



SFC ENERGY

QUARTERLY STATEMENT  
January 1 to September 30, 2024

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The figures presented in this quarterly statement have been rounded in accordance with commercial practice. This may mean that, when aggregated, individual figures do not equal the totals shown.

The financial figures for the first nine months of 2024 and 2023 are unaudited and are not subject to an auditor's review.

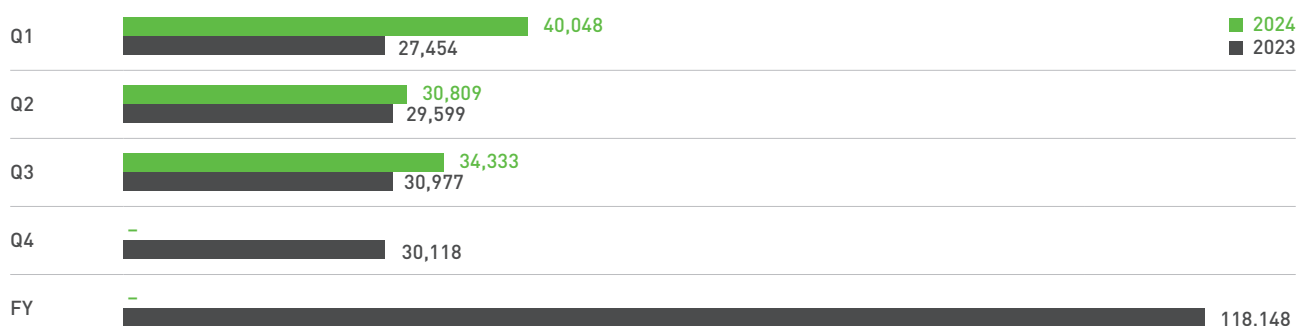
# SFC ENERGY AG – COMPACT

## CONSOLIDATED KEY FIGURES

	2024		Change	2023		Change
	01/01-09/30	07/01-09/30		01/01-09/30	07/01-09/30	
Sales	105,190	34,333	19.5%	88,030	30,977	10.3%
Gross profit on sales	43,945	14,403	31.9%	33,321	11,445	25.8%
Gross margin	41.8%	42.1%		37.9%	36.9%	
EBITDA	16,047	4,832	38.8%	11,564	4,776	1.2%
EBITDA margin	15.3%	14.1%		13.1%	15.4%	
Adjusted EBITDA	18,230	5,704	52.8%	11,931	4,610	23.7%
Adjusted EBITDA margin	17.4%	16.8%		13.6%	14.9%	
EBIT	11,521	3,274	60.2%	7,194	3,371	-2.9%
EBIT margin	11.0%	9.5%		8.2%	10.9%	
Adjusted EBIT	13,704	4,146	81.3%	7,561	3,205	29.3%
Adjusted EBIT margin	13.0%	12.1%		8.6%	10.3%	
Consolidated net income for the period	8,735	2,314	34.5%	6,495	3,168	-27.0%
Earnings per share, undiluted	0.48	0.11	27.9%	0.37	0.18	-39.9%
Earnings per share, diluted	0.46	0.09	26.2%	0.36	0.18	-48.8%

## SALES BY QUARTER

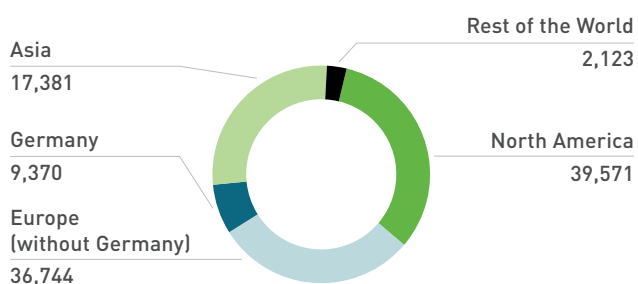
in EUR thousand



## SALES BY REGION

1 JAN. – 30 SEP. 2024

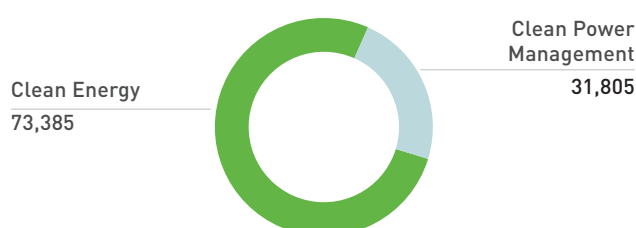
in EUR thousand



## SALES BY SEGMENT

1 JAN. – 30 SEP. 2024

in EUR thousand



# INTERIM STATEMENT ON THE BUSINESS POSITION AS OF SEPTEMBER 30, 2024

Brunnthal, November 19, 2024

SFC Energy AG (ISIN: DE0007568578), a leading provider of fuel cell solutions for stationary, portable and mobile applications based on hydrogen (PEM) and direct methanol fuel cell (DMFC) technology, announced its business performance and key events today as part of the publication of its quarterly statement Q3/2024 for the period from January 1, 2024 to September 30, 2024.

SFC Energy AG („SFC AG“), together with its subsidiaries, forms an internationally active Group of companies („SFC“ or „Group“) in the fuel cell sector. In addition to the parent company SFC Energy AG (Germany), the scope of consolidation of the Group includes the subsidiaries listed below.

TOCHTERUNTERNEHMEN IM KONSOLIDIERUNGSKREIS						in %
Subsidiary	Seat	Share in the capital			Currency	
		Indirectly	Directly	Total		
SFC Energy B.V. („SFC NL“)	Almelo, Netherlands	100%	-	100%	EUR	
SFC Energy Power SRL („SFC RO“)	Cluj-Napoca, Romania	-	100%	100%	RON	
SFC Energy Ltd. („SFC CA“)	Calgary, Canada	100%	-	100%	CAD	
SFC Energy UK Ltd. („SFC UK“)	Swindon, UK	100%	-	100%	GBP	
SFC Energy India Pvt. Ltd. („SFC IN“)	Gurgaon, India	92%	-	92%	INR	
SFC Clean Energy SRL („SFC RO II“)	Cluj-Napoca, Romania	100%	-	100%	RON	
SFC Energy LLC („SFC USA“)	Wilmington, USA	100%	-	100%	USD	
SFC Energy Denmark ApS („SFC DK“)	Aarhus, Denmark	100%	-	100%	DKK	

The segmentation of the Group’s activities is primarily aligned to its internal organisational and reporting structure by business area. These are based on the Group’s technology platforms and range of products and services. The **Clean Energy** segment comprises the products, systems and solutions for stationary and mobile off-grid energy supplies based on hydrogen (PEMFC) and direct methanol (DMFC) fuel cells. The segment addresses customers in the private, industrial and public sectors in various markets. These include equipment suppliers and system integrators for telecommunications, security and surveillance technology, remote sensing technology and defence technology, as well as for the caravanning and marine markets. The **Clean Power Management** segment pools all of the Group’s business in high-tech, standardised and semi-standardised power management solutions such as voltage converters and coils, which are used in devices for the high-tech industry. The segment also includes business in frequency converters for the upstream oil and gas industry as well as other industries, some of which are integrated and some sold.

