

YOUR GLOBAL **MOBILITY**  
ENGINEERING EXPERTS

EDAG ENGINEERING GROUP AG

# FINANCIAL YEAR 2020

March 24<sup>th</sup>, 2021



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1. Market Environment
2. Key Figures FY 2020
3. Outlook

# MARKET ENVIRONMENT





## World Economy

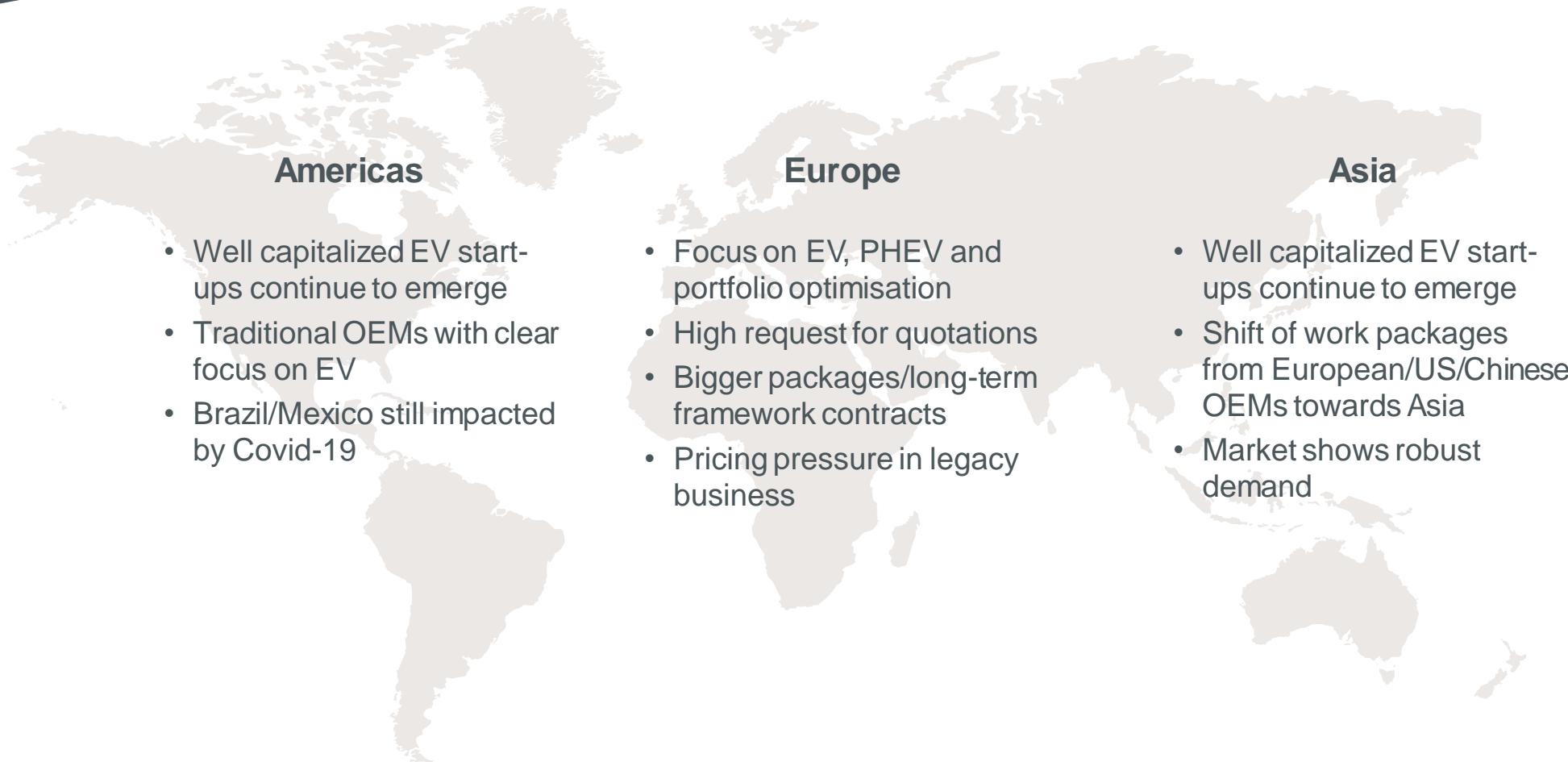
- Economic recovery after global recession in 2020 expected.
- World Economy to grow 5.5 percent in 2021 and 4.2 percent in 2022.<sup>1</sup>
- Continued uncertainty and volatility due to Covid-19.



