

**YOUR GLOBAL MOBILITY
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

ANALYST-CALL 9M 2023

November 9th, 2023



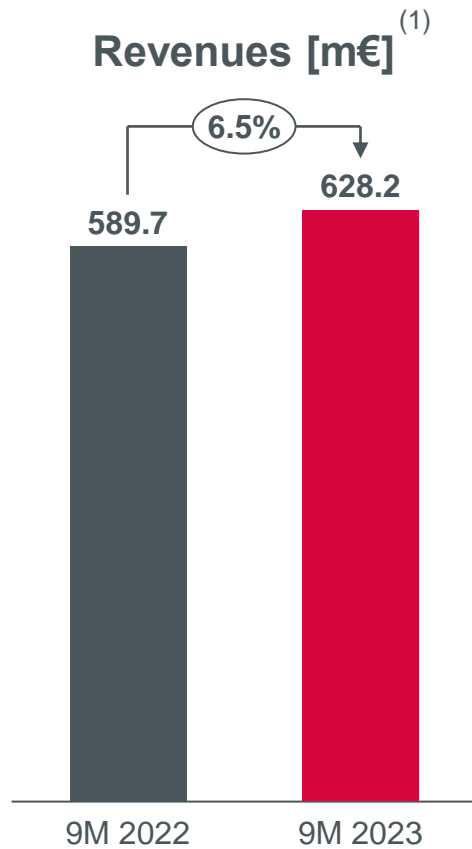
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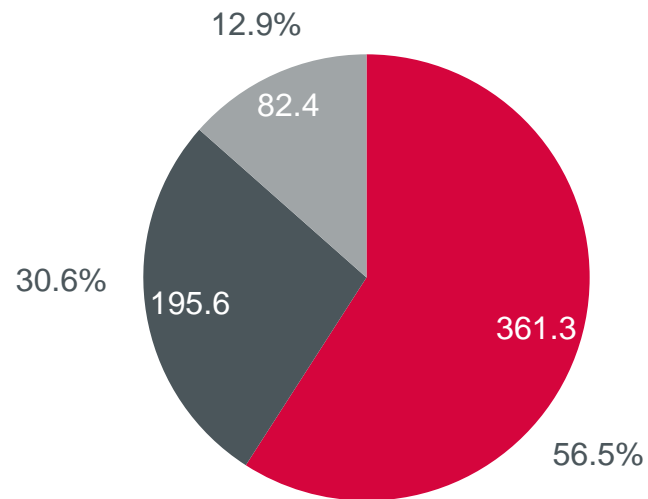
- Global economic growth has slowed and recovery is marked by important divergences between advanced economies and emerging markets/developing economies (IMF WEO*).
- For 2023, the IMF expects global economy to grow by 3% (with Germany at recession); for 2024 a growth of 2.9 % is predicted (down 0.1 percentage point from July).
- Interest rates are expected to remain higher for longer.
- Automotive output slightly up, but still below pre-crisis level; BEV-sales dominated by Chinese Players.
- Established OEMs find themselves juggling multiple demands: accelerating product innovation and shortening development times, rationalizing investment and optimizing margins.

- Revenues up to 628.2 m€ (+6.5%)
 - E/E segment outperforming with 16.7% growth
 - Q3 revenues on par, after a strong Q3 2022 (+19.9%)
- Adjusted EBIT at 41.1 m€ (+9.6%)
 - Margin at 6.5%
 - All segments profitable in Q3 and 9M
- Earnings per share up by 11.9% to 0.94€
- EDAG rose further in the top 25 Automotive IT ranking in Germany
- 126 young trainees started their career at the EDAG Group in September





