

**YOUR GLOBAL MOBILITY
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

ANALYST-CALL 9M 2021



November 11th, 2021

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- Continued global economic recovery with rising volatility, as inflation increases and supply-chains are partially disturbed
- Automotive markets heavily impacted by supply-chain restraints
- Current ESP-market environment:
 - Utilization in Q3 at a high level
 - Number of RFQs is still high, whilst on the other hand supply restraints at OEM lead to decreasing dynamics in order placements at ESPs
 - Elevated price pressure still present

KEY HIGHLIGHTS Q1-Q3 2021



- Revenues at 506.2 m€ (+4.8%)
 - Q3 up by 15.1%
 - All segments growing dynamically in Q3
- Adjusted EBIT at 23.8 m€; margin at 4.7%
 - All segments profitable in Q2 and Q3
 - Margin at 7.6% in Q3
- Strong growth in Software & Digitalisation
- Opening of new Engineering-Hub in Munich and new E/E Test Centre in Shanghai

EDAG <https://digitalisation.edag.com/en>

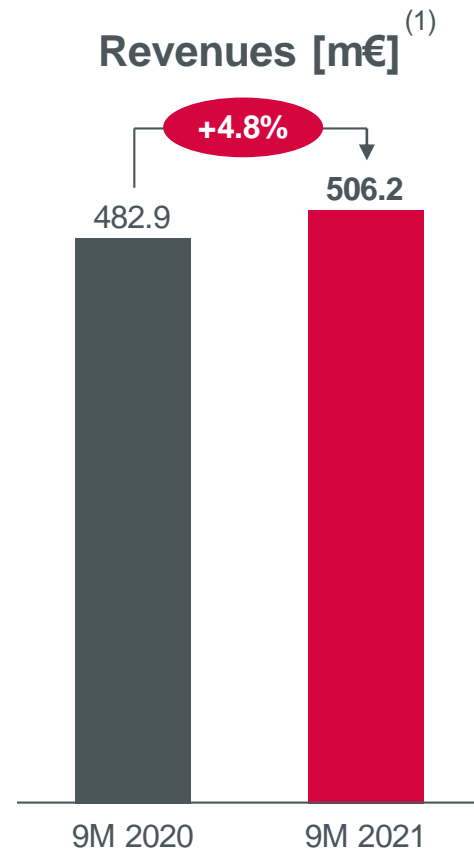
LIFT INTO A NEW ERA

Living the transformation: re-inventing mobility - re-inventing ourselves. To this end, EDAG is bundling all digital competencies from Vehicle to Production Engineering in the new "Software & Digitalisation" business segment. Experience elevator rides to agile, modular concepts for the future of mobility.

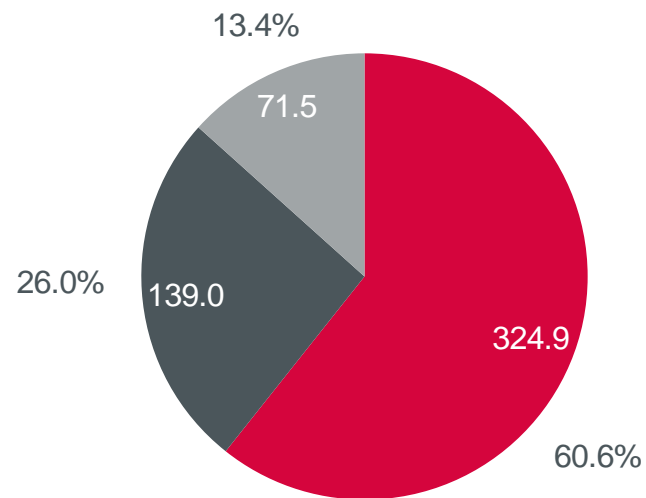
Just get in - and go

- MOBILE & APPLICATION DEVELOPMENT
- CLOUD DEVELOPMENT
- EMBEDDED SYSTEMS
- VR/AR/3D
- DIGITAL MANUFACTURING
- ARTIFICIAL INTELLIGENCE