## Automotive Industry

- Automotive sales expected to grow by 8.7 percent in 2021.<sup>2</sup>
- Recovery to 2019 sales-levels within 2-3 years possible.
- Global alliances, partnerships and mobility start-ups continue to emerge.
- With megatrends Software & Digitalization, Connectivity and UX, Tech companies try to influence the future of the automotive industry.

Source: 1. IMF, World Economic Outlook, January 2021  
2. Morgan Stanley Research, IHS



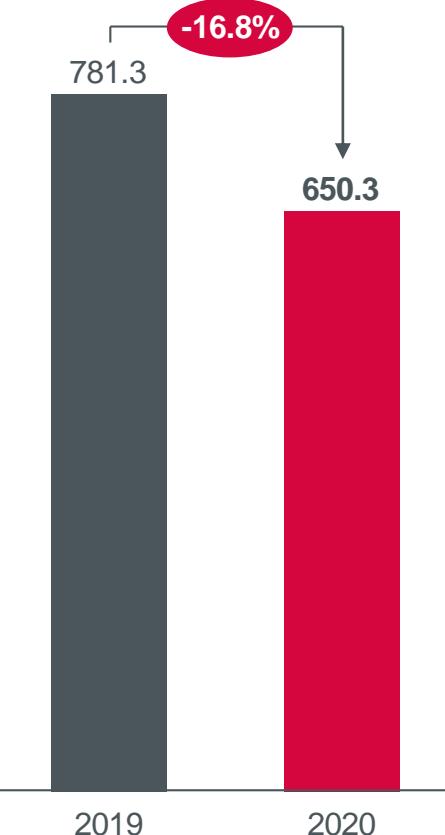
- Share of international revenues up to 39.2%
- Restructuring measures successfully implemented
- Pooling of software and digitalization competencies
- Order book at year-end above previous year's level
- Very strong cash position at year-end
- Positive development starting from Q3



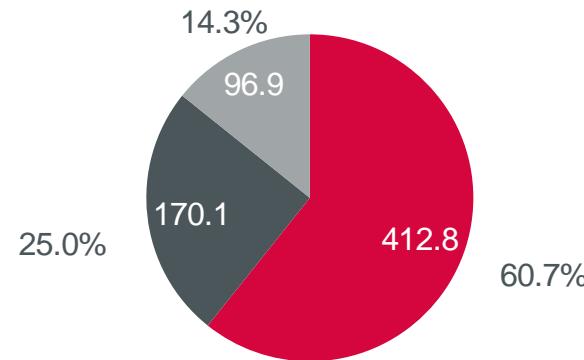
# KEY FIGURES FY 2020



## Revenues [m€]<sup>(1)</sup>



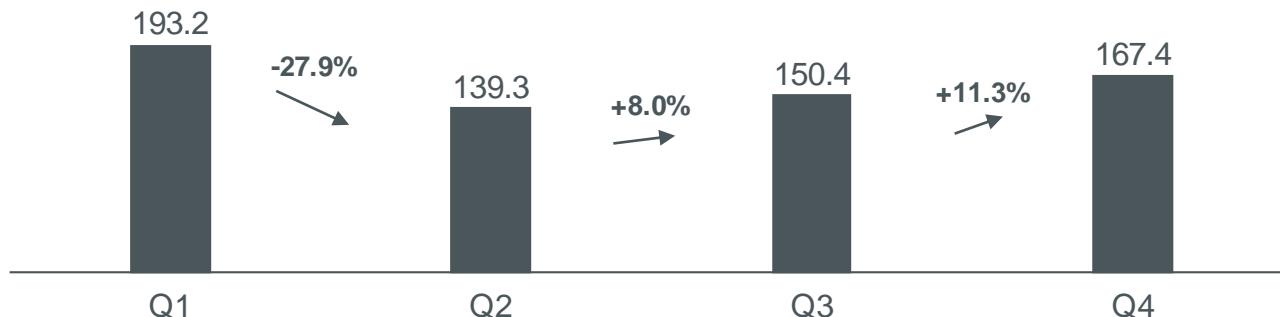
## Revenues by Segment [m€]<sup>(2)</sup>



## change to 2019

Vehicle Engineering	-17.8%
Electrics / Electronics	- 1.6%
Production Solutions	-15.4%