# BUSINESS PERFORMANCE AND ECONOMIC SITUATION

## Earnings position

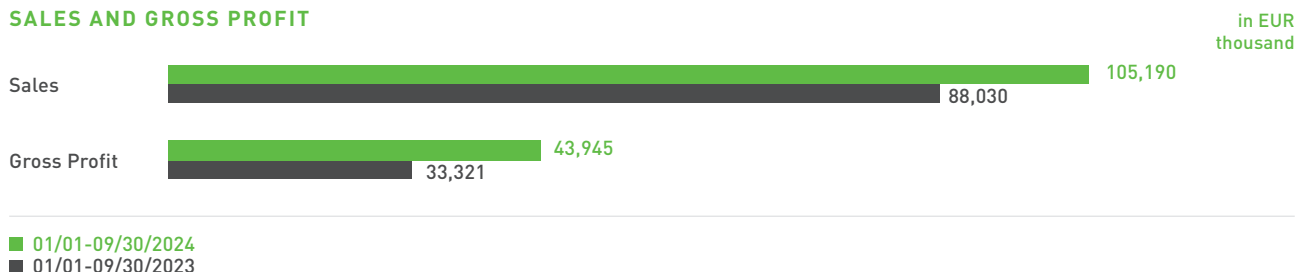
Compared to the same period of the previous year („previous year“), the Group realised in the first nine months of the 2024 financial year („reporting period“) particularly strong sales growth of 19.5% or EUR 17,160 thousand and achieved sales of EUR 105,190 thousand (previous year: EUR 88,030 thousand). This positive sales trend is attributable to the very strong organic growth in Clean Energy segment sales, which increased by 24.6% compared to the previous year. Sales in the Clean Power Management segment also strongly increased by 9.1%.

Exchange rate effects had a negative impact of EUR 1,185 thousand on the Group’s sales in the reporting period compared to the same period of the previous year.

The Clean Energy segment, whose share of Group sales increased slightly to 69.8% (previous year: 66.9%), remained the segment with the highest sales. Accordingly, the Clean Power Management segment’s share of Group sales fell to 30.2% (previous year: 33.1%).

Consolidated gross profit increased by EUR 10,624 thousand or 31.9% over the same period of the previous year to EUR 43,945 thousand (previous year: EUR 33,321 thousand) and thus exceeded sales growth, so that the Group’s gross profit margin (gross profit as a percentage of sales) rose to 41.8% (previous year: 37.9%) and thus increased significantly.

## SALES AND GROSS PROFIT



## Sales development by segments

The sales segmentation for the reporting period compared to the previous year is as follows:

## SALES BY SEGMENT

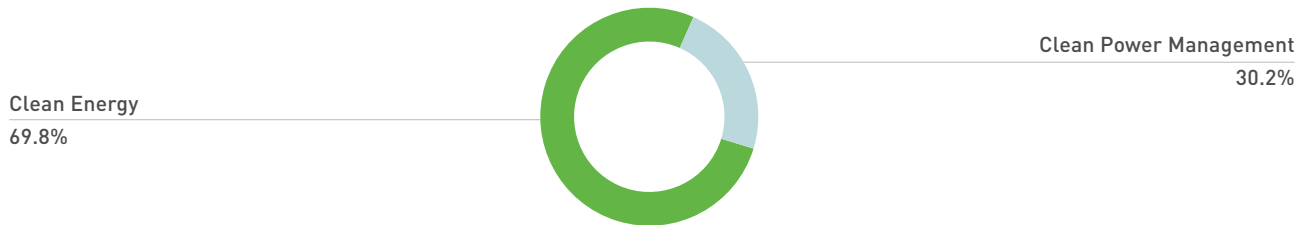
in EUR thousand

	2024 01/01-09/30	2023 01/01-09/30	Change	2024 07/01-09/30	2023 07/01-09/30	Change
Clean Energy	73,385	58,877	24.6%	22,525	20,287	11.0%
Clean Power Management	31,805	29,153	9.1%	11,808	10,690	10.5%
<b>Total</b>	<b>105,190</b>	<b>88,030</b>	<b>19.5%</b>	<b>34,333</b>	<b>30,977</b>	<b>10.8%</b>

**BREAKDOWN OF SALES BY SEGMENT**

1 JAN. – 30 SEP. 2024

in %



**Sales development by region**

The sales trend by region for the reporting period and the third quarter of 2024 compared to the previous year is as follows:

**SALES BY REGION**

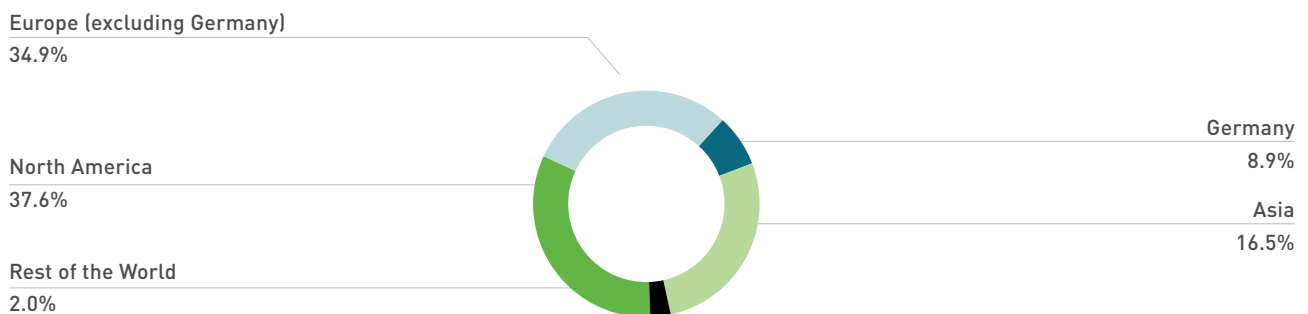
in EUR thousand

	2024		Change	2023		Change
	01/01-09/30	01/01-09/30		07/01-09/30	07/01-09/30	
North America	39,571	40,673	-2.7%	13,336	13,756	-3.1%
Europe (excluding Germany)	36,744	28,665	28.2%	13,854	9,714	42.6%
Germany	9,370	6,584	42.3%	3,753	2,302	63.1%
Asia	17,381	10,655	63.1%	2,488	4,909	-49.3%
Rest of the World	2,123	1,453	46.2%	902	296	205.2%
<b>Total</b>	<b>105,190</b>	<b>88,030</b>	<b>19.5%</b>	<b>34,333</b>	<b>30,977</b>	<b>10.8%</b>

**BREAKDOWN OF SALES BY REGION**

1 JAN. – 30 SEP. 2024

in %



The regional distribution of sales developed as follows in the reporting period compared to the previous year: North America’s relative contribution to Group sales fell noticeably in the reporting period to 37.6% (previous year: 46.2%) and recorded a decline of EUR 1.103 thousand. By contrast, the Europe region’s (excluding Germany) relative share of consolidated sales rose to 34.9% (previous year: 32.6%) and increased slightly in absolute terms by EUR 8,079 thousand. Asia’s relative share of sales also increased slightly to 16.5% (previous year: 12.1%).

