

**YOUR GLOBAL MOBILITY
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

ANALYST-CALL 9M 2020



November 12th, 2020

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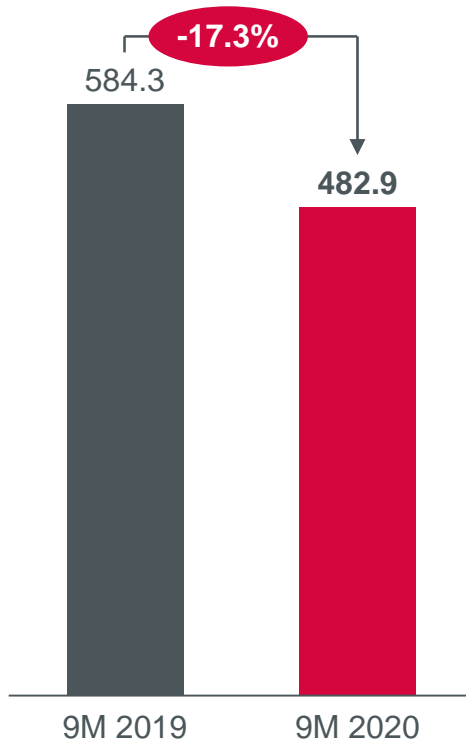
- After Q2 showed worst effects of global Covid-19 pandemic; stepwise upswing during Q3.
- Global car sales improving, with China growing again.
- Established OEM still in crisis mode but continue to invest with focus on future mega-trends.
- Current ESP-market environment:
 - Q3 was sequentially better than Q2.
 - Number of RFQ is rising.
 - Continued volatile utilization and pricing pressure in Germany.
 - International business growing with new customers.
 - Situation still very fragile and depending on Covid-19 pandemic.

KEY HIGHLIGHTS Q1-Q3 2020

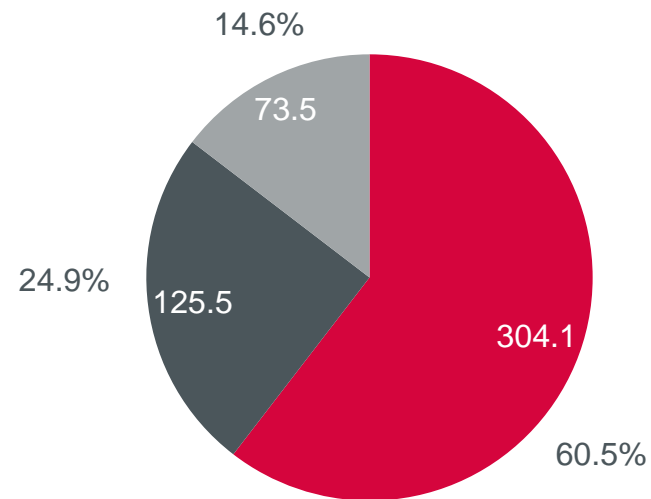
- 9M revenues at 482.9 m€ (-17.3%).
- Adj. EBIT margin at 4.8% in Q3 / 9M margin at -1.6%.
- Order intake has more than doubled qoq.
- Free Cash-Flow of 103.4 m€.
- Net financial debt significantly reduced.
- EDAG Tech Summit 2020 showcasing the unique innovative strength of the EDAG Group.



Revenues [m€] ⁽¹⁾



Revenues by Segment [m€] ⁽²⁾



change to 9M 2019

- Vehicle Engineering - 19.0%
- Electrics / Electronics - 2.8%
- Production Solutions - 14.5%

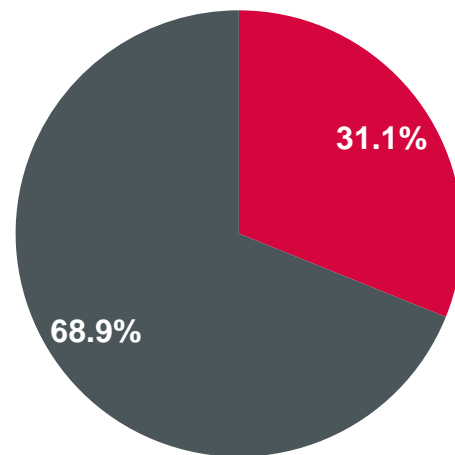
Notes:

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

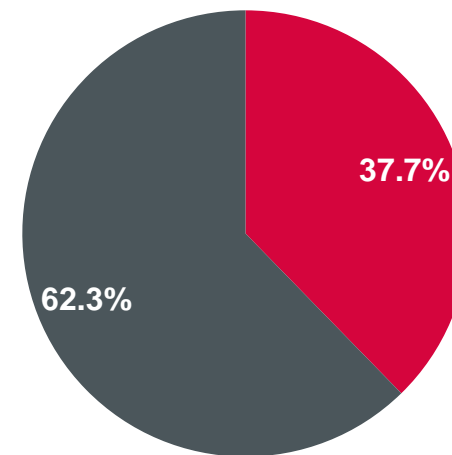
REVENUES BY REGION⁽¹⁾



9M 2019



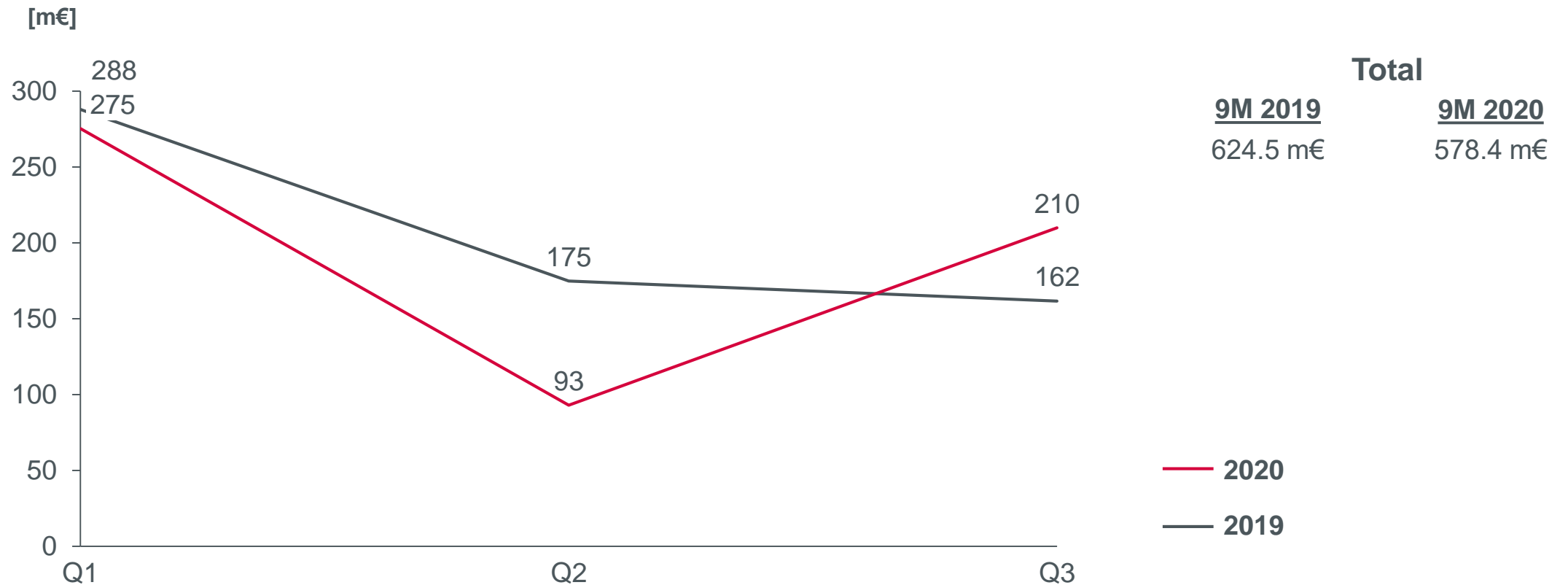
9M 2020



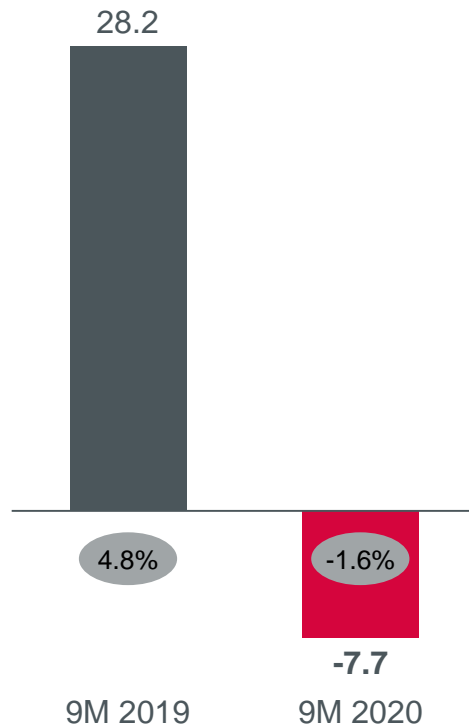
Notes:

1. Revenue defined as sales revenue plus change in inventories

ORDER INTAKE BY QUARTER



Adjusted EBIT [m€]⁽¹⁾



Adjusted EBIT by Segment [m€]

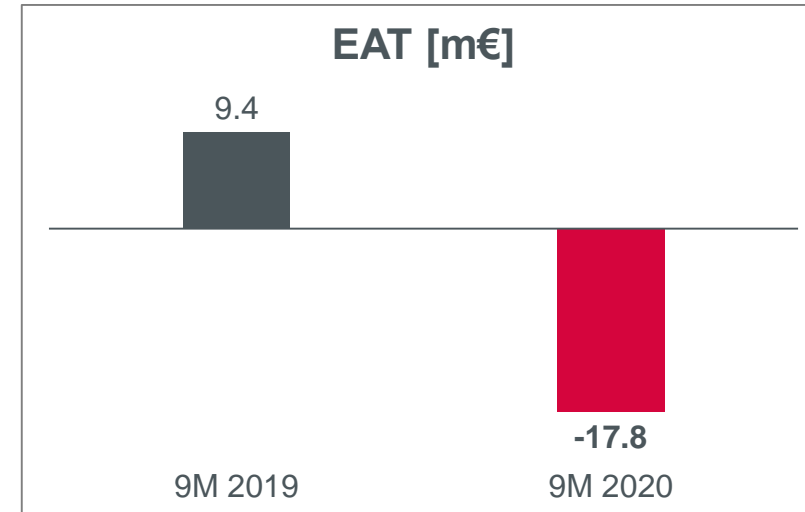
	9M 2019	margin	9M 2020	margin
Vehicle Engineering	26.5	7.0%	-6.0	-2.0%
Electrics / Electronics	9.9	7.6%	3.8	3.0%
Production Solutions	-8.1	-9.4%	-5.5	-7.4%

Notes:

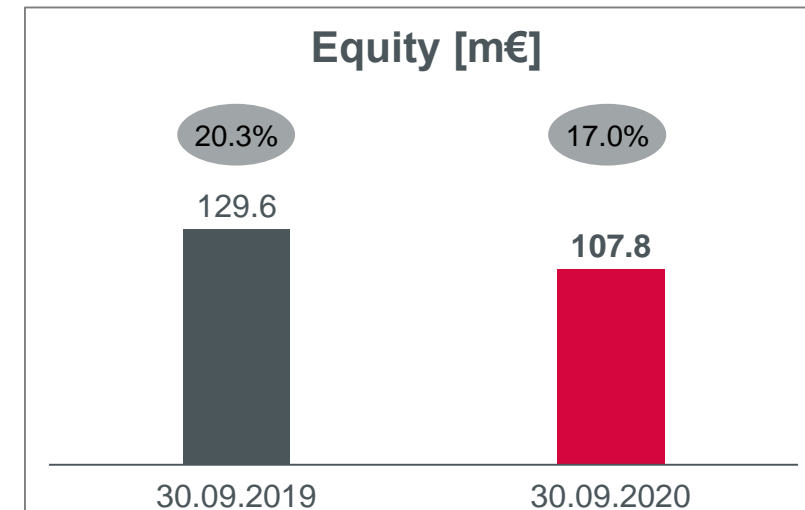
1. Adj. for one-offs (purchase price allocation, consolidation effects, restructuring, a. o.)