Revenues by Segment [m€] ⁽²⁾



change to 9M 2020

- Vehicle Engineering + 6.8%
- Electrics / Electronics + 10.8%
- Production Solutions - 2.7%

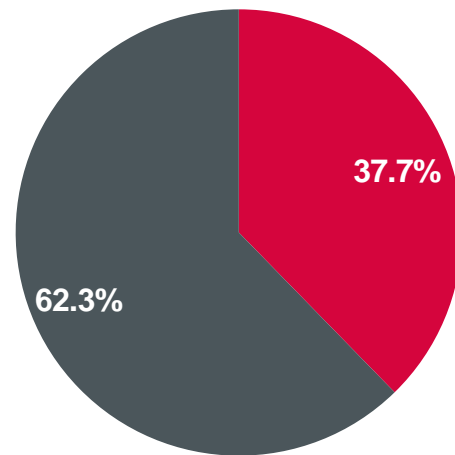
Notes:

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

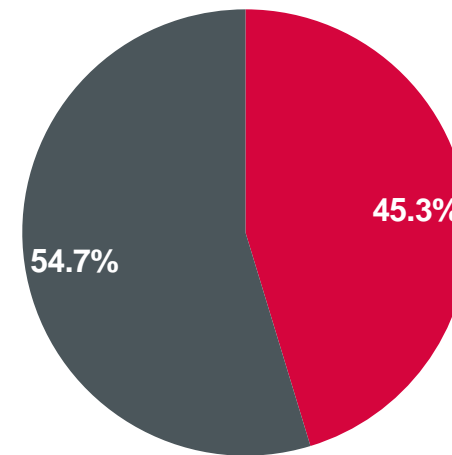
REVENUES BY REGION⁽¹⁾



9M 2020



9M 2021

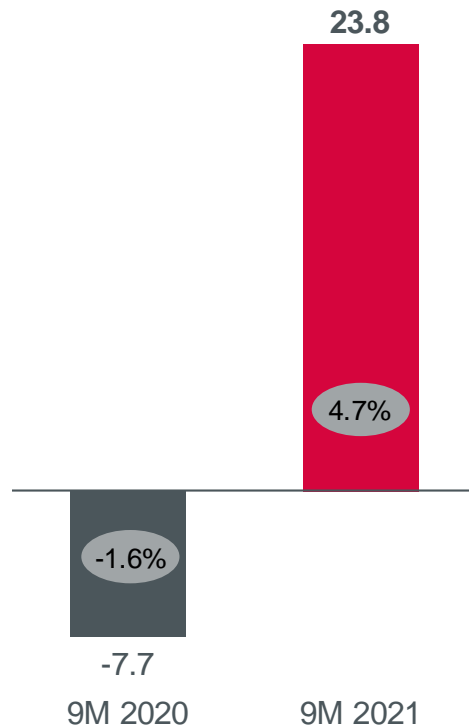


■ Germany
■ RoW

Notes:

1. Revenue defined as sales revenue plus change in inventories

Adjusted EBIT [m€] ⁽¹⁾



Adjusted EBIT by Segment [m€]

