

Destelbergen Belgium, November 2022 30 07:00 CET

# MAZARO update for Q1- Q3 2022

## 1 Key figures

### 1.1 Profit & Loss

FYE 31/12 - BE GAAP - €k	2019	2020	2021	H1 2022	Q3 2022
Net Sales	120,9	38,6	100,9	165,3	165,3
Other Revenues	458,3	363,4	210,6	255,7	336,8
<b>Total Revenues</b>	<b>579,2</b>	<b>402,0</b>	<b>311,4</b>	<b>421,0</b>	<b>502,1</b>
COGS	-	-	-	-	-
Remunerations	62,4	65,6	84,8	59,9	93,5
SG&A	392,2	326,6	178,0	274,0	335,0
<b>EBITDA</b>	<b>124,5</b>	<b>9,8</b>	<b>48,6</b>	<b>87,1</b>	<b>73,6</b>
Depreciation & amortization	702,0	672,0	388,0	212,7	325,1
<b>EBIT</b>	<b>(577,4)</b>	<b>(662,0)</b>	<b>(339,5)</b>	<b>(125,6)</b>	<b>(251,5)</b>
Financial income	309,0	268,1	365,0	91,7	137,5
Financial charges	1,0	,6	52,7	5,0	6,8
<b>Earnings before tax (EBT)</b>	<b>(269,4)</b>	<b>(394,5)</b>	<b>(27,1)</b>	<b>(38,8)</b>	<b>(120,8)</b>
Taxes	(5,0)	(3,0)	(3,2)	-	,2
<b>Net income</b>	<b>(264,4)</b>	<b>(391,5)</b>	<b>(23,9)</b>	<b>(38,8)</b>	<b>(121,0)</b>

MAZARO recorded €165k precontractual sales from precommercial, engineering revenues with its clients. Other revenues related to capitalized production (BE GAAP 72), other operating revenues (BE GAAP 74) and exceptional items.

## 1.2 Balance sheet

FYE 31/12 - BE GAAP - €k	2019	2020	2021	H1 2022	Q3 2022
<b>Establishment cost</b>	-	-	-	277,7	262,9
<b>Fixed assets</b>	<b>1.460,4</b>	<b>1.003,8</b>	<b>1.046,5</b>	<b>1.195,6</b>	<b>1.180,2</b>
Intangible assets	1.334,5	978,9	1.027,9	1.181,1	1.167,9
Tangible assets	22,0	24,9	18,7	14,4	12,3
Financial assets	103,8	-	-	-	-
<b>Current assets</b>	<b>1.175,4</b>	<b>286,2</b>	<b>1.299,9</b>	<b>4.091,7</b>	<b>4.037,1</b>
LT receivables	-	-	-	-	-
Inventories	-	-	-	-	-
Accounts receivables	414,2	171,4	230,1	476,2	549,9
Other receivables	212,7	32,9	25,1	54,5	28,4
Cash and equivalents	548,3	81,7	1.044,4	3.473,7	3.372,8
Accruals	0,3	0,3	0,3	87,3	86,0
<b>Total assets</b>	<b>2.635,8</b>	<b>1.290,0</b>	<b>2.346,4</b>	<b>5.565,0</b>	<b>5.480,2</b>
<b>Total equity</b>	<b>901,8</b>	<b>- 304,2</b>	<b>- 693,1</b>	<b>4.244,6</b>	<b>4.116,7</b>
Equity	- 592,7	- 984,1	- 1.008,0	4.021,4	3.939,3
Subsidies	1.494,5	679,9	314,9	223,2	177,3
<b>Financial debt</b>	<b>1.267,5</b>	<b>1.163,1</b>	<b>1.913,1</b>	<b>557,6</b>	<b>557,6</b>
Subordinated debt	1.267,5	1.163,1	1.913,1	557,6	557,6
<b>Current liabilities</b>	<b>466,5</b>	<b>431,2</b>	<b>1.126,4</b>	<b>762,8</b>	<b>805,9</b>
Accounts payables	430,0	183,3	202,1	459,6	524,2
Tax, remuneration	36,5	17,3	17,4	30,7	25,5
Other payables	-	230,6	854,7	231,4	222,2
Accruals	-	-	52,2	41,2	34,0
<b>Total Equity &amp; liabilities</b>	<b>2.635,8</b>	<b>1.290,0</b>	<b>2.346,4</b>	<b>5.565,0</b>	<b>5.480,2</b>
WCR	160,7	3,9	- 16,4	86,6	80,6

## 2 Q1 – Q3: Report

### 2.1 Business development

The European and Indian license agreements with transmission manufacturers are being executed. Today, MAZARO generates income by designing various prototypes for some of the licensees' customers.