In the reporting period, the region of Germany region contributed 8.9% (previous year: 7.5%) to Group sales and Rest of the World (RoW) generated 2.0% (previous year: 1.7%) of consolidated sales.

### Reconciliation of adjusted EBITDA and adjusted EBIT

Adjusted EBITDA and adjusted EBIT are reported in order to allow for any distortions in the presentation of financial performance indicators caused by non-recurring effects that may either increase or decrease operating earnings in the reporting period and to ensure comparability of these performance indicators from period to period. The non-recurring effects listed below, which are included in the relevant functional costs, are eliminated in the reporting period as part of the reconciliation with adjusted EBITDA and adjusted EBIT.

In the reporting period, the non-recurring effects include expenses and income arising from additions to or the reversal of provisions and the share premium for obligations under the long-term variable share-based payment programmes ("LTI programmes") as well as expenses associated with transaction endeavours (e.g. potential acquisitions).

The LTI programmes entail stock appreciation rights („SARs“), stock option programmes („SOPs“) and performance share plans („PSPs“) for the Management Board and executives of Group companies. The expenses for these amounted to EUR 2,370 thousand (previous year: EUR 326 thousand) („extraordinary expenses“). In the reporting period, income from the LTI programmes („extraordinary income“) in the amount of EUR 638 thousand (previous year: EUR 397 thousand) was also recognised. This income is due, among other things, to the reversal through profit or loss of provisions previously recognised for the SARs or the reversal of the capital reserve for the SOPs, which are higher than the payments of the amounts received in cash in a reporting period or resulted from accounting in accordance with IFRS 2.

Expenses associated with transaction endeavours, such as potential acquisitions, amounted to EUR 450 thousand (previous year: EUR 437 thousand) are included in the non-recurring effects.

On balance, the non-recurring effects are included as net expenses in the amount of EUR 2,183 thousand (previous year: EUR 367 thousand) for the reporting period are included in EBIT and EBITDA.

The expenses for the LTI programmes of the Management Board currently in office are included in both selling expenses and general administrative expenses. The expenses for the LTI programmes for employees (management staff) are included in selling expenses, research and development expenses and in general administrative expenses. The expenses associated with transaction endeavours are included in general administrative expenses.

The reconciliation to adjusted EBITDA and adjusted EBIT (= adjusted operating result) and the allocation of the non-recurring effects to the items in the income statement are accordingly as follows:

NON-RECURRING EFFECTS	in EUR thousand	
	2024 01/01-09/30	2023 01/01-09/30
Expenses from the recognition of provisions and additions to the capital reserve for LTI programmes	-2,370	-326
Income from the reversal of provisions for LTI programmes	638	397
Expenses in connection with transaction endeavours	-450	-437
<b>Total net expense / income</b>	<b>-2,183</b>	<b>-367</b>
of which included in selling expenses	-643	226
of which included in research and development expenses	-65	17
of which included in general administrative expenses	-1,475	-610

### Gross profit

In relation to sales growth, gross profit increased by 31.9% disproportionately high. The gross profit amounted to EUR 43,945 thousand (previous year: EUR 33,321 thousand) and was EUR 10,624 thousand significantly above the previous year's figure. This increase was mainly due to the aforementioned significant organic sales growth combined with margin expansion, which was also due to a very advantageous product mix in favor of products with attractive margins and a noticeable increase in production capacity utilization in the Clean Energy segment.

The Group's gross profit margin (gross profit as a percentage of sales) resulting from the development of sales amounted to 41.8% (previous year: 37.9%), well above the level of the prior-year period and also above the gross profit margin for the 2023 financial year (39.6%).

While in the higher-revenue and higher-margin Clean Energy segment, the gross profit margin amounted to 48.2% (previous year: 44.1%), significantly exceeding the same period of the previous year and slightly surpassing the level of the 2023 financial year (46.0%), the Clean Power Management segment recorded a moderate gross profit margin expansion of 26.9% (previous year: 25.2%).

### Selling expenses

In the reporting period, selling expenses increased by 6.4% noticeably to EUR 12,598 thousand (previous year: EUR 11,842 thousand). As mentioned above, selling expenses include extraordinary expenses in the amount of EUR 643 thousand (previous year: extraordinary income in the amount of EUR 226 thousand) are included.



Adjusted for these effects, selling expenses in the reporting period increased marginally by 0.9% to EUR 11,955 thousand (previous year: EUR 12,068 thousand)<sup>1</sup>. Lower adjusted personnel costs, in particular due to the higher utilization of current personnel provisions, were the main reason for the decrease.

Across the Group, adjusted selling expenses as a percentage of sales amounted to 11.4% (previous year: 13.7%), slightly below the previous year's level.

### Research and development expenses

The research and development expenses recognised in the Consolidated Statement of Income increased significantly in the reporting period by 17.3% to EUR 4,859 thousand (previous year: EUR 4,144 thousand).

Adjusted for the non-recurring effects listed above and including the development expenses capitalised in the reporting period and grants received in the total amount of EUR 2,729 thousand (previous year: EUR 2,370 thousand), the Group's total research and development expenses amounted to EUR 7.523 thousand (previous year: EUR 6,513 thousand) and amounted to 15.5% significantly above the previous year's figure. The higher total expenses in the reporting period resulted mainly from significantly increased personnel expenses, also due to additional development resources in SFC UK for the further development of the Membrane Electrode Assembly (MEA), and significantly higher costs for the materials used in the development department, as well as higher depreciation and amortization.

The Group's overall development ratio (research and development costs adjusted for non-recurring effects and including capitalised development costs and grants as a percentage of sales) increased moderately to 7.2% (previous year: 7.4%) due to sales growth, despite overall higher expenditures.

### General administrative expenses

General administrative expenses in the reporting period amounted to EUR 14,625 thousand (previous year: EUR 11,335 thousand) and were significantly higher than in the same period of the previous year. After adjustment for the aforementioned net non-recurring effects amounting to EUR 1,475 thousand (previous year: EUR 610 thousand), general administrative expenses increased compared to the same period of the previous year by 22.6% to EUR 13.150 thousand (previous year: EUR 10.725 thousand). The increase is mainly attributable to higher personnel expenses in both segments, higher travel expenses and higher depreciation and amortization.

### Other operating income

Other operating income fell sharply in the reporting period compared to the same period of the previous year and amounted to EUR 1,237 thousand (previous year: EUR 1,700 thousand). This was mainly due to the development of income from exchange rate differences included in this item in the amount of EUR 780 thousand (previous year: EUR 1,071 thousand).

