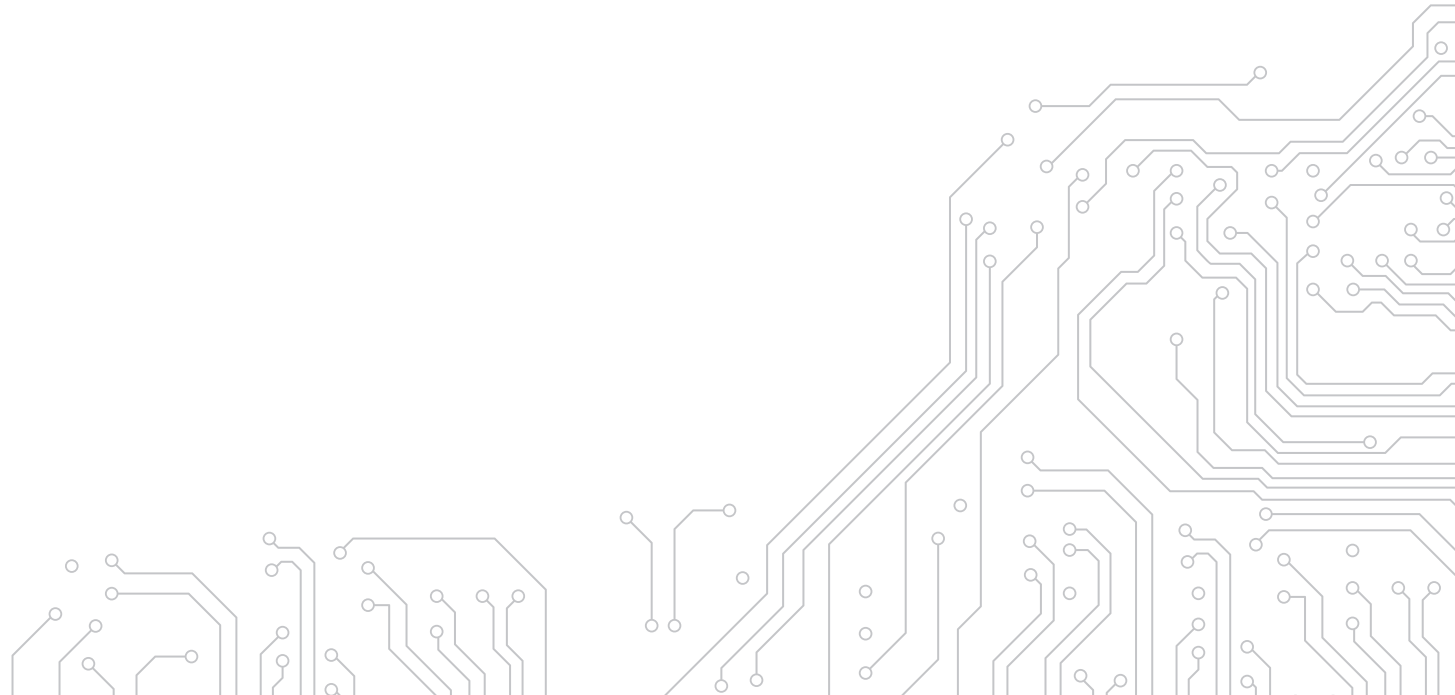


FRIWO lays financial foundation for growth

February 17, 2025



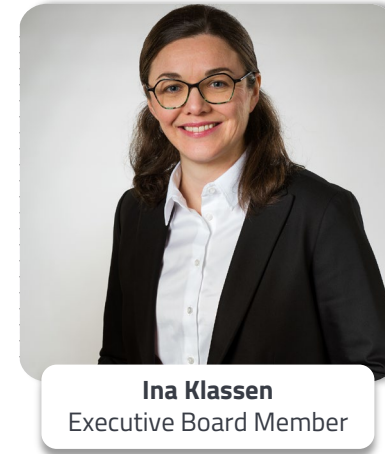
New management driving transformation into a profitable technology company



Dominik Wöffen
Executive Board Member

With FRIWO since 2009, most recently as COO

Responsible for global operations, sales, purchasing, R&D, product management and quality management.



Ina Klassen
Executive Board Member

With FRIWO since 2012, most recently as Head of Finance and Controlling

Responsible for finance and accounting, controlling, IT, HR, marketing, legal, investor relations and sustainability.