We also received a first order for commercial production in series.

## 2.2 Research and Development

- MAZARO is currently finishing the development of a brand new RVT prototype for a vehicle. Extensive testing on test bench of the prototype was a success; the system is integrated in the vehicle since then. On Nov. 25, the vehicle performed some initial convincing test drives. A premiere: it is a unique performance to enable an engine driven vehicle to drive off and come to a standstill without the need for a clutch.
- Testing on test bench of two more powerful RVT prototypes for some vehicle manufacturers is on the agenda for the next few weeks. Once finished, the manufacturers will test the systems in their own vehicles. Objective: to considerably reduce fuel consumption and enhance performance, compared to their current manual transmissions.
- A customized design is being developed for heavy duty vehicles of a renowned European manufacturer who wants to innovate his product range. It concerns at least 2 performing SVT models (Single stage Variable Transmissions) for a broad range of heavy duty machinery. These systems must be able to change ratio in a split second and under very heavy load.
- A new customer ordered a prototype to be tested in an industrial installation; a promising project for the global market.
- On the controller thermic simulations and security analyses are being made, respecting the most recent and advanced standards.  
Goal: to define a low cost general controller which is suitable for an extensive number of MAZARO transmission models, without the need for major adjustments.
- In the new RVTs, the two most recent patents are implemented for the first time. Up to now, they meet all requirements: more compact design, elimination of the hydraulic block and ultrafast ratio changing. One could compare this unique ratio changing more or less to shifting from 1<sup>st</sup> to 5<sup>th</sup> gear, ratio changing between the two being done in one smooth continuous movement, without traction interruption and... in only 1 second.

## 2.3 Human resources




- In October MAZARO had the pleasure to welcome a Business Development Director. He has over 30 years of experience in the automotive sector at a high level of which 20 years in the development department of an international transmission manufacturer. He had several leading commercial functions e.g. as Global Sales Director, first for the transmission manufacturer and more recently for a German Aluminum die casting plant active in the production of transmission components. It is with a lot of enthusiasm that MAZARO looks forward to a fruitful cooperation with this new colleague. We trust that his skills and experience will turn the high potential of MAZARO's technology into additional commercial success on a global scale.
- MAZARO has vacancies for Design en Controls engineers to meet the growing demand for its products. If interested, feel free to visit <https://www.mazaro.eu/nl/jobs>.

## 3 Financial agenda and contact data

### 3.1 Agenda

- End of April: Publication of the Annual Report 2022
- End of April: Publication Activity Report Q1 2023
- June 30 2023: Ordinary General Assembly concerning 2022
- Beginning of September: Publication Activity Report H1 2023
- End of October: Publication Activity Report Q3 2023

### 3.2 Contact data

 <b>ONE to ONE</b> CORPORATE FINANCE Listing sponsor	 <b>BACKSTAGE</b> COMMUNICATION IR & Media relations	 <b>MAZARO</b> driving innovations General enquiries
<p>Guy van der Heyden            Managing Partner            + 32 477 42 24 65            guy.vanderheyden@onetoonecf.com</p> <p>Ardit Litaj            Analyst            +32 496 36 74 98            ardit.litaj@onetoonecf.com</p>	<p>Gunther De Backer            +32 475 90 39 09            gunther@backstagecom.be</p>	<p>Caroline De Dijcker            +32 (0) 472 201 106            caroline.dedijcker@mazaro.eu</p>

## MAZARO

MAZARO designs innovative transmissions that combine exceptionally high internal efficiency with the ability to keep the internal combustion engine or E-engine on its optimal efficiency curve at all times, providing unparalleled energy, emissions and cost savings while optimizing performance and comfort. The benefits of this technology is most impressive in trucks, buses, off-highway vehicles, SUVs, lift trucks and tractors both powered by a combustion engine and electric. MAZARO is led by ir Filip De Mazière, Civil Engineer in Mechanical Engineering (UGent) with over 20 years of experience as Chief Design Engineer at leading transmission suppliers HÖRBIGER/TREMEC and DANA. There, he was responsible for numerous successful transmission designs for McLaren, Ferrari, Liebherr and Case New Holland among others. De Mazière was granted 15 international patents; those relating to MAZARO's technology are now owned by the company.