<sup>1</sup> In the quarterly statement from 1 January to 30 September 2023, income of EUR 536 thousand was reported under adjusted selling expenses. These are reported under impairment losses on financial assets in the quarterly statement from 1 January to 30 September 2024.

### Other operating expenses

Other operating expenses in the reporting period amounted to EUR 1,541 thousand (previous year: EUR 1,043 thousand) and mainly result from expenses from exchange rate differences.

The reporting period also included a provision for any costs incurred by a business partner in connection with delays in the production start-up of a subsidiary in the amount of EUR 500 thousand (previous year: EUR 0).

### Impairment losses on financial assets

In the reporting period, there was an expense of EUR 38 thousand (previous year: income of EUR 536 thousand) from the recognition of risk provisions in the amount of the expected credit loss on trade receivables over the entire term.

### Earnings before interest, taxes, depreciation and amortization (EBITDA)

Earnings before interest, taxes, depreciation and amortization (EBITDA) of the Group increased particularly sharply in the reporting period to EUR 16,047 thousand (previous year: EUR 11,564 thousand), resulting in an EBITDA margin (EBITDA in relation to sales) of 15.3% (previous year: 13.1%) resulted.

The key financial performance indicator for managing the operating business, EBITDA adjusted for non-recurring effects (adjusted EBITDA), amounted to EUR 18,230 thousand (previous year: EUR 11,931 thousand) in the reporting period and increased significantly year-on-year by EUR 6,299 thousand, driven by strong operational performance. The adjusted EBITDA margin recorded an increase of 3.8 percentage points and amounted to 17.3% (previous year: 13.6%), noticeably above the previous year's level.

The increase in adjusted EBITDA was mainly due to strong sales growth with a relatively lower increase in functional costs, combined with the marked improvement in the gross profit margin.

### Operating result (EBIT)

The Group's earnings before interest and taxes (EBIT) increased considerably in the reporting period to EUR 11,521 thousand (previous year: EUR 7,194 thousand) despite the EUR 4,328 thousand increase in depreciation and amortisation compared to the previous year. However, the EBIT margin (EBIT in relation to sales) improved to 11.0% (previous year: 8.2%).

EBIT adjusted for non-recurring effects (adjusted EBIT) amounted to EUR 13,704 thousand (previous year: EUR 7,561 thousand), improved by EUR 6,143 thousand and, like unadjusted EBIT, was significantly higher than in the previous year. This resulted in a significantly higher adjusted EBIT margin of 13.0% (previous year: 8.6%).

### Interest and similar income

Interest and similar income amounted to EUR 1,087 thousand (previous year: EUR 541 thousand) in the reporting period due to the rise in interest rates and higher average level of cash and cash equivalents.

### Interest and similar expenses

Interest and similar expenses amounted to EUR 651 thousand (previous year: EUR 519 thousand). This includes interest expenses of EUR 416 thousand (previous year: EUR 331 thousand), resulting from the application of IFRS 16.

### Consolidated net income for the period

Consolidated net result for the period increased in the reporting period, in particular due to the good operating performance and despite the higher negative impact of the non-recurring effects listed above, to EUR 8,735 thousand (previous year: EUR 6,495 thousand) and was therefore significantly higher than in the same period of the previous year.

### Earnings per share

Basic (undiluted) and diluted earnings per share in accordance with IFRS amounted to EUR 0.48 and EUR 0.46 (previous year: EUR 0.37 and EUR 0.36).

### Incoming orders and order backlog

Incoming orders in the reporting period amounted to EUR 98,772 thousand (previous year: EUR 89,678 thousand), well above the previous year's level. As at the reporting date, however, the Group's order backlog as at September 30, 2024 decreased to EUR 75,443 thousand (December 31, 2023: EUR 81,300 thousand). SFC AG accounted for EUR 17,919 thousand (December 31, 2023: EUR 37,111 thousand), SFC NL EUR 46,174 thousand (December 31, 2023: EUR 27,267 thousand), SFC CA EUR 11,337 thousand (December 31, 2023: EUR 16,922 thousand), and SFC IN EUR 13 thousand (December 31, 2023: EUR 0) of this amount.

### Clean Energy

The segment generated sales of EUR 73.385 thousand (previous year: EUR 58.877 thousand) in the reporting period under review and thus achieved a significant increase of EUR 14,508 thousand or 24.6% compared to the same period of the previous year.

The continued high demand for fuel cell solutions in industrial applications, which account for slightly more than half of segment sales, contributed in particular to the growth in sales. Segment sales with industrial customers increased by around 17% compared to the same period of the previous year.

The segment also benefited from the significant growth in project business and the increase in demand in the core target markets for public safety. Sales of fuel cell solutions to customers in these markets more than doubled.

Demand in the core target markets for private applications, which now account for the smallest share of segment sales, declined slightly. In the opinion of the Management Board, one of the main reasons for this is the muted consumer climate combined with greater price sensitivity among private households, particularly in Germany.

The segment's gross margin was 48.2% (previous year: 44.1%) in the reporting period due to the attractive product mix in conjunction with, among other things, a dilution of production overheads and the ongoing normalization of raw material prices and the absence of material write-ups for inventories. In line with the significant increase in sales and the improved gross margin, gross profit in the reporting period was EUR 35,392 thousand (previous year: EUR 25,967 thousand) a significant increase of EUR 9,425 thousand compared to the same period of the previous year.

At EUR 10,362 thousand (previous year: EUR 10,379 thousand), selling expenses adjusted for the above-mentioned non-recurring effects of EUR 643 thousand (previous year: extraordinary income of EUR 226 thousand) were at the previous year's level.

The segment's general administrative expenses, adjusted for the aforementioned extraordinary expenses of EUR 1,475 thousand (previous year: EUR 610 thousand), also increased significantly by 27.5% to EUR 9,902 thousand in the reporting period (previous year: EUR 7,769 thousand) and were therefore significantly higher than in the previous year. The increase is mainly due to higher personnel expenses, depreciation and amortisation, consulting costs and IT costs.

Due to the significant increase in gross profit and the lower increase in functional costs in relation to sales, segment EBITDA adjusted for non-recurring effects also improved substantially in the reporting period to EUR 15,041 thousand (previous year: EUR 9,634 thousand), which also resulted in a significant increase in the segment's adjusted EBITDA margin of 20.5% (previous year: 16.4%).

### Clean Power Management

Compared to the previous year, the Clean Power Management segment recorded significant sales growth of 9.1% to EUR 31,805 thousand (previous year: EUR 29,153 thousand). While business with power management solutions increased significantly, business in the upstream oil and gas industry recorded moderate growth compared to the same period of the previous year.

Gross profit in the Clean Power Management segment also increased slightly disproportionately to sales to EUR 8,553 thousand (previous year: EUR 7,355 thousand). The segment's gross margin, which was moderately higher than in the same period of the previous year at 26.9% (previous year: 25.2%) is attributable to both a marginally higher gross profit margin in the power management solutions business and a slightly higher gross profit margin in the frequency converter business.