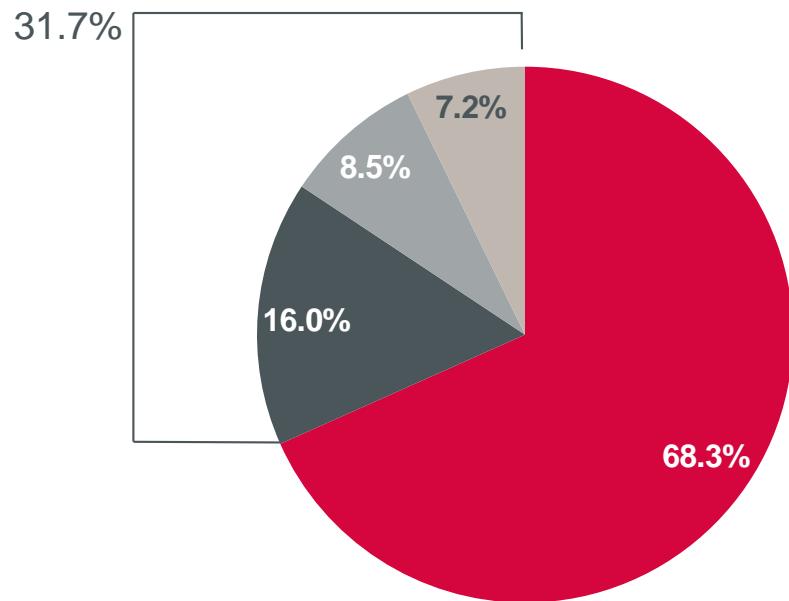
## Revenues by quarter [m€]



