

**YOUR GLOBAL MOBILITY
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

ANALYST-CALL H1 2021

August 26th, 2021



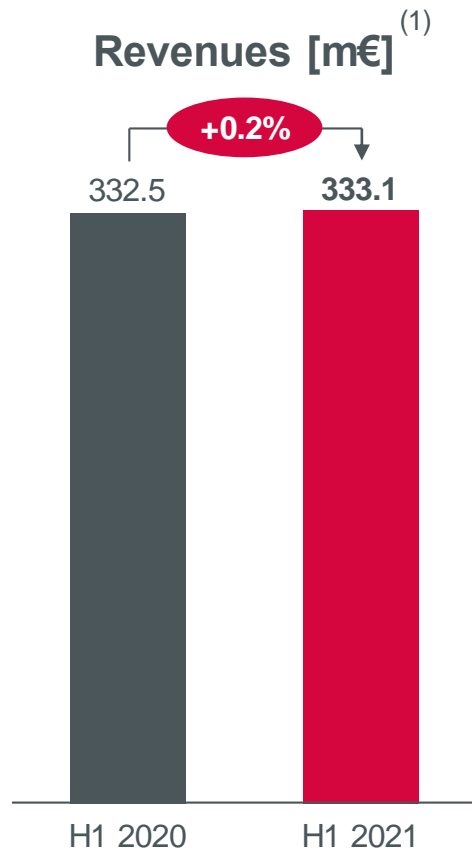
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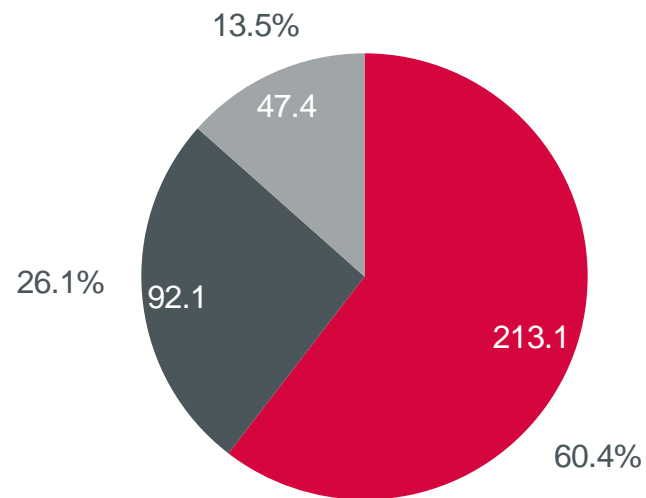
- Positive trend since Q3/2020 continues into a strong Q2
- International and domestic customers are placing higher order volumes
- Capacity utilization in some units already at high level
- Overall, visibility in the market increases significantly from 2020-levels
- Level of uncertainty still above normal (Covid pandemic / chip shortage) but impact is currently limited => market recovery is picking up speed

- Revenues at 333.1 m€ (+0.2%)
 - Q2 up by 26.6%
 - All segments with double digit growth in Q2
- Adjusted EBIT at 10.7 m€; margin at 3.2%
 - All segments profitable in Q2
 - Margin at 5.2% in Q2
- Order intake at 390.2 m€
 - Order book significantly above H1 2020-level
- International business up to 44.4% of revenues





Revenues by Segment [m€] ⁽²⁾



change to H1 2020

- Vehicle Engineering + 1.9%
- Electrics / Electronics + 7.0%
- Production Solutions - 5.2%

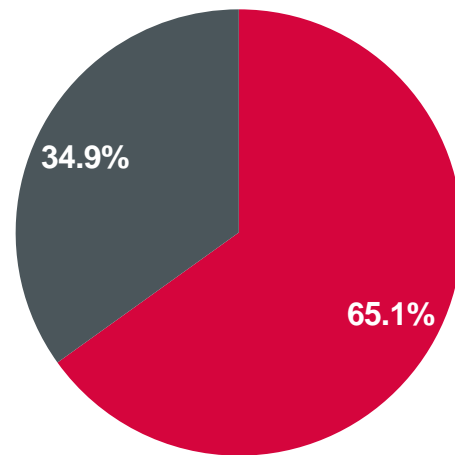
Notes:

1. Revenue defined as sales revenue plus change in inventories
2. Figures include sales revenue with other segments

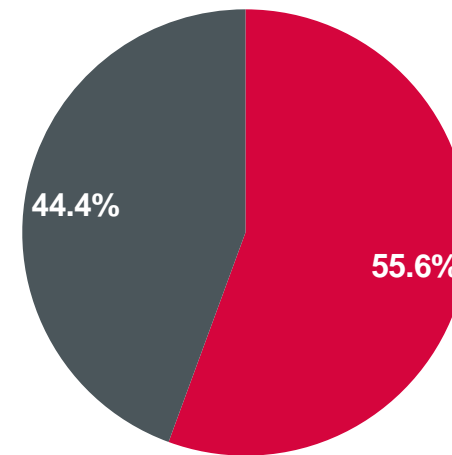
REVENUES BY REGION⁽¹⁾



H1 2020



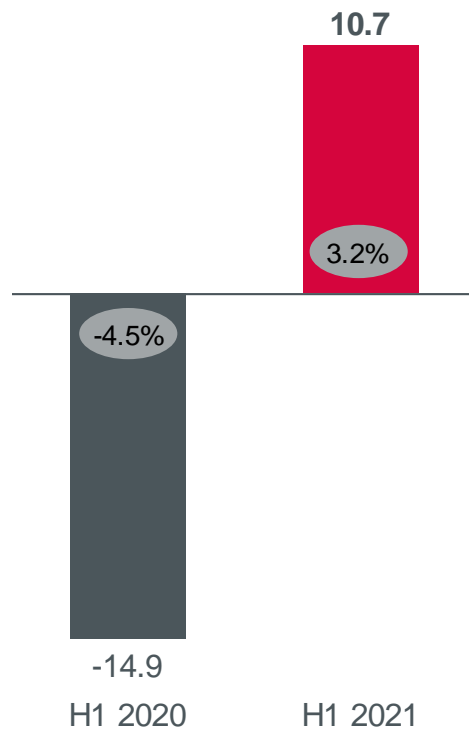
H1 2021



Notes:

1. Revenue defined as sales revenue plus change in inventories

Adjusted EBIT [m€] ⁽¹⁾



Adjusted EBIT by Segment [m€]

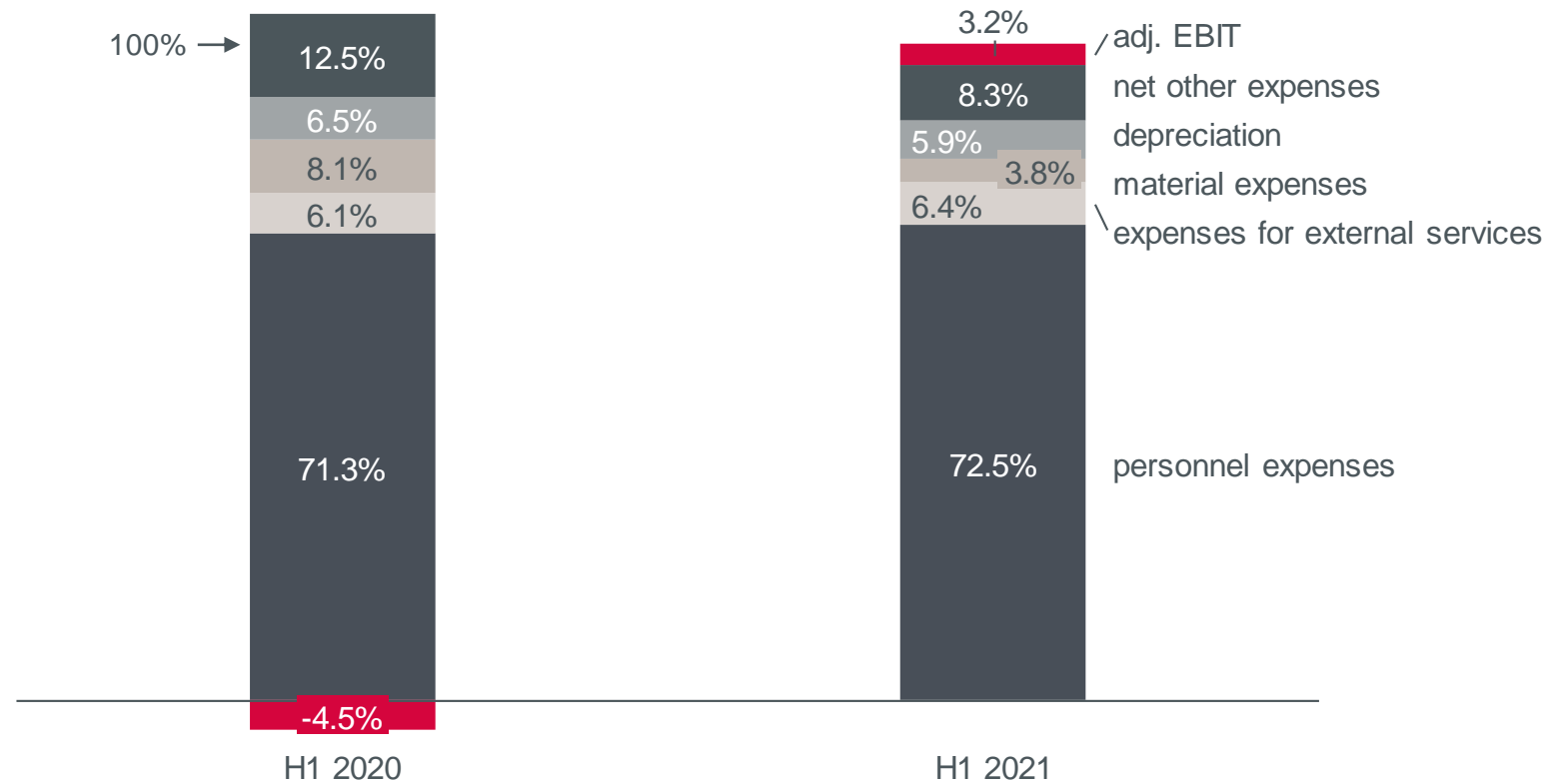
	H1 2020	margin	H1 2021	margin
Vehicle Engineering	-11.9	-5.7%	9.5	4.5%
Electrics / Electronics	1.8	2.1%	4.6	5.0%
Production Solutions	-4.8	-9.7%	-3.5	-7.3%