The segment's selling expenses, which do not include any non-recurring effects, amounted to EUR 1,594 thousand (previous year: EUR 1,689 thousand) noticeably below the previous year's level. This was in particular due to lower personnel costs and lower advertising and travel expenses.

The segment's general administrative expenses in the reporting period amounted to EUR 3,247 thousand (previous year: EUR 2,956 thousand) and were mainly due to higher personnel costs, IT costs and depreciation and amortization of EUR 291 thousand were also significantly higher than in the same period of the previous year.

The segment's EBITDA also does not include any non-recurring effects. It improved significantly, mainly due to the increased gross profit margin in conjunction with the significantly higher sales in the reporting period to EUR 3,189 thousand (previous year: EUR 2,297 thousand). The segment's EBITDA margin also increased significantly compared to the same period of the previous year to 10.0% (previous year: 7.9%).

## Assets and financial position

### Capital structure

Equity increased significantly in the reporting period by EUR 9,952 thousand and amounted to EUR 138,085 thousand as at September 30, 2024 (December 31, 2023: EUR 128,133 thousand).

The increase in shareholders' equity was mainly due to the Group profit for the period generated during the course of the year in the amount of EUR 8,735 thousand (previous year: EUR 6,495 thousand).

The net financial position (freely available cash and cash equivalents less liabilities to banks) increased in the reporting period by EUR 5,443 thousand and amounted to EUR 61,499 thousand (December 31, 2023: EUR 56,056 thousand).

### Cash and cash equivalents

The freely available cash and cash equivalents as at September 30, 2024 amounted to EUR 65,413 thousand (December 31, 2023: EUR 59,847 thousand) and increased significantly by EUR 5,565 thousand.

Overall, liabilities to banks increased slightly in the reporting period compared to the end of the 2023 financial year by EUR 122 thousand to EUR 3,913 thousand (December 31, 2023: EUR 3,791 thousand).

### Cash flow and investments

CASH FLOW	in EUR thousand	
	01/01-09/30/2024	01/01-09/30/2023
Operating cash flow before changes in working capital	18,038	12,164
Cash flow from		
Operating activity	14,104	-1,644
Investing activity	-6,367	-4,401
Financing activities	-2,190	-1,833

### Operating cash flow and cash flow from operating activities

Operating cash flow before changes in net working capital and income taxes (operating profit before changes in working capital) amounted to EUR 18,038 thousand (previous year: EUR 12,164 thousand) and thus particularly strong above the previous year's level.

After taking into account the change in net working capital, which increased cash-effective by EUR 2,448 thousand (previous year: EUR 12,761 thousand) and income tax payments, there was a significant improvement in cash flow from operating activities compared to the same period in the previous year amounting to EUR 14,104 thousand (previous year: EUR -1,644 thousand).

With regard to the main changes in net working capital, inventories increased in the reporting period with an effect on liquidity by EUR 2,977 thousand and trade receivables with an effect on liquidity by EUR 1,479 thousand. The above-mentioned increase was offset by the cash-effective increase in trade payables in the same period of EUR 2,601 thousand. Other current liabilities increased in the same period by EUR 965 thousand. Together with the other working capital items, this resulted in an increase in net working capital and therefore a cash outflow of EUR 2,448 thousand (previous year: EUR 12,761 thousand) in the reporting period.

### Cash flow from investing activities and investments

The cash outflows from investing activities came to EUR 6,367 thousand (previous year: EUR 4,401 thousand). The payments for investments in intangible assets included in this figure amounted to EUR 2,283 thousand (previous year: EUR 3,320 thousand), of which EUR 2,223 thousand (previous year: EUR 2,082 thousand) was attributable to capitalised development expenses. The higher cash outflow in the previous year was mainly due to the acquisition of intangible assets.

The cash outflows for investments in plant and office equipment were valued at EUR 5,170 thousand (previous year: EUR 1,637 thousand) and more than tripled compared to the previous year. This very sharp increase is mainly due to the construction and expansion of the sites for SFC UK and SFC RO II.

The investments were made from the company's own funds or under the current loan agreements.

### Cash flow from financing activities

The cash outflow from financing activities increased significantly in the reporting period to EUR 2,190 thousand (previous year: EUR 1,833 thousand). This increase is due to higher cash outflows for repayments of lease liabilities amounting to EUR 1,583 thousand (previous year: EUR 1,348 thousand) in connection with the application of IFRS 16.

### Change in the cash flow components of cash and cash equivalents

The net change in cash and cash equivalents totalled to EUR 5,547 thousand (previous year: EUR -7,878 thousand). As of September 30, 2024, unrestricted available cash and cash equivalents amounted to EUR 65,413 thousand (December 31, 2023: EUR 59,847 thousand).

### Asset position

Total assets amounted to EUR 191,096 thousand as at September 30, 2024 (December 31, 2023: EUR 176,399 thousand) and thus increased in the reporting period by 8.3% or EUR 14,697 thousand.

On the assets side, this was mainly due to the increase in current assets by EUR 11,095 thousand in particular due to the increase in inventories and cash and cash equivalents. On the liabilities side, current liabilities increased significantly by EUR 3,652 thousand. Non-current liabilities increased noticeably by EUR 1,093 thousand. The equity ratio was 72% (December 31, 2023: 73%) close to the level at the beginning of the reporting period.

On the current assets side, inventories in particular increased noticeably by 10.3% or EUR 2,582 thousand and, following the reduction in inventories in the first half of the 2024 financial year, increased to EUR 27,625 thousand (December 31, 2023: EUR 25,043 thousand).

Trade receivables increased significantly, mainly due to the sales momentum, by 4.7% to EUR 29,983 thousand (December 31, 2023: EUR 28,645 thousand).

Other assets and receivables increased substantially in the reporting period by EUR 2,283 thousand to EUR 7,707 thousand (previous year: EUR 5,424 thousand). This was mainly due to higher advance tax prepayments. Intangible assets increased as at September 30, 2024 to EUR 20,243 thousand (December 31, 2023: EUR 19,820 thousand), mainly due to capitalised development expenses.

At EUR 22,433 thousand, property, plant and equipment were 32.4% above the level at the end of the 2023 financial year (December 31, 2023: EUR 16,944 thousand). This increase is mainly due to the investments in the expansion and development of international locations described above.

The sharp increase in current liabilities of EUR 3,652 thousand in the reporting period to EUR 37,230 thousand (December 31, 2023: EUR 33,578 thousand) was mainly the result of the significant increase in trade payables of EUR 2,438 thousand to EUR 15,328 thousand (December 31, 2023: EUR 12,890 thousand).

The reason for the significant increase in non-current liabilities in the reporting period to EUR 15 781 thousand (December 31, 2023: EUR 14,688 thousand) is mainly due to non-current lease liabilities, which increased significantly by EUR 1,426 thousand or 13.8% in the reporting period.