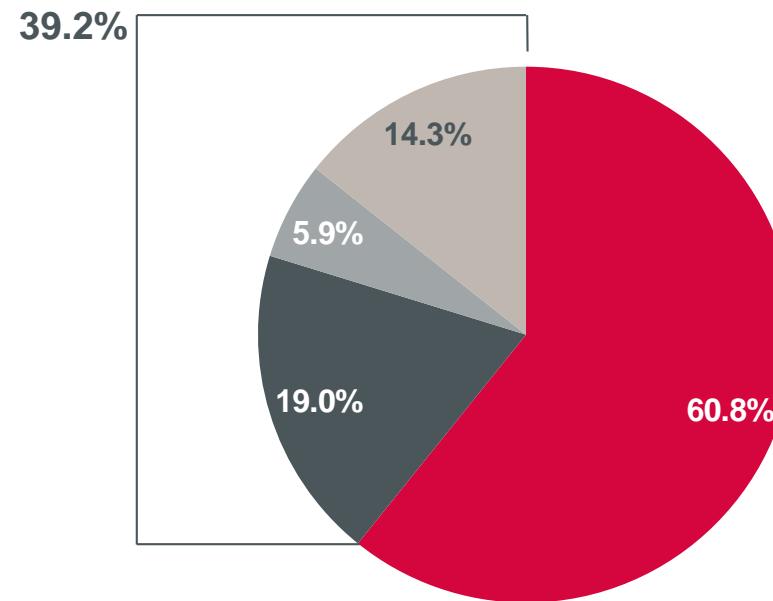
# REVENUES BY REGION<sup>(1)</sup>



2019



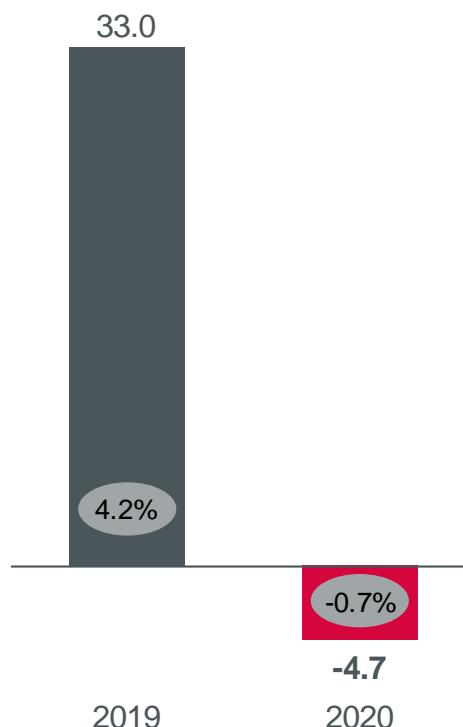
2020



■ Germany ■ Rest of Europe ■ Americas ■ Asia and Australia

**Notes:**

1. Revenue defined as sales revenue plus change in inventories

**Adjusted EBIT [m€]<sup>(1)</sup>**

**Adjusted EBIT by Segment [m€]**

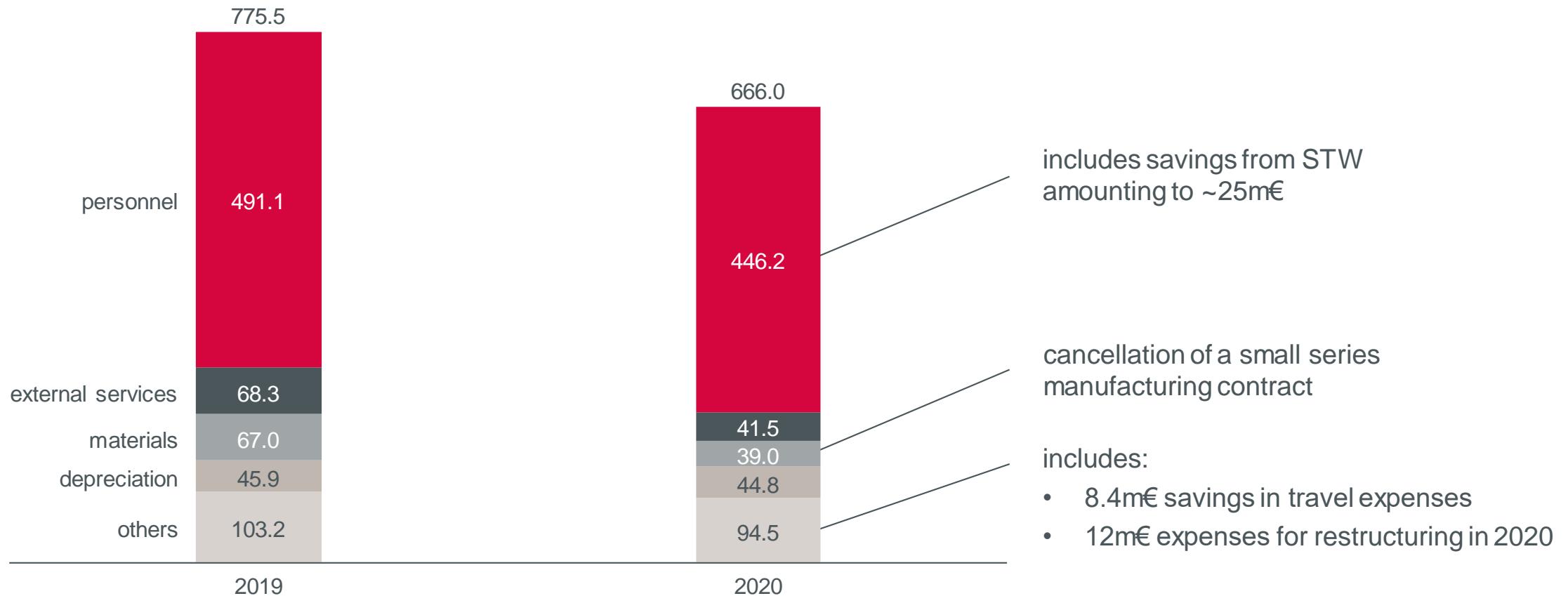
	2019	margin	2020	margin
Vehicle Engineering	30.7	6.1%	-1.5	-0.4%
Electrics / Electronics	13.1	7.6%	5.2	3.0%
Production Solutions	-10.8	-9.5%	-8.3	-8.5%

