

PRESS RELEASE

NOT FOR RELEASE BEFORE WEDNESDAY, June 21, 2023, 9.30 a.m.

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Background information for the annual press conference

Mulfingen, 06/21/2023

Outlook for 2023/24

For the current fiscal year 2023/24, ebm-papst is planning moderate sales in the mid single-digit percentage range. Around **EUR 140 million** will be invested in research and development, in particular to further increase resource efficiency and the intelligence of the entire product portfolio. In taking this step, ebm-papst is making a contribution to global climate targets and underscoring its role as a climate protection company.

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“ebm-papst is well positioned worldwide and has great potential in its markets,” commented Klaus Geißdörfer. “To ensure that we are successful and fit for the future in the long term, we have launched our “Making the Future Together” program. This will enable us to lay the foundations for further growth, accelerate the international and networked alignment of our organization, sharpen our current business areas, standardize global processes, and create the foundation for a shared system landscape. Our clear focus is on the digitalization and climate neutrality megatrends.”

Figures at a glance (FY: April 1 – March 31)

Worldwide	GJ 21/22	GJ 22/23	PLAN 23/24	Change 21/22-22/23	Change 22/23-23/24
Total sales in EUR million	2,292	2,540	Single-digit percentage sales growth	+10.8%	Single-digit growth %
Employees	14,779	14,940	> 15.000	+ 1.1%	Single-digit growth %
R&D expenditure in EUR million	128.7	140.2	146.8	+ 8.9%	+4.8%
Net investments in EUR million	142.0	164.9	ca. 200	+ 16.2%	ca. 20%
Production sites	27	27	27		
Sales offices	52	49	49		
Number that are subsidiaries	57	54	54		

Further information on FY 22/23 and the current FY 23/24

Regions: ebm-papst successful in all regions

Despite the current challenges, such as fragile supply chains, political conflicts and Covid-19, the ebm-papst Group achieved significant growth in turnover in all its regions. In the Asia region, ebm-papst achieved a turnover of **EUR 446.3 million** as in the previous year (previous year: **EUR 445.4 million / + 0.2%**). ebm-papst again achieved strong growth in the US, where the family company posted a **34.4%** increase to **EUR 374.0 million** (previous year: **EUR 278.3 million**).

The fan specialist also grew significantly in Europe (excluding Germany), up **10%** to **EUR 1,211.8 million** (previous year: **EUR 1,101.6 million**). In Germany, ebm-papst posted an equally strong increase in turnover of **9.8%** to **EUR 507.9 million** (previous year: **EUR 462.6 million**).

Business sectors: Market segments at a glance

Looking at its market segments, ebm-papst achieved significant growth of **15.5%** to **EUR 482,1 million** (previous year: **EUR 417.4 million** in the

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Household Appliances and Heating Technology divisions). Here, ebm-papst is strong in the heat pump technology segment.

Industrial Air Technology climbed **12.9%** to **EUR 1,729.3 million** (previous year: **EUR 1,531.7 million**). ebm-papst is firmly established in the future markets of intelligent building climate control, energy-efficient equipment for server farms and clean room technology in particular.

By contrast, the Automotive and Industrial Drive Technology business segments recorded a **3.0%** decline in turnover to **EUR 328.6 million** (previous year: **EUR 338.8 million**).

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R&D: Technology leader maintains R&D spending at a high level

In fiscal year 2022/2023, ebm-papst maintained its spending on research and development at the previous year's level of **EUR 140.2 million** (previous year: **EUR 128.7 million**). The innovation leader is thus allocating **5.5%** of its turnover to the new and further development of its product portfolio as well as to fundamental research.

Investments: ebm-papst invests heavily abroad

Following record investments of **EUR 164.9 million** in the previous fiscal year, this year ebm-papst is continuing to expand the 'local for local' internationalization strategy that it launched in 2017.

Net investments abroad with a share of **66%** in the current fiscal year include the expansion of the plants in Telford and Farmington, as well as the expansion of production in Slovenia. In China, ebm-papst launched its 'one Shanghai' project and, after delays, is merging its inner-city locations in Shanghai into a single location.

Net investment in Germany amounts to **34%** in the current fiscal year. A significant portion of the investment is reserved for the completion of the center for electronics development in Mulfingen. The new building at the company's own equipment manufacturing facility in Hollenbach was occupied.

Employees: Workforce grows abroad

As of the reporting date of March 31, 2023, the family company employed **14,940 employees worldwide** (previous year: **14,779 / + 161**). In Germany, the workforce fell slightly from **6,578** to **6,489 (- 89)**, while abroad it increased from **8,201** to **8,451 (+250)**. Worldwide, ebm-papst employed a total of **719 temporary workers** (previous year: **669 / + 50**), including **245** (previous year: **263 / - 18**) in Germany and **474** (previous year: **406 / + 68**) abroad. In the current year, the company plans to moderately increase its workforce worldwide to over **15,000** employees.

Background on ebm-papst Mulfingen and the two subsidiaries ebm-papst Landshut and St. Georgen

ebm-papst Mulfingen, location of the company headquarters, with market focus on ventilation, refrigeration and air-conditioning technology, achieved a growth in turnover of **+ 22.4%** to **EUR 1,368 million** (previous year: **EUR 1,117 million**). The number of employees grew by **27** to **3,957** (previous year: **3,930 / + 27**). In addition to the Mulfingen location, ebm-papst Mulfingen includes the two operating facilities in Niederstetten and Hollenbach.

Black Forest subsidiary ebm-papst St. Georgen, with its automotive, drive technology and compact fan market segments, achieved a turnover of **EUR**

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541 million (previous year: **EUR 504 million / + 7.3%**). At the end of the fiscal year, the company employed **1,476** people at its sites in St. Georgen, Herbolzheim and Lauf (near Nuremberg) (previous year: **1,579 / - 103**).

Bavarian subsidiary ebm-papst Landshut, which focuses on the household appliance industry and heating technology segments, achieved turnover growth of **11.6%** to **EUR 407 million** (previous year: **EUR 365 million**). In addition to the location in Landshut, ebm-papst Landshut has other facilities including two development centers in Osnabrück and the Netherlands. The number of employees decreased slightly to **1,031** (previous year: **1,049 / - 18**).

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