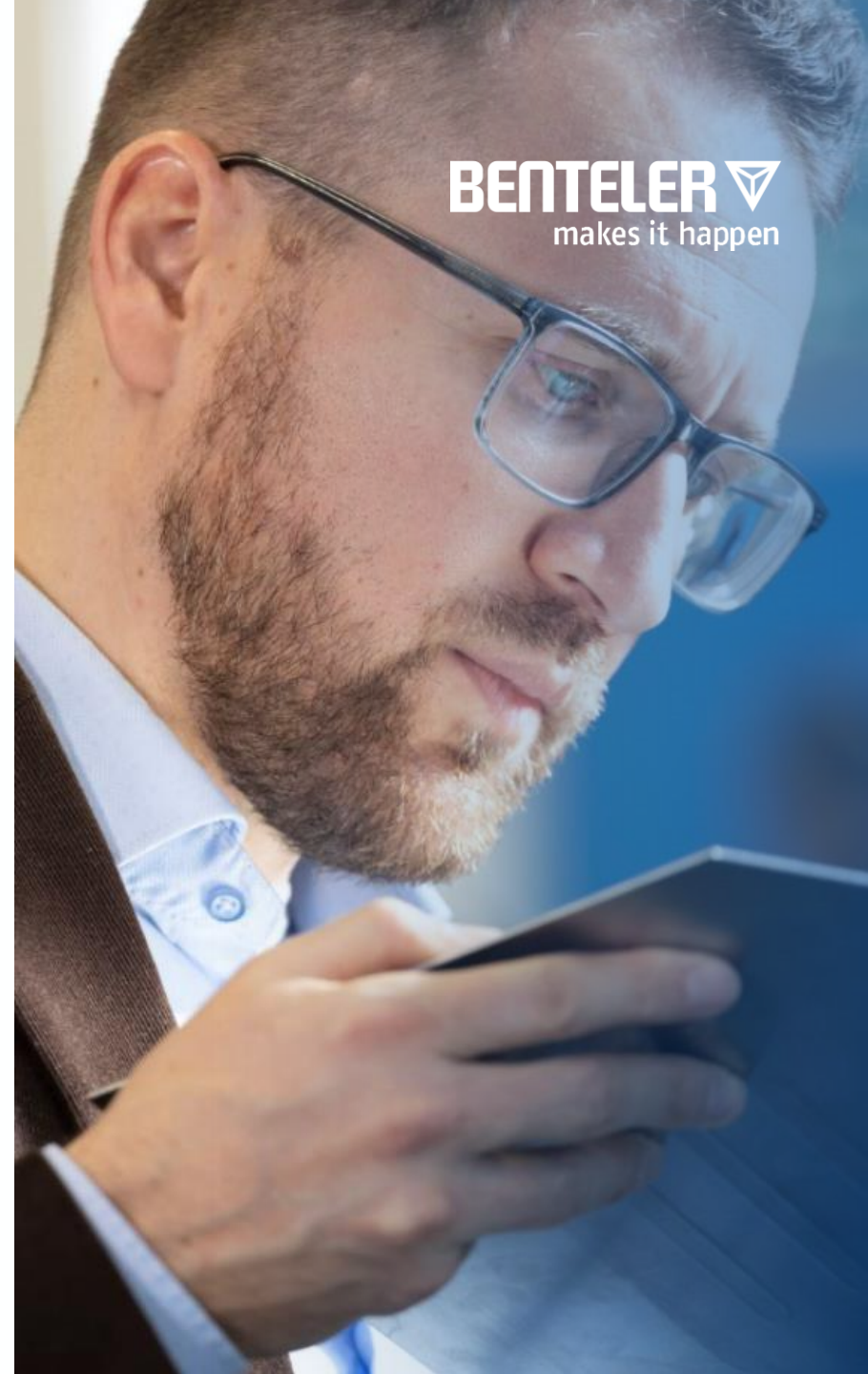
We welcome change openly and courageously and use digitalization in the interests of our customers, never losing sight of people in the process.

PRODUCT & 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.



SUSTAINABILITY

SUSTAINABILITY IS PART BENTELER'S 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.



WE MAKE THE DIFFERENCE — AS ONE TEAM

**WE MAKE IT
HAPPEN!**

CONTACT

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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.