**Notes:**

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

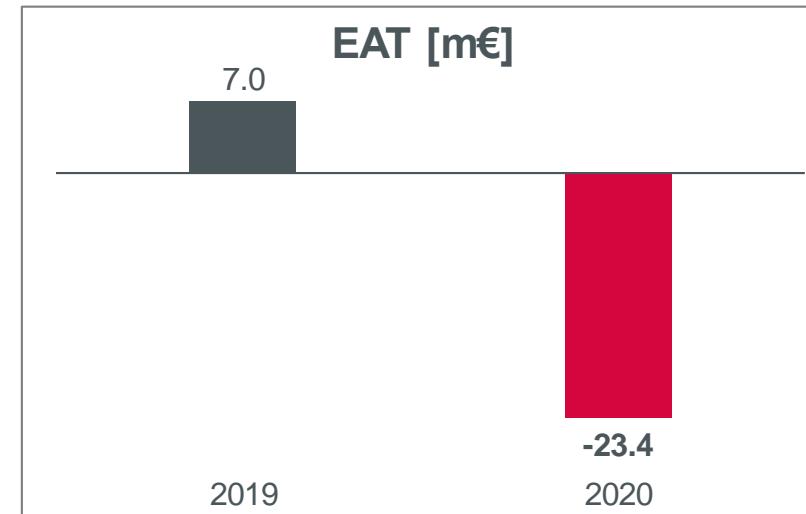
x.x% adjusted EBIT-Margin

# EXPENSES

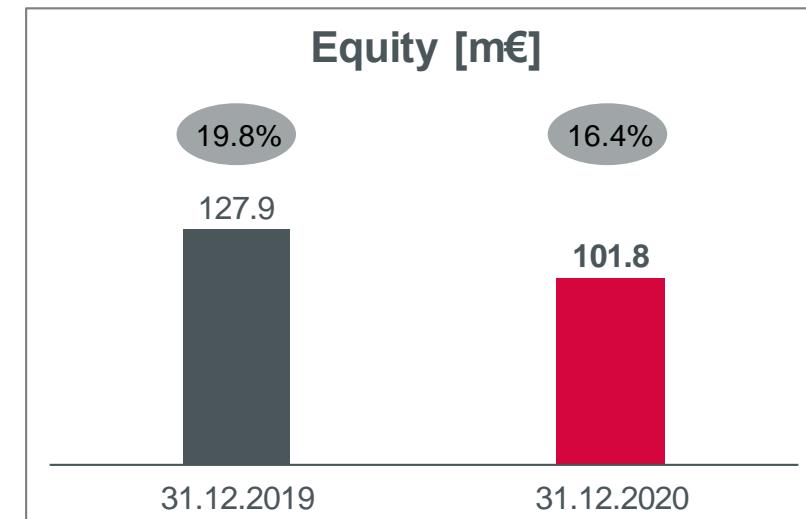


# EAT AND EQUITY

- EAT down to -23.4 m€
  - EPS at -0.94 €

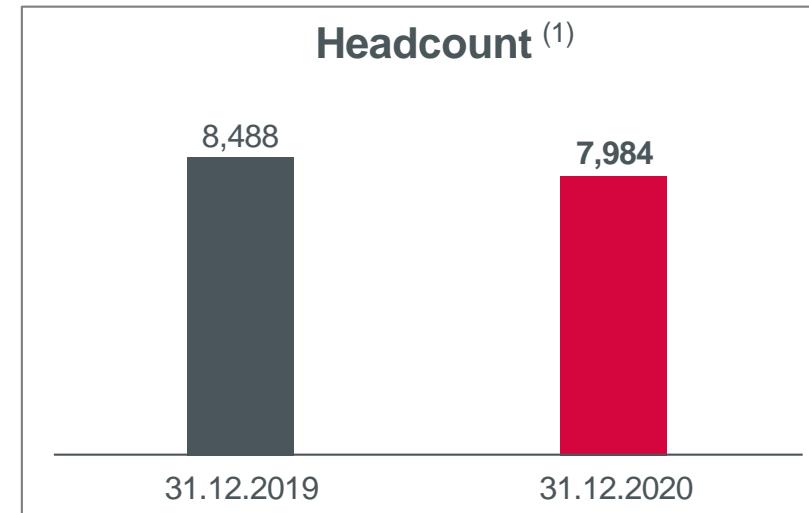


- Equity impacted by net loss
- Equity ratio at 16.4%

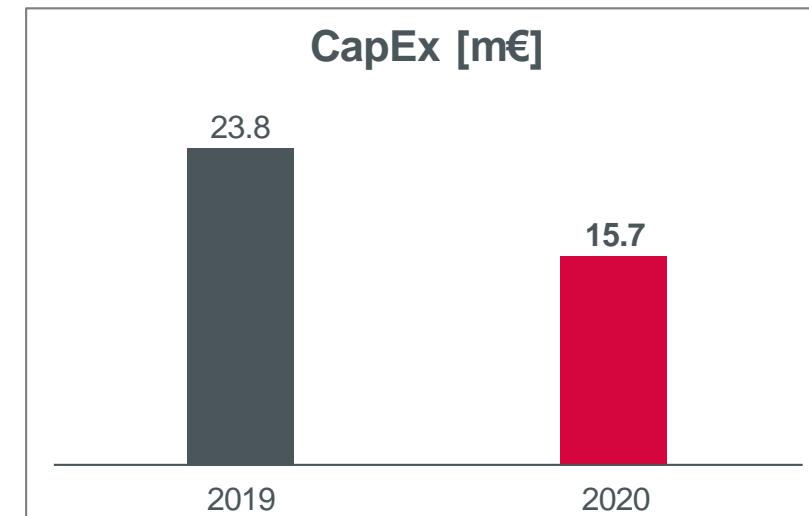