Revenues by Segment [m€] ⁽²⁾

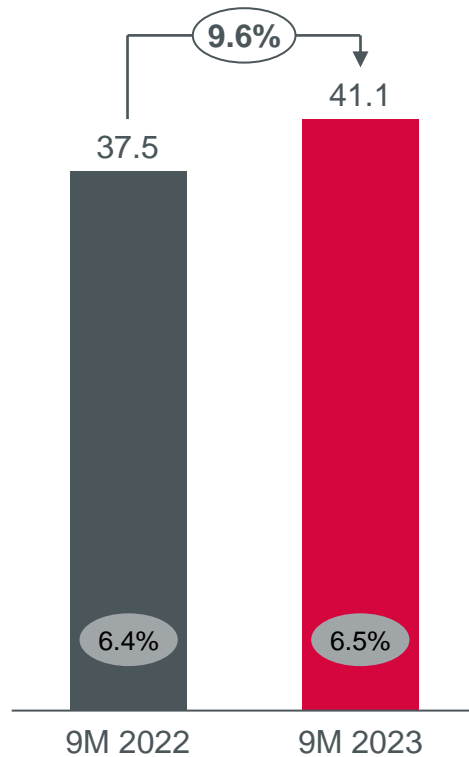


change to 9M 2022

- Vehicle Engineering + 3.2%
- Electrics / Electronics + 16.7%
- Production Solutions + 0.0%

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

Adjusted EBIT [m€] ⁽¹⁾



Adjusted EBIT by Segment [m€]

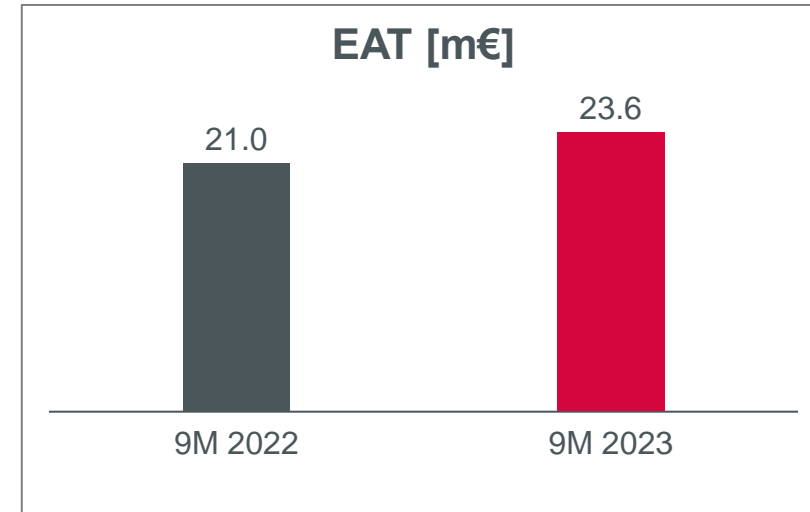
	9M 2022	margin	9M 2023	margin
Vehicle Engineering	24.0	6.8%	25.5	7.1%
Electrics / Electronics	12.4	7.4%	13.3	6.8%
Production Solutions	1.2	1.4%	2.3	2.8%

Notes:

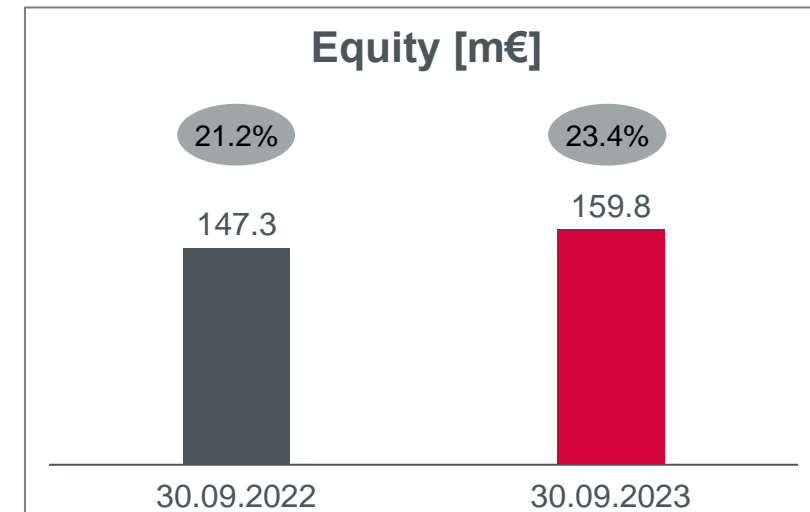
1. Adj. for one-offs (purchase price allocation, consolidation effects, restructuring, payments from insurances, a. o.)