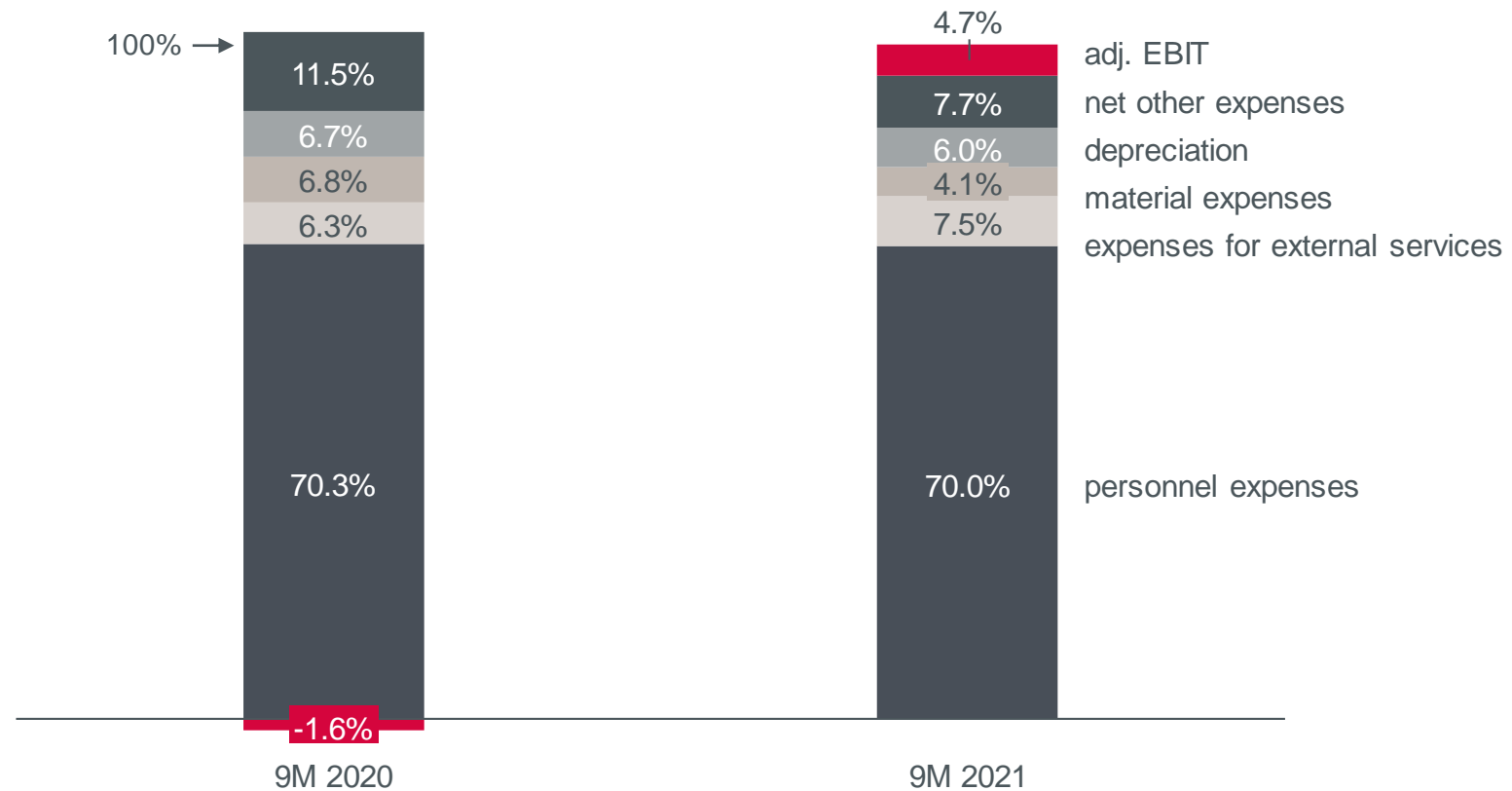
	9M 2020	margin	9M 2021	margin
Vehicle Engineering	-6.0	-2.0%	18.9	5.8%
Electrics / Electronics	3.8	3.0%	8.1	5.9%
Production Solutions	-5.5	-7.4%	-3.2	-4.5%

Notes:

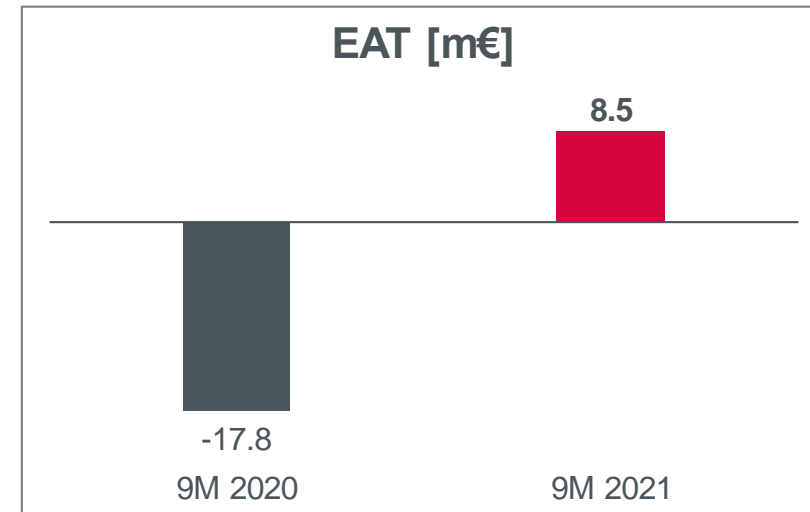
1. Adj. f for one-offs (purchase price allocation, consolidation effects, restructuring, a. o.)

x.x% adjusted EBIT-Margin

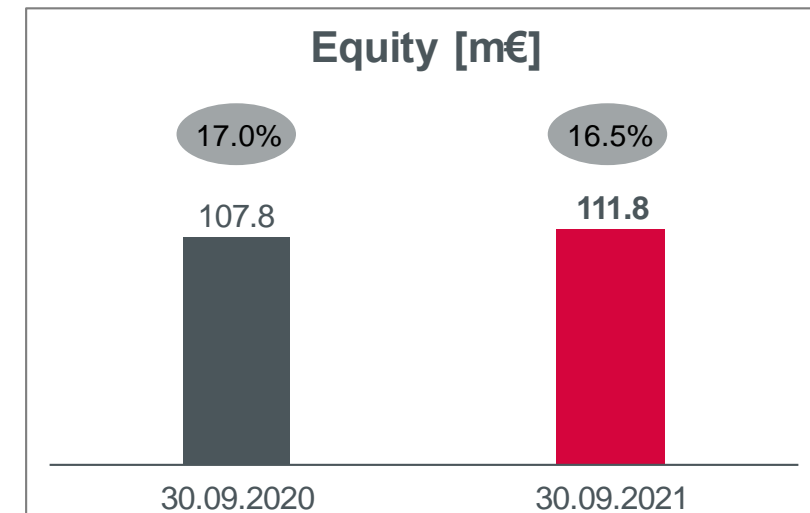
Total cost structure breakdown (as % of revenues)



- EAT positive in Q2 and Q3
- EPS at EUR 0.34 after 9 months

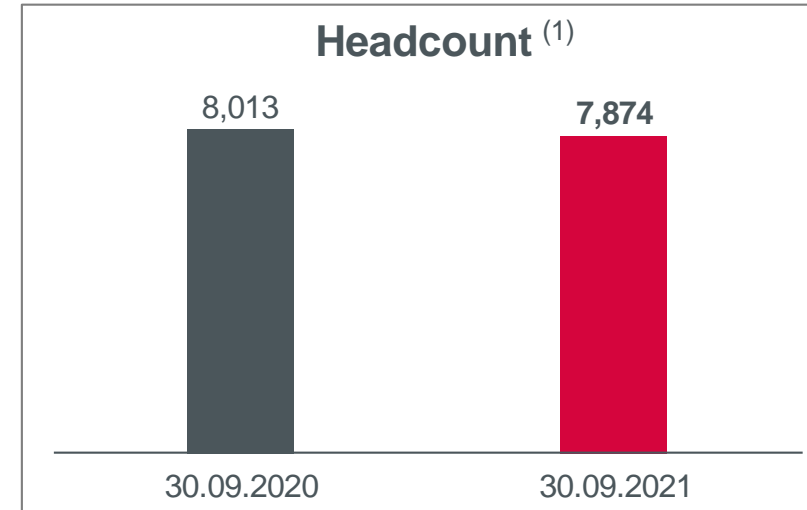


- Equity from end of 2020 up by 10.0 m€
- Equity-ratio decreased due to higher balance-sheet total