Notes:

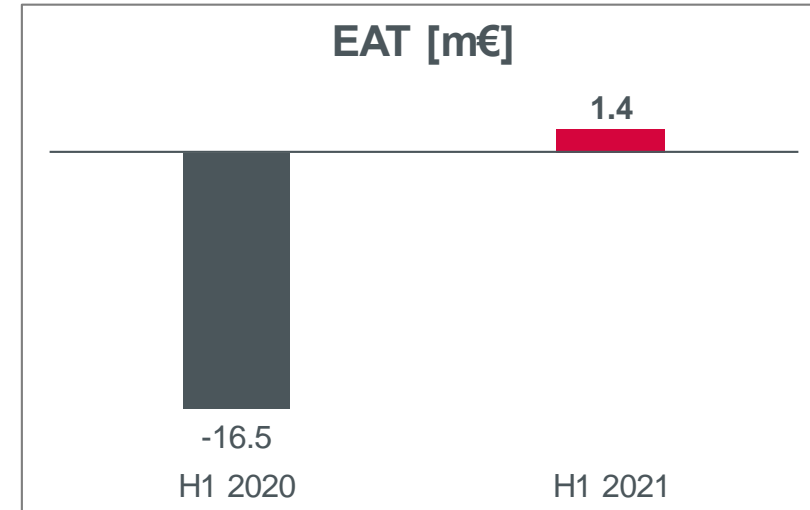
1. Adj. f for one-offs (purchase price allocation, restructuring, a. o.)

x.x% adjusted EBIT-Margin

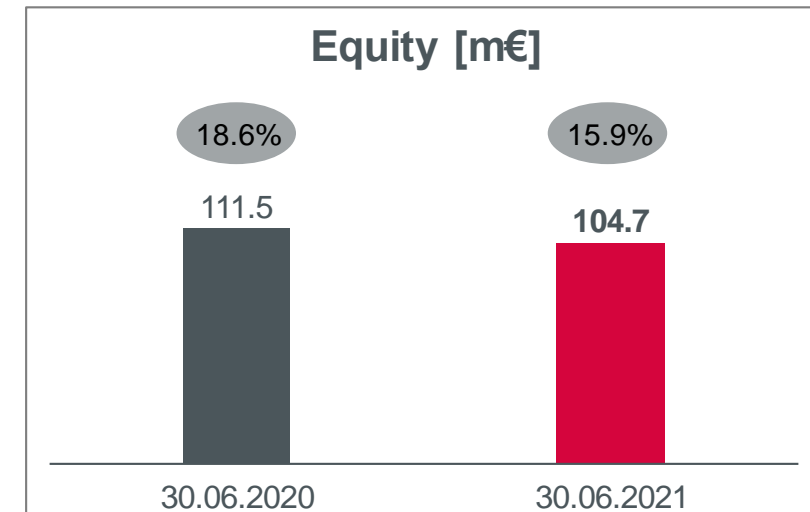
Total cost structure breakdown (as % of revenues)