x.x% adjusted EBIT-Margin

- EPS at 0.94 EUR (up from 0.84 EUR in 2022)

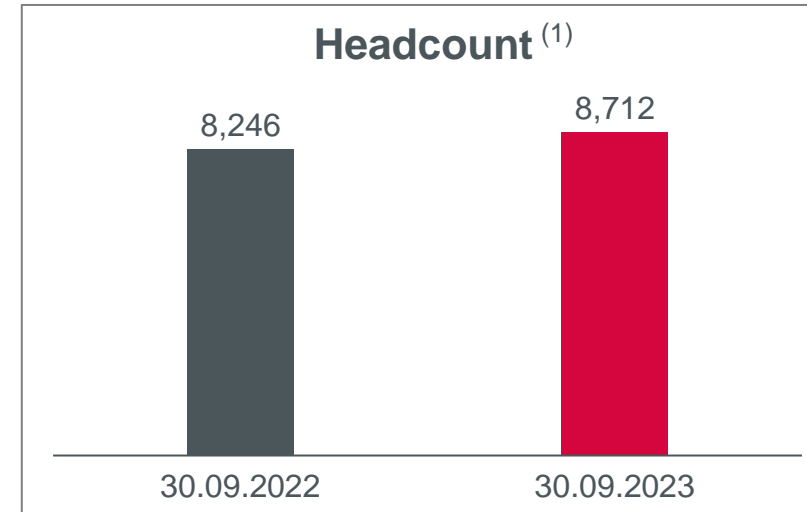


- Equity increased by 8.5% to total of 159.8 m€

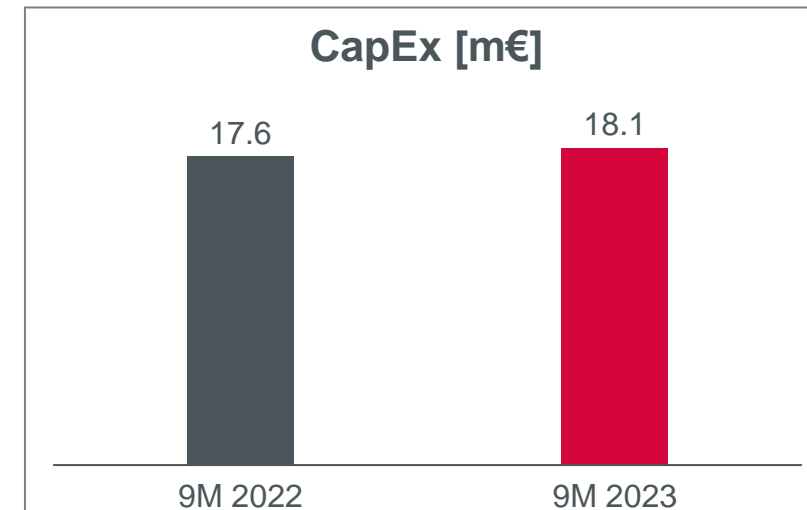


HEADCOUNT AND CAPEX

- Headcount up by 466 employees (yoy)