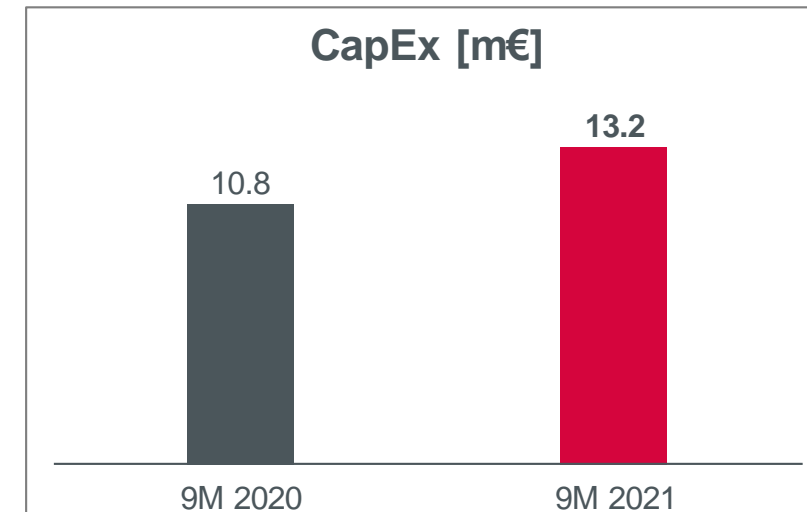


HEADCOUNT AND CAPEX

- Headcount down by 139 employees (yoy)
 - up by 110 employees (qoq)
 - Quarterly growth in E/E and VE



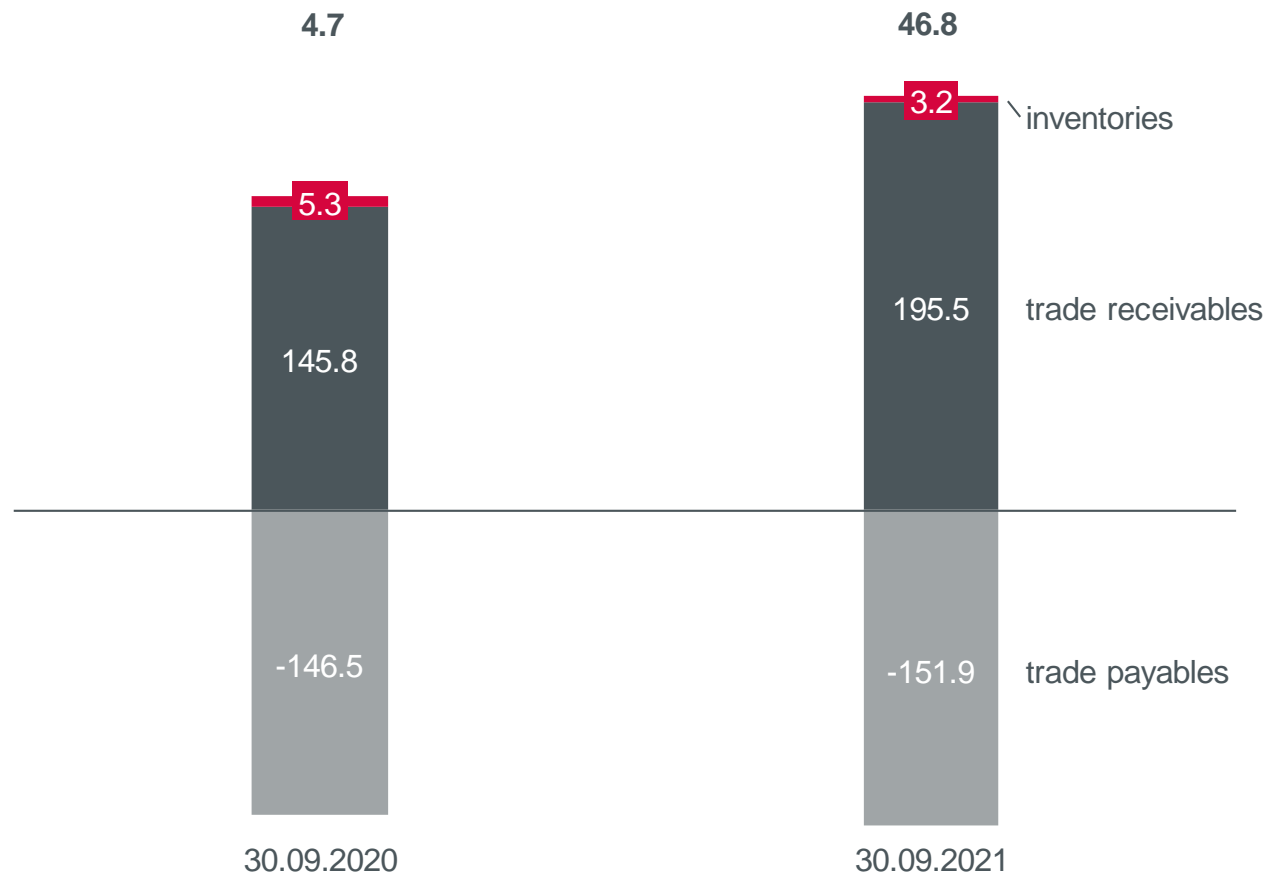
- CapEx up to 13.2 m€
- CapEx levels at about 2.6% of revenues
- Further increase over coming months expected