x.x% adjusted EBIT-Margin

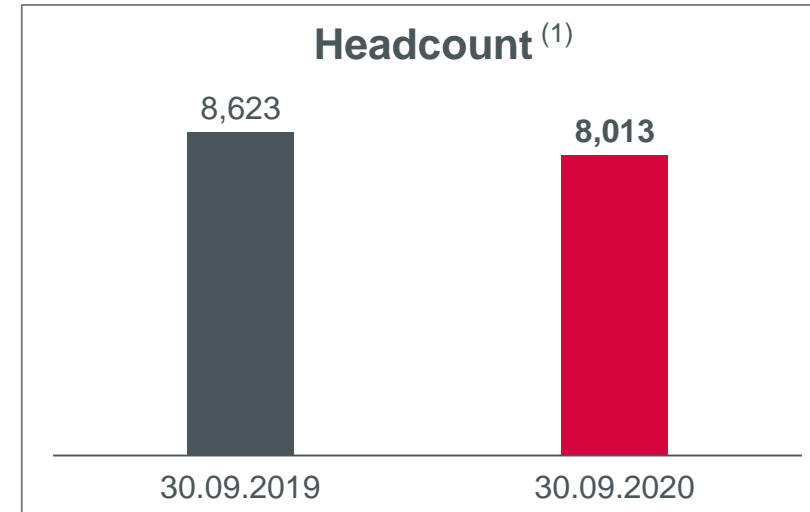
- EAT at -17.8 m€
- 12.7 m€ one-offs included



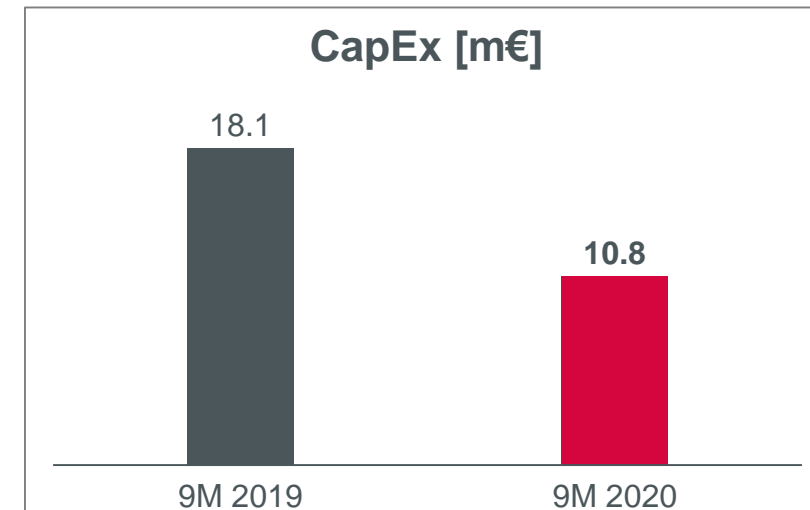
- Equity ratio decreased due to net loss



- Headcount down by 610 employees (yoy)
 - Down by 76 employees (qoq)
 - Further decrease in 2020 expected
 - Decline in VE and PS, while E/E shows slight growth