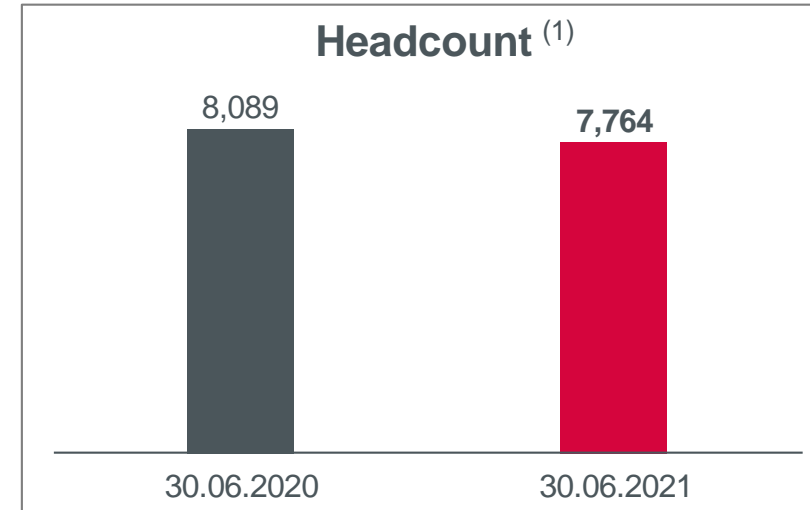
- EAT positive in Q2 and H1



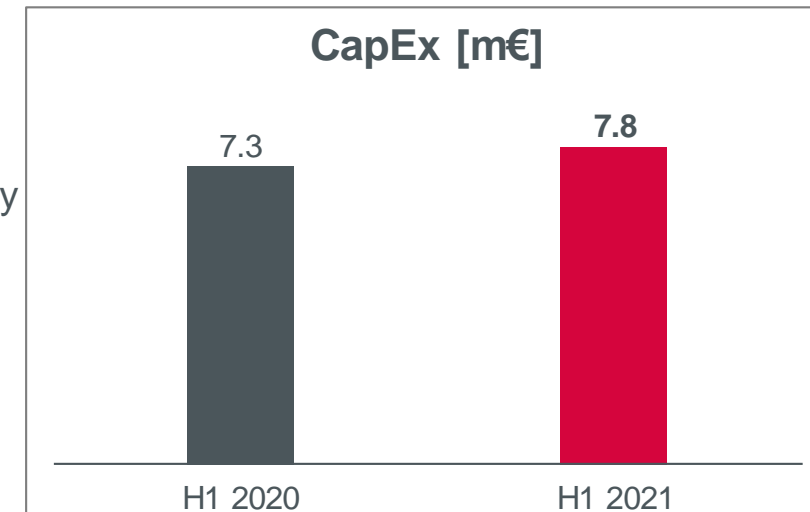
- Equity decreased due to net loss in 2020
- Equity from end of 2020 up by 2.9 m€



- Headcount down by 325 employees (yoy)
 - Down by 107 employees (qoq)
 - No further decrease in 2021 expected
 - Increase in some areas likely – in accordance with market recovery