Financial liabilities climbed in the reporting period by EUR 122 thousand slightly to EUR 3,913 thousand (December 31, 2023: EUR 3,791 thousand) and are solely of a current nature. They mainly concern the working capital facilities for SFC NL.

## NET FINANCIAL LIABILITIES

in EUR thousand

	30 Sep. 2024	31 Dec. 2023	Change
Liabilities to banks	3,913	3,791	122
of which SFC AG	0	0	0
of which SFC NL	3,913	3,791	122
of which SFC CA	0	0	0
<b>Less</b>			
Freely available cash and cash equivalents <sup>a</sup>	65,413	59,847	5,565
<b>Total</b>	<b>61,499</b>	<b>56,056</b>	<b>5,443</b>

a) Cash and cash equivalents less restricted cash and cash equivalents

The composition and development of net financial liabilities are as follows:

Overall, the share of liabilities in total capital amounted to 27.7% (December 31, 2023: 27.4%).

The Group’s equity increased in the reporting period to EUR 138,085 thousand (December 31, 2023: EUR 128,133 thousand). The equity ratio remained almost constant at 72.3% (December 31, 2023: 72.6%). Please refer to the Consolidated Statement of Changes in Equity in the supplementary financial information for information on the development in equity.

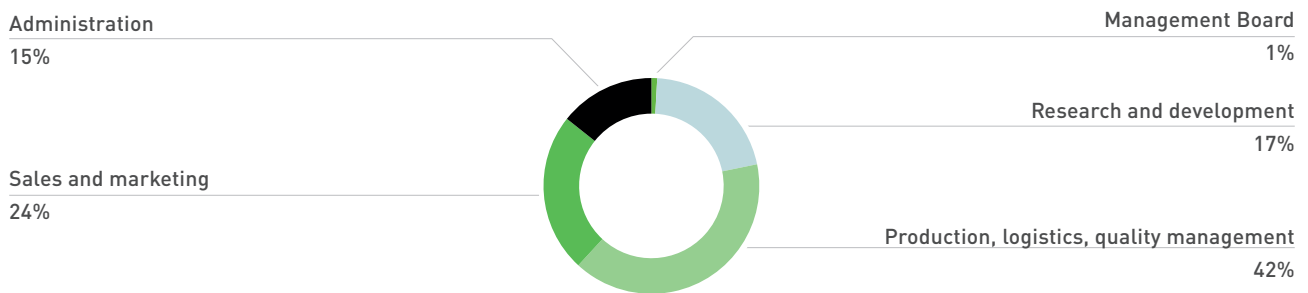
### Employees

The number of permanent employees as at September 30, 2024 is as follows:

#### EMPLOYEES

	30 Sep. 2024	31 Dec. 2023	Change
Management Board	3	3	0
Research and development	77	77	0
Production, logistics, quality management	194	156	38
Sales and marketing	104	103	1
Administration	73	64	9
<b>Permanent employees</b>	<b>451</b>	<b>403</b>	<b>48</b>

#### EMPLOYEES BY FUNCTION



As at September 30, 2024, the Group employed 451 permanent employees worldwide (December 31, 2023: 403).



## FORECAST

The Group forecast for the 2024 financial year was published on 12 February 2024. In view of the continued sales growth and strong profitability, which was also confirmed in the third quarter of 2024, this quarterly statement now includes a reaffirmation and specifies the forecast within the existing ranges, along with a moderate upward adjustment to the upper end of the adjusted EBIT forecast range.

The sustained strong demand for SFC's products and solutions has also had a positive impact on SFC's growth and financial performance in the current financial year. As expected, both sales and earnings increased significantly in the third quarter compared to the same quarter last year. The Management Board expects the demand for SFC's energy solutions to be sustained and to continue to grow steadily.

Based on the current and expected business development in the fourth quarter, a continued disciplined pricing strategy, and the ongoing implementation of efficient cost structures, the Management Board expects SFC's profitability to improve significantly in the current year compared to 2023. However, the ongoing regional expansion may initially incur expenses that could impact the development of the operating result in the fourth quarter.

In addition to a possible decline in sales volumes, which would at the same time lead to a lower dilution of production overheads, a significantly stronger Euro compared to the average for the current financial year and, at this point in time, unexpected impairments of current assets in the fourth quarter would also have a negative impact on the operating result.

SFC's overall risk and opportunity situation has not changed materially from the description in the 2023 management report. From today's perspective, there are no discernible risks that could jeopardize the company's continued existence.

### Sales

In view of the course of business in the first nine months of 2024 and the expected deliveries and current order backlog for the fourth quarter of 2024, we are specifying the forecast for SFC Energy AG's sales growth in 2024 at 20.0% to 22.6%. We now expect sales revenues in a range of around EUR 142,000 thousand to EUR 145,000 thousand (previously: EUR 141,700 thousand to EUR 153,500 thousand).

### Adjusted EBITDA

Adjusted EBITDA is one of our key financial indicators for managing the operating business. Taking into account the positive sales development, the results achieved in the first nine months of the year and the developments described above, we are specifying our adjusted EBITDA forecast at the upper end of the previous forecast and narrowing the range to approximately EUR 20,000 thousand to EUR 21,500 thousand (previously: EUR 17,500 thousand to EUR 22,400 thousand).

## Adjusted EBIT

In line with the results achieved in the first nine months of the financial year and the expectations described above, we are also specifying the forecast for adjusted EBIT, moderately raising the upper end and narrowing the range to around EUR 13,800 thousand to EUR 15,100 thousand and thus the upper end of the previous forecast (previously: EUR 9,800 thousand to EUR 14,700 thousand).

# SUPPLEMENTARY FINANCIAL INFORMATION

## Consolidated Statement of Income

FROM JANUARY 1 TO SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	2024 1 Jan. – 30 Sep.	2023 1 Jan. – 30 Sep. (Retroactively adjusted*)
Sales revenue	105,189,910	88,029,703
Cost of goods sold and services rendered to generate revenue	-61,245,005	-54,708,332
<b>Gross profit</b>	<b>43,944,905</b>	<b>33,321,371</b>
Selling expenses**	-12,597,885	-11,841,855
Research and development expenses	-4,859,330	-4,143,555
General administrative expenses	-14,624,624	-11,335,179
Other operating income	1,236,980	1,699,547
Other operating expenses	-1,540,723	-1,042,695
Impairment losses on financial assets**	-38,280	535,887
<b>Operating result (EBIT)</b>	<b>11,521,043</b>	<b>7,193,521</b>
Interest and similar income	1,087,047	540,630
Interest and similar expenses	-650,936	-519,290
<b>Earnings before taxes</b>	<b>11,957,154</b>	<b>7,214,861</b>
Taxes on income and earnings	-3,222,424	-719,689
<b>Consolidated profit for the period</b>	<b>8,734,730</b>	<b>6,495,172</b>
attributable to the owner of SFC Energy AG	8,757,454	6,501,170
attributable to non-controlling interests	-22,724	-5,999
<b>Earnings per share</b>		
basic	0.48	0.37
diluted	0.46	0.36