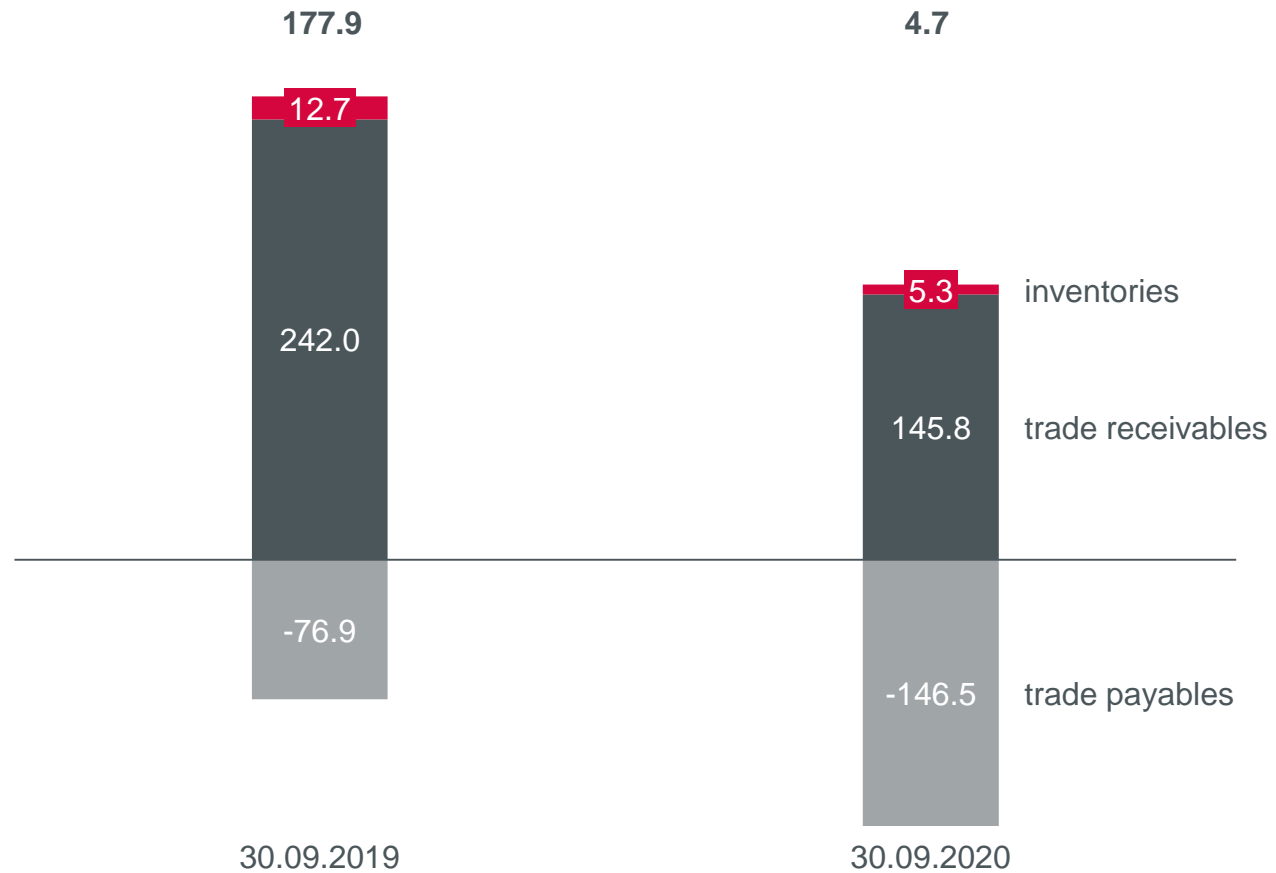
- CapEx down to 10.8 m€
- CapEx levels at about 2.2% of revenues
- Cost and savings measures implemented



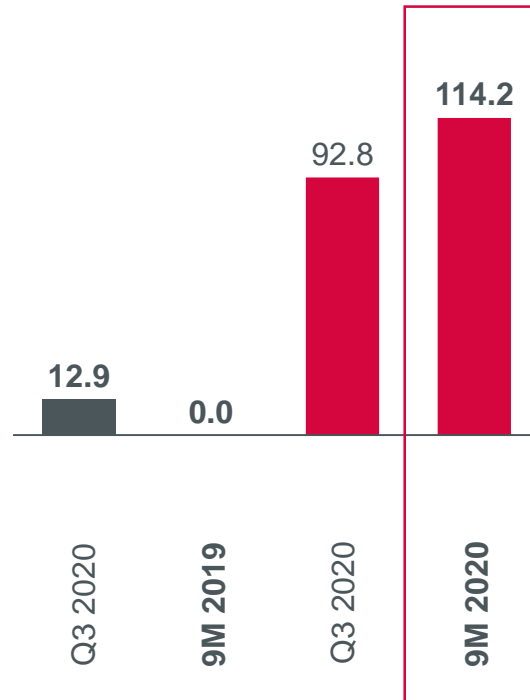
Notes

1. Including Trainees and work-study students

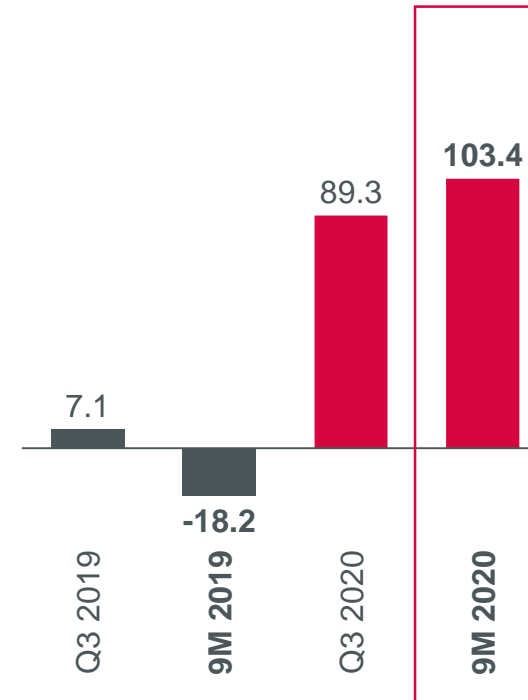
Trade Working Capital [m€]