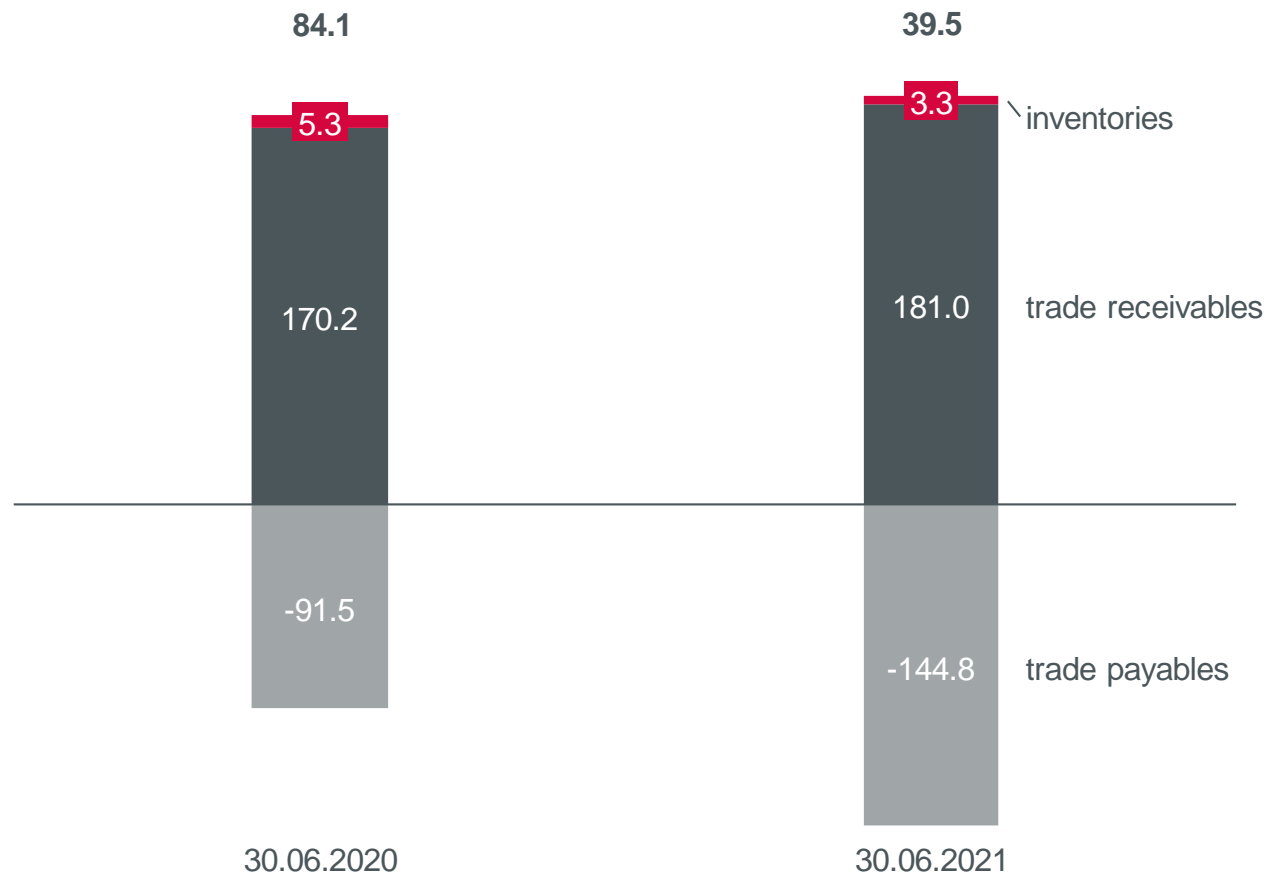
- CapEx slightly up to 7.8 m€
- CapEx levels at about 2.3% of revenues
- Further slight increase over coming months expected – in accordance with market recovery



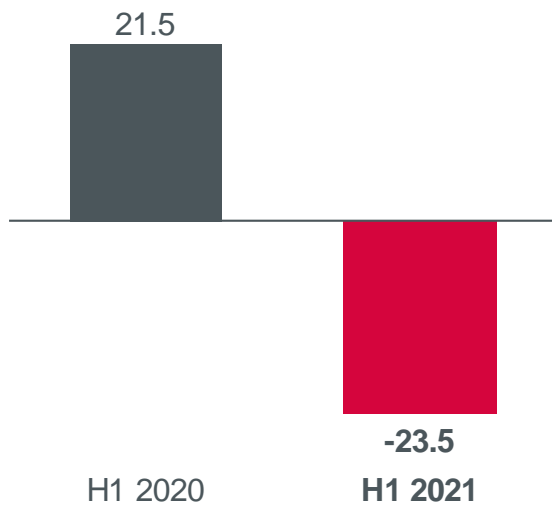
Notes

1. Including Trainees and work-study students

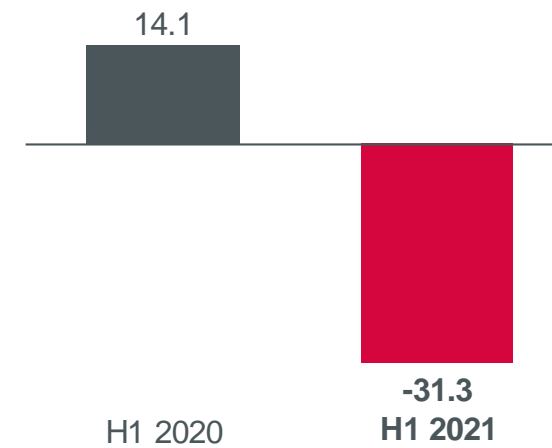
Trade Working Capital [m€]