\* See notes to the annual report 2023: Error corrections via retrospective amendment as a result of an error

\*\* Change in presentation: Separate disclosure of impairment losses on financial assets

## Consolidated Statement of Comprehensive Income

FROM JANUARY 1 TO SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	2024 1 Jan. – 30 Sep.	2023 1 Jan. – 30 Sep. (Retroactively adjusted*)
<b>Consolidated net income for the period</b>	<b>8,734,730</b>	<b>6,495,171</b>
Differences from the translation of foreign subsidiaries	-446,903	161,071
<b>Changes in value recognised directly in equity (Total other comprehensive income)</b>	<b>-446,903</b>	<b>161,071</b>
attributable to the owner of SFC Energy AG	8,313,448	6,664,247
attributable to non-controlling interests	-25,621	-8,005
<b>Total comprehensive income for the period</b>	<b>8,287,827</b>	<b>6,656,242</b>

\* See notes to the annual report 2023: Error corrections via retrospective amendment as a result of an error

There are no deferred tax effects on the changes in value recognised directly in equity.

## Consolidated Statement of Financial Position

ASSETS AS AT SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	30 Sep. 2024	31 Dec. 2023
<b>Current assets</b>	<b>132,353,445</b>	<b>121,258,735</b>
Inventories	27,625,238	25,043,347
Trade receivables	29,982,629	28,645,153
Assets from contracts with customers	1,303,315	2,013,114
Income tax receivables	36,588	0
Other assets and receivables	7,707,487	5,424,007
Cash and cash equivalents	65,412,568	59,847,494
Restricted cash and cash equivalents	285,620	285,620
<b>Non-current assets</b>	<b>58,742,432</b>	<b>55,140,522</b>
Intangible assets	20,242,622	19,819,787
Property, plant and equipment	22,432,815	16,943,596
Other assets and receivables	48,954	960,644
Deferred tax assets	16,018,041	17,416,495
<b>Assets</b>	<b>191,095,877</b>	<b>176,399,257</b>

## Consolidated Statement of Financial Position

EQUITY AND LIABILITIES AS AT SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	30 Sep. 2024	31. Dec. 2023
<b>Current liabilities</b>	<b>37,230,231</b>	<b>33,578,134</b>
Tax provisions	1,526,644	1,331,652
Other provisions	3,023,950	2,108,107
Liabilities to banks	3,913,180	3,791,132
Liabilities from advance payments	26,655	178,982
Trade payables	15,328,015	12,890,047
Leasing liabilities	2,459,475	2,200,030
Liabilities from contracts with customers	238,798	1,470,035
Other liabilities and deferred income	10,713,514	9,608,149
<b>Non-current liabilities</b>	<b>15,780,617</b>	<b>14,687,907</b>
Other provisions	2,542,915	2,188,891
Leasing liabilities	11,789,212	10,363,153
Other liabilities	1,299,629	2,015,720
Deferred tax liabilities	148,861	120,143
<b>Equity</b>	<b>138,085,029</b>	<b>128,133,216</b>
<b>Non-controlling interests</b>	<b>-54,630</b>	<b>-29,009</b>
<b>Equity attributable to the owners of SFC Energy AG</b>	<b>138,139,659</b>	<b>128,162,225</b>
Subscribed capital	17,363,691	17,363,691
Contributions made to implement the conditional capital increase	18,000	0
Share premium	174,813,223	173,167,237
Other changes in equity not recognised through profit and loss	-1,503,437	-1,059,431
Profit/loss carried forward	-61,309,272	-82,393,765
Consolidated unappropriated surplus	8,757,454	21,084,493
<b>Equity and liabilities</b>	<b>191,095,877</b>	<b>176,399,257</b>

## Consolidated Statement of Cash Flows

FROM JANUARY 1 TO SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	2024 1 Jan. – 30 Sep.	2023 1 Jan. – 30 Sep.
<b>Cash flow from operating activities</b>		
<b>Earnings before taxes</b>	<b>11,957,154</b>	<b>7,214,861</b>
+ Interest result	-436,111	-21,340
+ Amortization of intangible assets and depreciation of property, plant and equipment	4,526,117	4,370,791
+/- Expenses/income from LTI programmes	1,732,277	-70,278
+ Change in valuation allowances	125,598	702,610
+/- Losses/gains from the disposal of non-current assets	11,443	-1,589
+/- Other non-cash expenses and income	121,135	-30,595
<b>Operating cash flow before changes in working capital</b>	<b>18,037,613</b>	<b>12,164,459</b>
+/- Increase / decrease in provisions	1,245,366	436,342
-/+ Increase / decrease in trade receivables	-1,478,912	-10,767,460
-/+ Increase / decrease in inventories	-2,977,489	-2,378,991
-/+ Increase / decrease in other receivables and assets	-872,708	-3,553,378
+/- Increase / decrease in trade payables	2,600,743	3,080,026
+/- Increase/decrease in other liabilities	-964,709	422,123
<b>Cash flow from operating activities before income taxes</b>	<b>15,589,904</b>	<b>-596,879</b>
+/- Income tax refunds/payments	-1,485,699	-1,047,244
<b>Cash flow from operating activities</b>	<b>14,104,205</b>	<b>-1,644,124</b>

## Consolidated Statement of Cash Flows

FROM JANUARY 1 TO SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	2024 1 Jan. – 30 Sep.	2023* 1 Jan. – 30 Sep.
<b>Cash flow from investing activities</b>		
+/-	Investments in intangible assets from development projects	-2,222,814
+/-	Investments in other intangible assets	-60,028
+/-	Investments in property, plant and equipment and right-of-use assets	-5,169,573
+/-	Interest and similar income received	1,085,493
+/-	Proceeds from the purchase of restricted bank balances	0
+/-	Sale of fixed assets	0
	<b>Cash flow from investing activities</b>	<b>-6,366,922</b>
<b>Cash flow from financing activities</b>		
+/-	Cash inflow from the contributions made to realise the resolved capital increase (less transaction costs)	18,000
+/-	Repayment of lease liabilities	-1,583,028
+/-	Interest paid and similar expenses	-624,758
	<b>Cash flow from financing activities</b>	<b>-2,189,786</b>
	<b>Cash-effective change in cash and cash equivalents</b>	<b>5,547,497</b>
+/-	Exchange rate-related and other changes in cash and cash equivalents	-104,471
	Cash and cash equivalents at the beginning of the reporting period	56,056,362
	Cash and cash equivalents at the end of the reporting period	61,499,388
	<b>Net change in cash and cash equivalents</b>	<b>5,547,497</b>

\* Presentation adjusted: cash and cash equivalents incl. current account liabilities