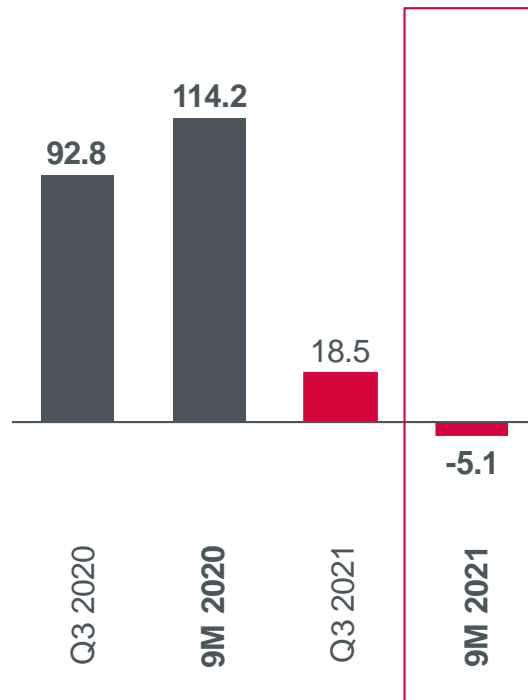
Notes

1. Including Trainees and work-study students

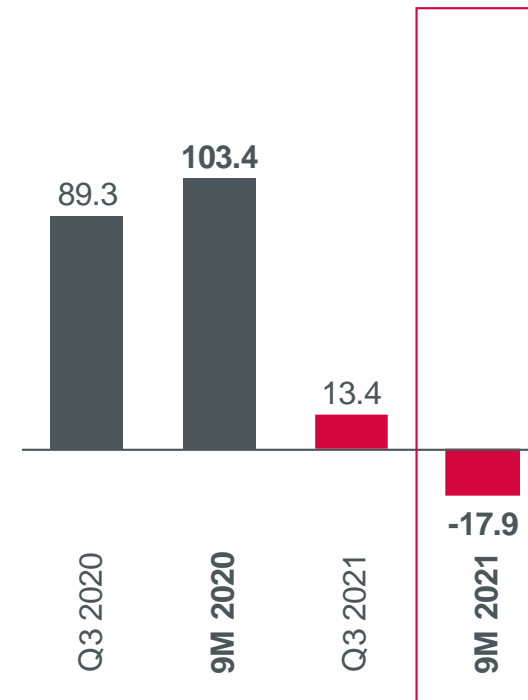
Trade Working Capital [m€]