High value realization and cash inflow from portfolio sales

Strained financial situation makes a breakthrough necessary

Initial situation at the end of 2024

- Equity ratio in Q3-2024 down to 10.1%
- Economic conditions lead to significant revenue declines
- Despite increased cost efficiency, another loss in 2024
- No sales revenues or license fees realized since the JV was founded in 2022, accumulated start-up losses of around 18 million euros
- Further growth of the Indian business would have required substantial additional resources

No alternative to financial restructuring and portfolio transactions

Divestment of DIN rail power supply business to key customer



Sale of minority stake in India joint venture

Facts

- Expected to be completed in the first half of 2025
- Sales contribution of around 11 million euros in 2024 with good profitability
- Purchase price in the low double-digit million-euro range
- Closing in the first half of 2025
- Agreement covers two- and three-wheeler activities worldwide (excluding e-bikes); remaining e-drive business remains accessible at FRIWO
- Cash inflow of around 20 million euros in addition to 15 million euros already received from capital increase in 2022

Utilization of funds for debt relief and growth investments

Realized cash inflow totaling around 30 million euros

Balance sheet and financial restructuring:

- Majority of bank debt in Germany and some of the debt in Vietnam is repaid
- Equity ratio jumps to more than 30%
- End of restrictions imposed by financing banks

Expansion of the remaining core activities

- Internationalization and strengthening of sales with a focus on the USA and India/Southeast Asia
- Innovations and expansion of the range of solution



- Debt largely repaid, balance sheet quality significantly improved and financial reserves created for expansion in growth areas
 - New corporate structure with five business areas and a focus on innovative growth drivers

FRIWO continues to be a supplier with a global footprint and a flexible, cost-efficient production structure

5 Locations

Headquarters: Ostbevern (DE)

Vietnam (2 production sites)

USA (dedicated sales office)

India: Company-owned site near Bangalore

Cooperation with UNO MINDA

Service company (for purchasing): China



> 1200

Employees 2024

Germany ~ 100 employees

Vietnam ~ 1,100 employees

> 1 Billion

power supplies sold

Over 50 years of success in the market and established with attractive customer groups

Expansion of our position as a leading innovative product and system provider of power supply and charging technology

E-Mobility, Transportation & Logistics

Focus: Solutions for electric drive systems, charging technology, energy supply and logistics applications.

Medical & Healthcare Solutions

Focus: Advanced solutions for medical technology, healthcare devices and diagnostic systems.

Industrial Applications

Focus: Automation, manufacturing technology, industrial control systems and food processing.

Specialized Tools & Equipment

Focus: High-quality power supplies for tools and special devices in various industries.