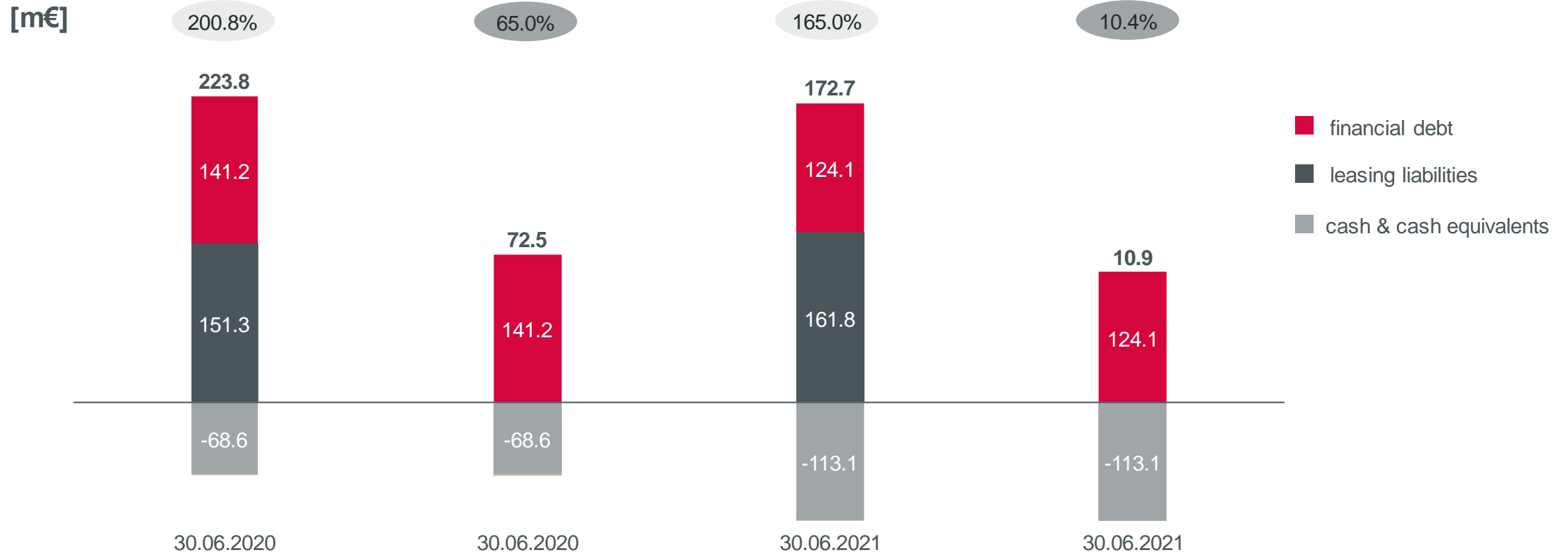
Operating CF [m€]



Free CF [m€]



NET FINANCIAL DEBT W/. AND W/O. LEASING



- The current dynamically changing situation and the resulting extraordinary uncertainties pose considerable challenges for companies across all industries when it comes to forecasting economic development and deriving a reliable and resilient quantitative forecast.
- Based on the expected continuation of the global economic recovery, sales are expected to increase in a range of round 3 to 5 percent for the full year 2021.
- As a result of the cost-saving measures implemented, we continue to expect a notable improvement in adjusted EBIT in positive territory. Based on current estimates, the Group's adjusted EBIT margin is expected to be in the range of round 3 to 4 percent.
- This assessment remains largely dependent on further pandemic developments. As a globally operating company, the EDAG Group is closely monitoring further developments and is prepared to take all necessary countermeasures in close contact with its customers.

QUESTIONS / ANSWERS



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Financial Calendar

Date	
24 Mar 21	- Publication Annual Report 2020 - Analyst Call FY 2020
24 Mar 21	- Annual press briefing
06 May 21	Publication interim report 1Q21
23 Jun 21	General Shareholders' Meeting
26 Aug 21	- Publication interim report 1H21 - Analyst Call 1H21
11 Nov 21	Publication interim report 3Q21