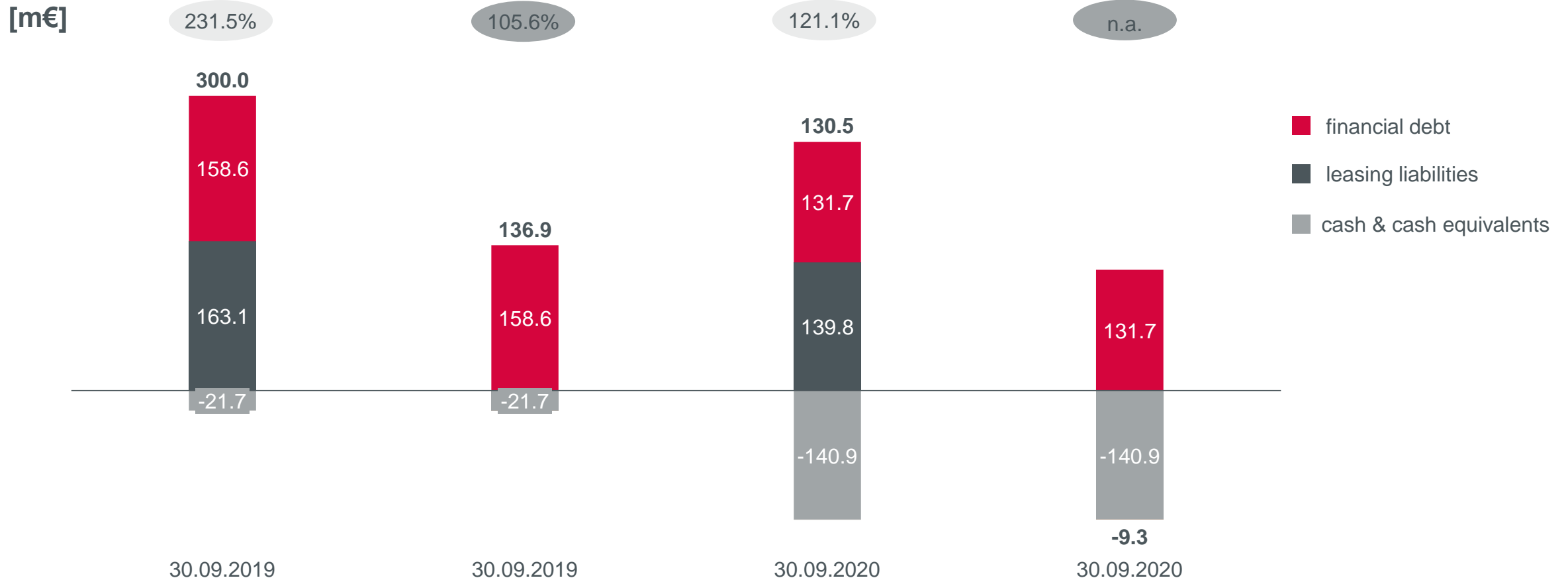
Operating CF [m€]



Free CF [m€]



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



- The macroeconomic conditions lead to exceptional uncertainties that significantly affect our forecasting ability. We are therefore limiting ourselves to a qualitative comparative forecast, because - particularly in terms of the extent and duration of the negative effects of the SARS-CoV-2 pandemic - the development of the EDAG Group's net assets, financial position and financial performance cannot be reliably forecast in the usual form.
- In view of the situation, sales revenues and earnings are expected to decline in the 2020 financial year compared with the previous year, which in the worst case could have a material impact on financial performance.
- On the basis of the negative earnings after taxes (EAT) at September 30, 2020 and the year-on-year decline in order intake, as well as the restructuring expenses to be taken into account in the fourth quarter, it cannot be assumed that the accumulated loss can be compensated for in the course of Q4.
- 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.

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