# HEADCOUNT AND CAPEX

- Headcount down by 504 employees
  - Reduction in VE & PS
  - Increase in E/E



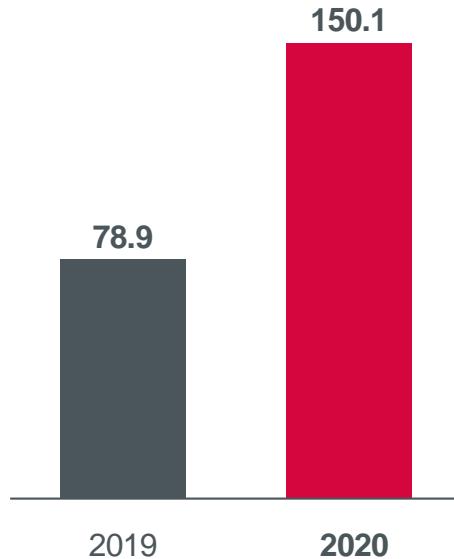
- CapEx down to 15.7 m€
- CapEx levels at about 2.4% of revenues



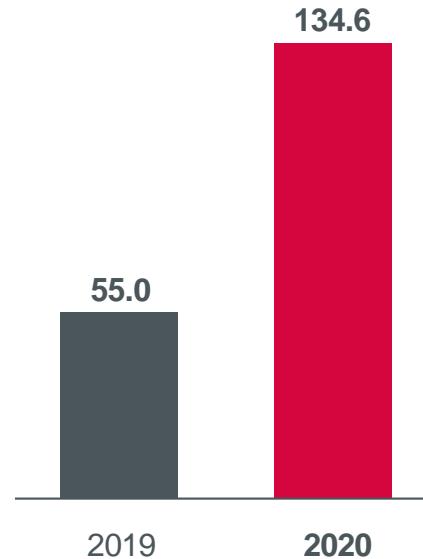
**Notes**

1. Including Trainees and work-study students

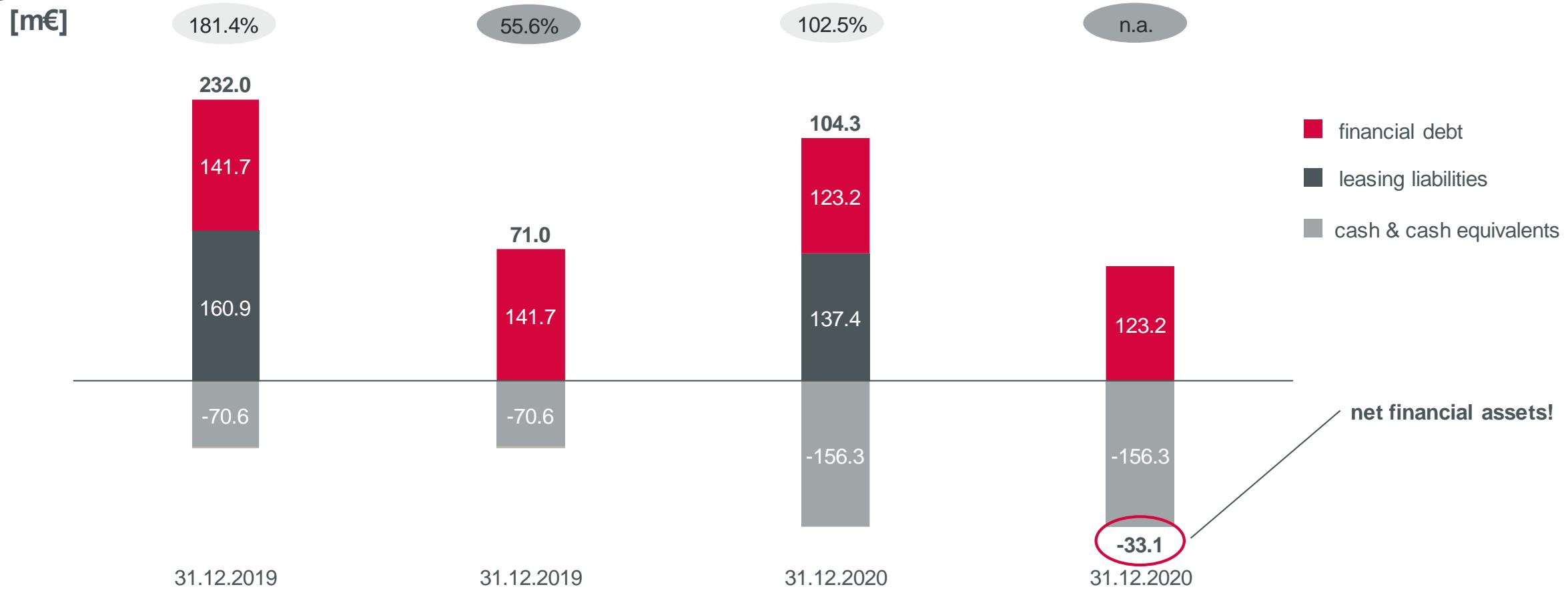
Operating CF [m€]