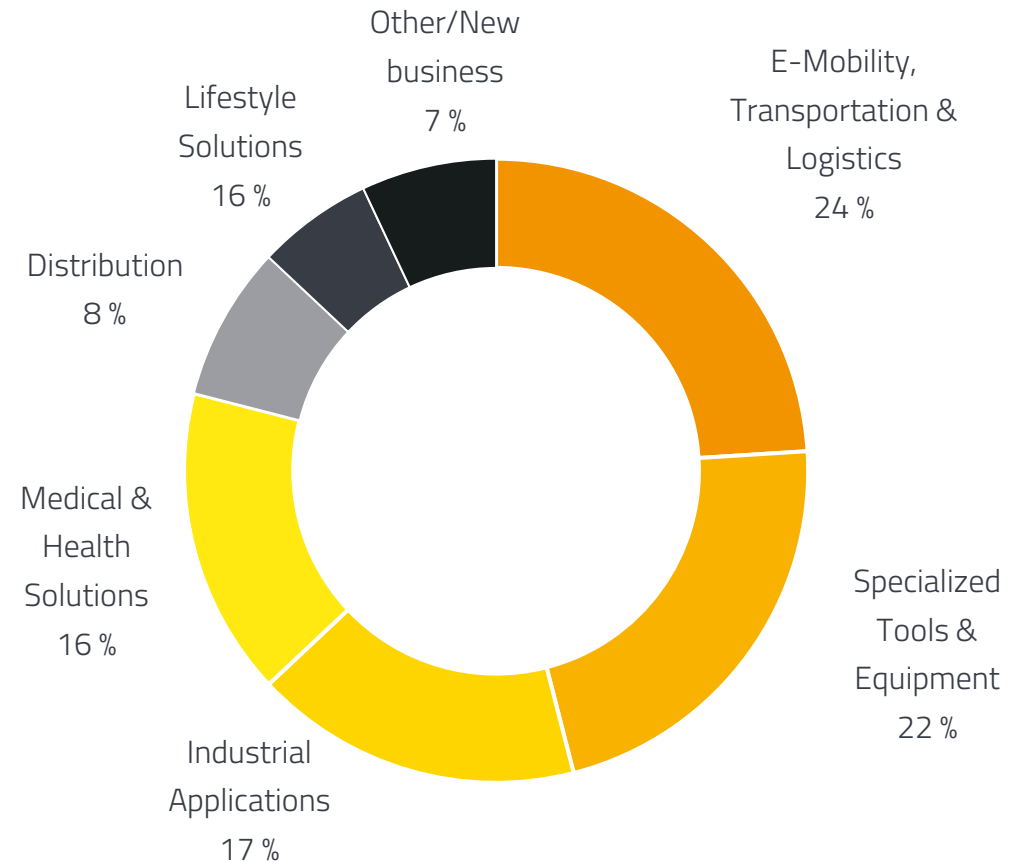
Lifestyle Solutions

Focus: products for private use, such as household appliances, consumer electronics and smart home systems.

Expansion of our position as a leading innovative product and system provider of power supply and charging technology

Forecast: medium-term revenue mix

→ Well-diversified technology portfolio



E-Mobility, Transportation & Logistic business area

European market leader in e-bike charging systems

Focus on: high-tech e-mobility innovations in close coordination with existing Tier 1 OEM customers

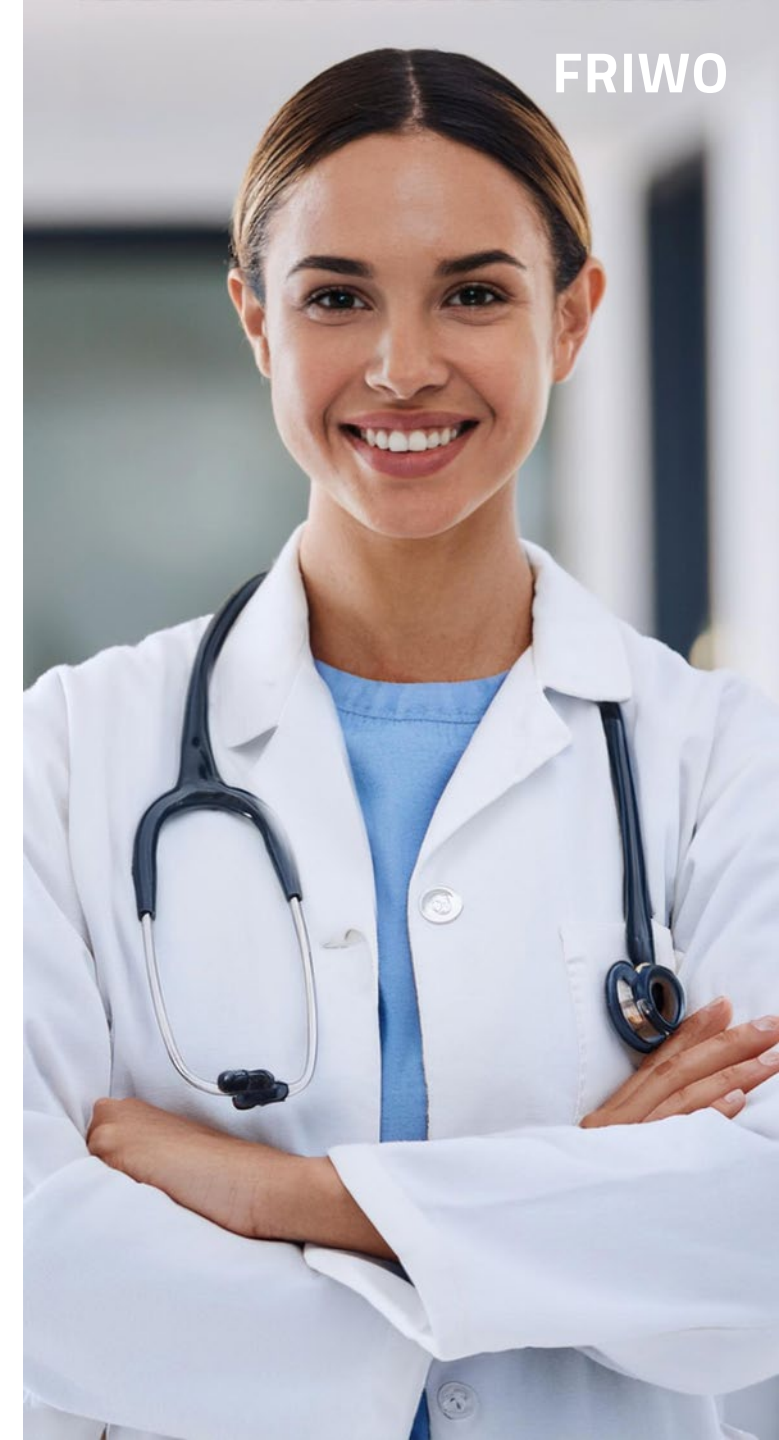
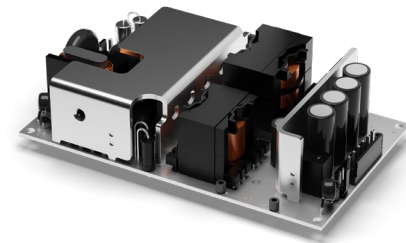
- Revenue share approx. 33%, robust profitability
- We supply 50% of the largest manufacturers of e-bike drive systems with battery chargers
- Already >5 million e-bike chargers of the highest quality delivered
- Number 1 position in Europe – strong focus on DACH region
- International expansion to India, South-East Asia, North America, Australia and Rest of Europe