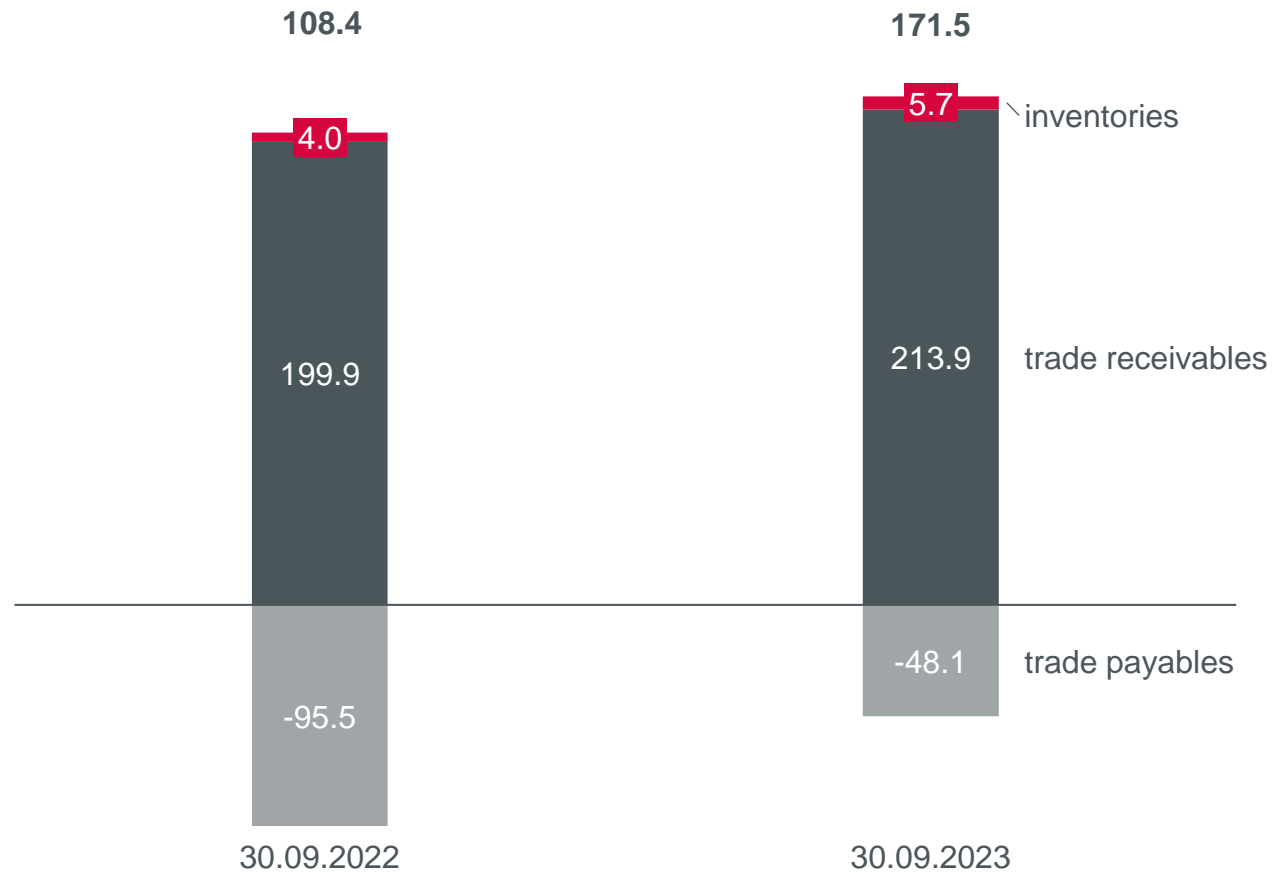
- CapEx level stable yoy



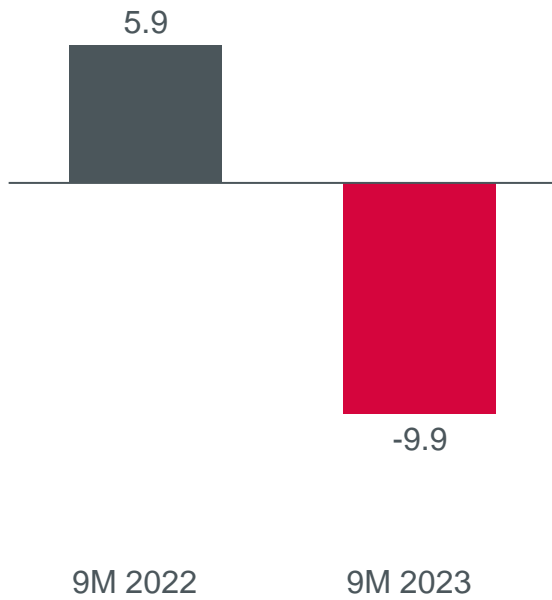
Notes

1. Including Trainees and work-study students

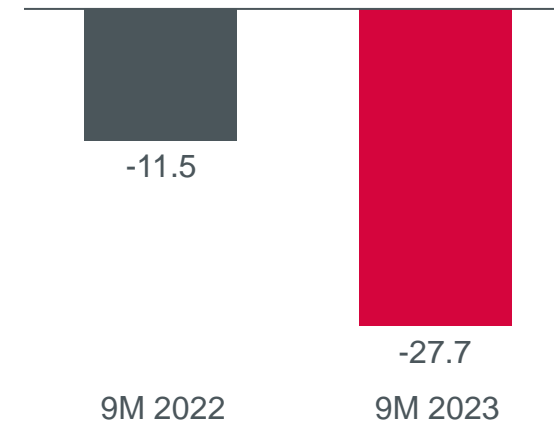
Trade Working Capital [m€]



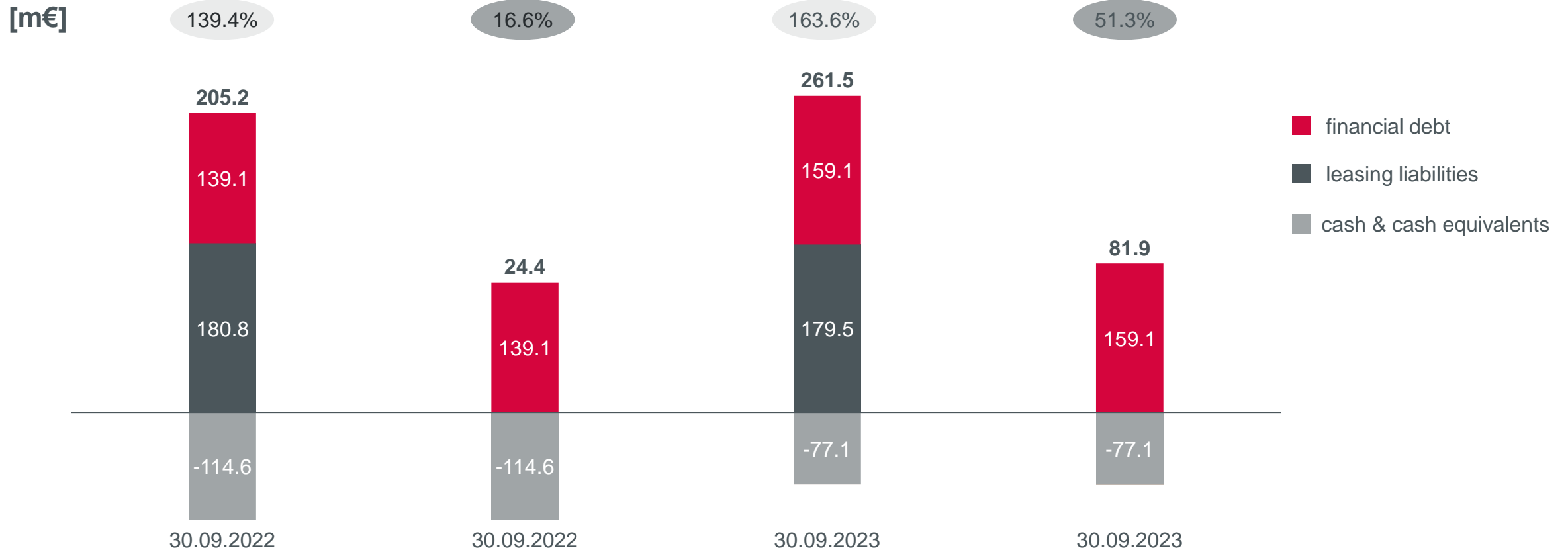
Operating CF [m€]



Free CF [m€]



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



For the 2023 financial year, EDAG expects further growth and a stable earnings development. These estimates are, however, subject to considerable uncertainties, which arise in particular from the effects of the ongoing geopolitical disputes as well as inflationary developments, energy price and wage cost developments as well as the availability of sufficiently qualified personnel.

- Revenue is now expected to grow by around 5 to 6 percent (previously: ~4 to 7 percent).
- The adjusted EBIT margin is now expected in a range of around 6 percent (previously: ~4 to 7 percent).

QUESTIONS / ANSWERS



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