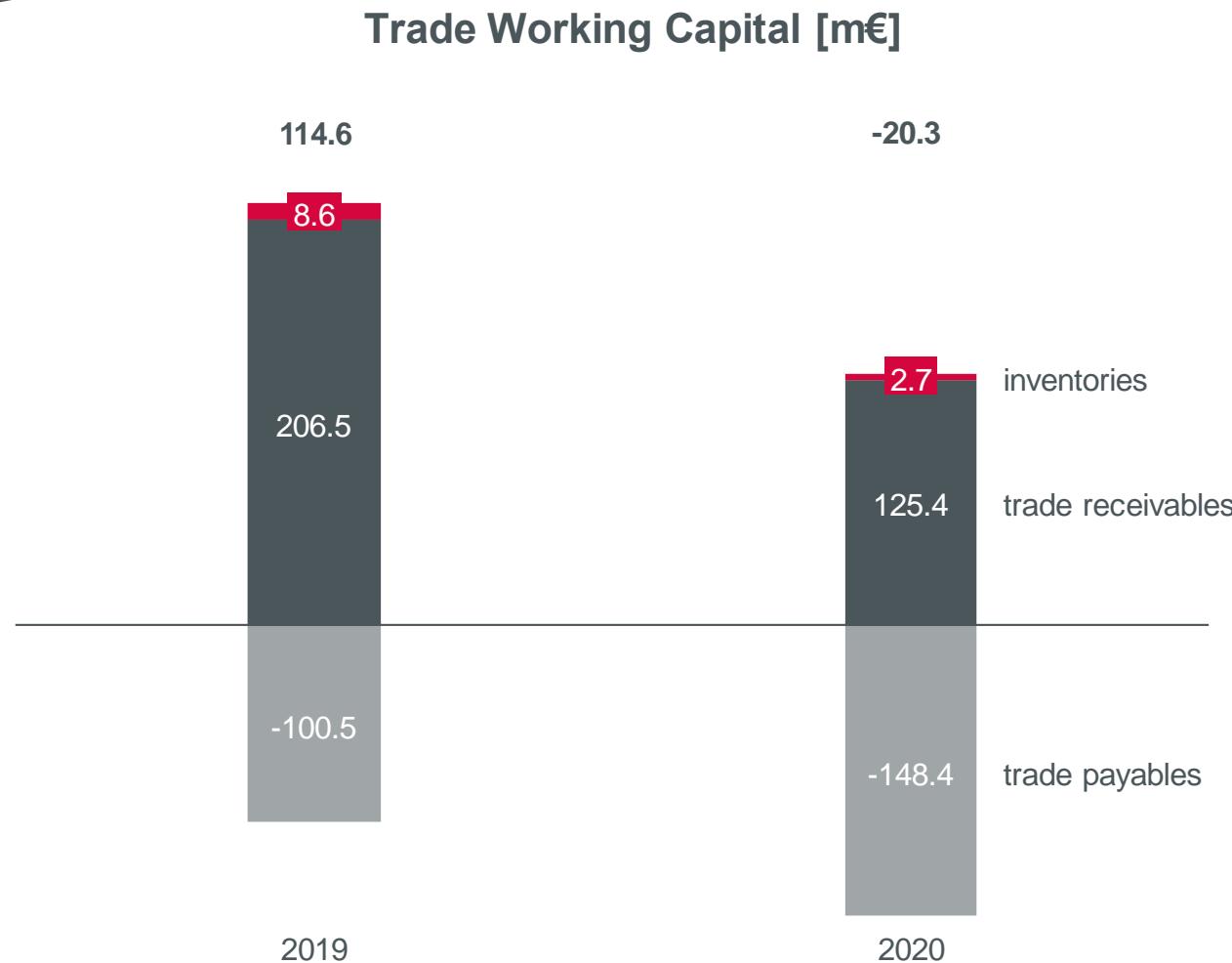


Free CF [m€]



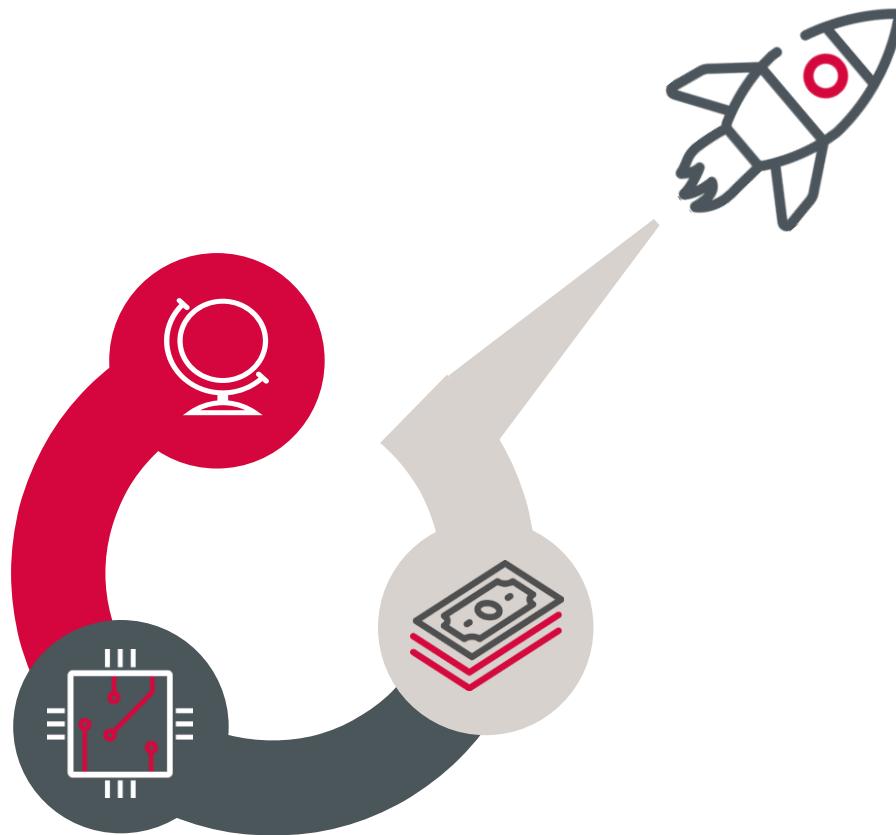
# NET FINANCIAL DEBT/ASSETS W/. AND W/O. LEASING





# OUTLOOK





- 1
- 2
- 3

- Disproportionate international growth
- Leverage Software & Digitalization organization
- Focus on costs & profitability

- Against the backdrop of the development in the previous year, we expect a moderate increase in sales in 2021. Based on current estimates, we anticipate a relatively weaker first half of 2021 and a relatively better second half of 2021, whereby this assessment largely depends on further pandemic developments. In the worst case, sales may stagnate or decline.
- In both cases, we expect a notable improvement in adjusted EBIT in the positive range as a result of the cost-cutting measures implemented.
- The Management continually monitors possible effects on the business and takes comprehensive measures to ensure the protection of employees and the continuation of business operations in the group companies.

## IR Contact

EDAG Engineering Group AG  
Schlossgasse 2  
CH – 9320 Arbon

**Phone:**

+41 (0)71 544 33 – 11

**Email:**

[ir@edag-group.ag](mailto:ir@edag-group.ag)

**Internet:**

[ir.edag.com](http://ir.edag.com)