Medical & Health Care Solutions business area

Mobility and digitization for medical technology

- Revenue share approx. 12%, good profitability
- Some of the largest medical technology, infusion pump and incubation device manufacturers rely on FRIWO e-mobility
- High-margin business with established sales channels
- Product range: technologically leading high-end power supplies for laboratory equipment and power supply for medical technology
- Significant upside potential through internationalization (esp. USA)
 - Share of Group revenue to be noticeably expanded – significant earnings potential



Specialized Tools & Equipment business area

Smart charging systems for tools and garden equipment

- Revenue share approx. 25%, low profitability
- Product range: E-mobility charging systems for lawn mowers, power tools, garden tools and hedge trimmers
- including: charging electronics, batteries, battery chargers
- Growth potential through product innovations such as multiple charging systems



Industrial Applications business area

Mission-critical power supply solutions

- Revenue share approx. 9%, good profitability and cash generation
- Power supply solutions for customer industries with special requirements in terms of shock, humidity or temperature resistance
- Growth potential through product innovations and increased internationalization
- Additional potential through increased customer-related contract manufacturing





Lifestyle Solutions business area

Mission-critical power supply solutions

- Revenue share of approx. 6%, solid profitability
- Charging electronics and power supply solutions for private use
- Customer focus on:
 - Household appliances,
 - consumer electronics, and
 - smart home systems.
- Growth potential through product innovations and increased internationalization

First indications for 2025 – Clearly defined growth targets for subsequent years

Short-term Indications:

- Economic headwind continues
- Solid development in all segments
- Positive earnings effect from efficiency measures and absence of start-up costs for Indian joint venture
- Noticeably positive adjusted earnings expected
- Transaction in India leads to an extraordinary earnings contribution amounting to a large part of the purchase price after completion
- Uncertainty regarding further one-time effects
- Significantly improved financial result

Profitable growth in subsequent years

- Consolidated revenue to grow by at least a high single-digit percentage annually
- Focus on internationalization and product innovations
- Sustainable turnaround in earnings targeted
- Target: EBIT margin of more than 5%
- Share of technically sophisticated solutions to increase
- High cost efficiency
- Ability to resume dividend payments in the medium term

Contact and financial calendar

Contact investor relations and media

FRIWO AG

+49 (0) 2532 81 0

ir@friwo.com

Peter Dietz

+49 (0) 69 97 12 47 33

dietz@gfd-finanzkommunikation.de

Financial calendar

| | |
|------------|---|
| 24.04.2025 | Publication of the annual report and full-year results 2024 |
| 08.05.2025 | Press release on the first quarter of 2025 |
| 05.06.2025 | Annual General Meeting |
| 14.08.2025 | Publication of the 2025 half-year report |
| 06.11.2025 | Press release on the third quarter of 2025 |