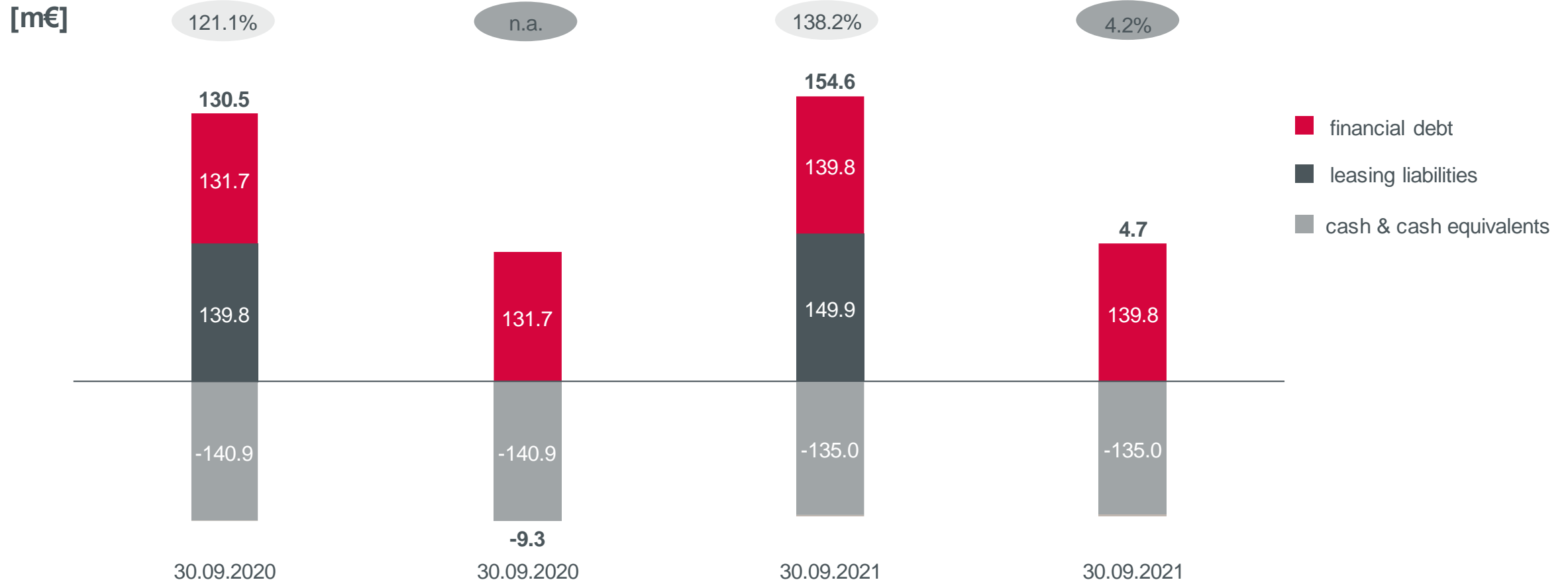
Operating CF [m€]



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 at the upper end of the range of round 3 to 4 percent.
- This assessment remains largely dependent on further developments in global supply chain disruptions as well as the Corona pandemic. 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	
31 Mar 22	- Publication Annual Report 2021 - Analyst Call FY 2021
31 Mar 22	- Annual press briefing
06 May 22	Publication interim report 1Q22
23 Jun 22	General Shareholders' Meeting
25 Aug 22	- Publication interim report 1H22 - Analyst Call 1H22
10 Nov 22	Publication interim report 3Q22