## Consolidated Statement of Changes in Equity

FROM JANUARY 1 TO SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	Subscribed capital	Contributions made to implement the conditional capital increase	Capital reserve	Other changes in equity recognised directly in equity <sup>y</sup>	Consolidated net profit / loss	The Owners of SFC AG attributable equity <sup>l</sup>	Not concerning shares	Group equity
Balance 01/01/2023	17,363,691	0	169,215,296	-748,104	-82,393,765	103,437,118	0	103,437,118
Non-controlling interests from the formation of a subsidiary							3,669	
Consolidated comprehensive result for the period								
Consolidated net result for the period					21,084,493	21,084,493	-22,263	21,062,230
Income and expenses recognised directly in equity from foreign currency translation				-311,327		-311,327	-10,415	-321,742
Equity-settled share-based payment transactions			371,249			371,249		371,249
Tax effect from capital measures			3,580,692			3,580,692		3,580,692
Balance 12/31/2023	17,363,691	0	173,167,237	-1,059,431	-61,309,272	128,162,225	-29,009	128,133,216
Consolidated comprehensive result for the period								
Consolidated net result for the period					8,757,454	8,757,454	-22,724	8,734,730
Income and expenses recognised directly in equity from foreign currency translation				-444,006		-444,006	-2,897	-446,903
Equity-settled share-based payment transactions			1,645,986			1,645,986		1,645,986
Capital increase		18,000				18,000		18,000
Balance 09/30/2024	17,363,691	18,000	174,813,223	-1,503,437	-52,551,818	138,139,659	-54,630	138,085,029

## Group Segment Reporting

FROM JANUARY 1 TO SEPTEMBER 30, 2024 (UNAUDITED)

in EUR

	Clean Energy		Clean Power Management		Group	
	2024	2023	2024	2023	2024	2023*
<b>Sales revenue</b>	<b>73,385,295</b>	<b>58,877,058</b>	<b>31,804,615</b>	<b>29,152,645</b>	<b>105,189,910</b>	<b>88,029,703</b>
Cost of goods sold and services rendered to generate sales revenue	-37,993,538	-32,910,304	-23,251,467	-21,798,028	-61,245,005	-54,708,332
<b>Gross profit</b>	<b>35,391,757</b>	<b>25,966,754</b>	<b>8,553,148</b>	<b>7,354,617</b>	<b>43,944,905</b>	<b>33,321,371</b>
		44.1%	26.9%	25.2%		
Selling expenses	-11,004,124	-10,153,141	-1,593,761	-1,688,714	-12,597,885	-11,841,855
Research and development expenses	-3,126,564	-2,711,101	-1,732,766	-1,432,454	-4,859,330	-4,143,555
General administrative expenses	-11,377,478	-8,379,396	-3,247,146	-2,955,783	-14,624,624	-11,335,179
Other operating income	1,195,439	1,651,114	41,541	48,433	1,236,980	1,699,547
Other operating expenses	-1,517,378	-1,000,686	-23,345	-42,009	-1,540,723	-1,042,695
Change in impairment on financial assets**	-51,058	459,533	12,779	76,354	-38,279	535,887
<b>Operating result (EBIT)</b>	<b>9,510,594</b>	<b>5,833,077</b>	<b>2,010,449</b>	<b>1,360,444</b>	<b>11,521,043</b>	<b>7,193,521</b>
Adjustments to EBIT	2,182,755	367,005	0	0	2,182,755	367,005
<b>Adjusted EBIT</b>	<b>11,693,349</b>	<b>6,200,082</b>	<b>2,010,449</b>	<b>1,360,444</b>	<b>13,703,798</b>	<b>7,560,526</b>
Amortization and Depreciation	-3,347,285	-3,433,956	-1,178,832	-936,835	-4,526,117	-4,370,791
<b>EBITDA</b>	<b>12,857,879</b>	<b>9,267,033</b>	<b>3,189,281</b>	<b>2,297,279</b>	<b>16,047,160</b>	<b>11,564,312</b>
Adjustments to EBITDA	2,182,755	367,005	0	0	2,182,755	367,005
<b>Adjusted EBITDA</b>	<b>15,040,634</b>	<b>9,634,038</b>	<b>3,189,281</b>	<b>2,297,279</b>	<b>18,229,915</b>	<b>11,931,317</b>
Financial result					436,111	21,340
<b>Earnings before taxes (EBT)</b>					<b>11,957,154</b>	<b>7,214,861</b>
Taxes on income and earnings					-3,222,424	-719,689
<b>Consolidated net income for the period</b>					<b>8,734,730</b>	<b>6,495,172</b>

\* See notes to the annual report 2023: Error corrections via retrospective amendment as a result of an error

\*\* Change in presentation: Separate disclosure of impairment losses on financial assets

## SUPPLEMENTARY REPORT

On October 1, 2024, SFC Energy AG, together with its Danish subsidiary SFC Energy Denmark ApS, signed an agreement to acquire selected assets of the stationary hydrogen fuel cell business in Scandinavia, including IP rights and (subject to customer approval) customer contracts, from Ballard Power Systems Europe A/S. The purchase price is in the low single-digit million euro range.

The purchase agreement is expected to be finalized in November 2024.

No events of particular significance expected to have a significant impact on the Group's net assets, financial position and results of operations had occurred by the time of preparation.

Brunnthal, November 19, 2024

The Executive Board



Dr. Peter Podesser  
Chief Executive Officer (CEO)



Daniel Saxena  
Management Board (CFO)



Hans Pol  
Management Board (COO)

## FINANCIAL CALENDAR 2024

NOVEMBER 19, 2024 ————— QUARTERLY RELEASE Q3 2024  
NOVEMBER 25 - NOVEMBER 27, 2024 ————— DEUTSCHES EIGENKAPITALFORUM, FRANKFURT (MAIN)

## SHARE INFORMATION

Bloomberg symbol	F3C
Reuters symbol	F3CG
GSIN	756857
ISIN	DE0007568578
Number of shares outstanding as of 30 Sep. 2024	17,363,691
Share characteristics	No-par value shares
Stock-market segment	Prime standard
Sector	Renewable energies
Index membership	SDAX
Home exchange	Frankfurt, FWB
Designated sponsor	mwb fairtrade Wertpapierhandelsbank AG

## INVESTOR-RELATIONS

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SFC Energy AG

Responsible: SFC Energy AG  
Editing: SFC Energy AG/  
CROSS ALLIANCE communication GmbH  
Concept and Design:  
CROSS ALLIANCE communication GmbH

This quarterly statement contains forward-looking statements and information - i.e. statements about events that lie in the future, not in the past. These forward-looking statements can be identified by formulations such as „expect“, „intend“, „plan“, „believe“, „aim“, „estimate“ or similar terms. Such forward-looking statements are based on our current expectations and certain assumptions. They therefore involve a number of risks and uncertainties. A variety of factors, many of which are beyond SFC Energy AG's control, affect SFC Energy AG's business activities, performance, business strategy and results. These factors could cause the actual results, performance or achievements of the Group to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. SFC Energy AG assumes no obligation to update forward-looking statements.