

**YOUR GLOBAL MOBILITY
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

FINANCIAL YEAR 2020

March 24th, 2021



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



MARKET ENVIRONMENT





World Economy

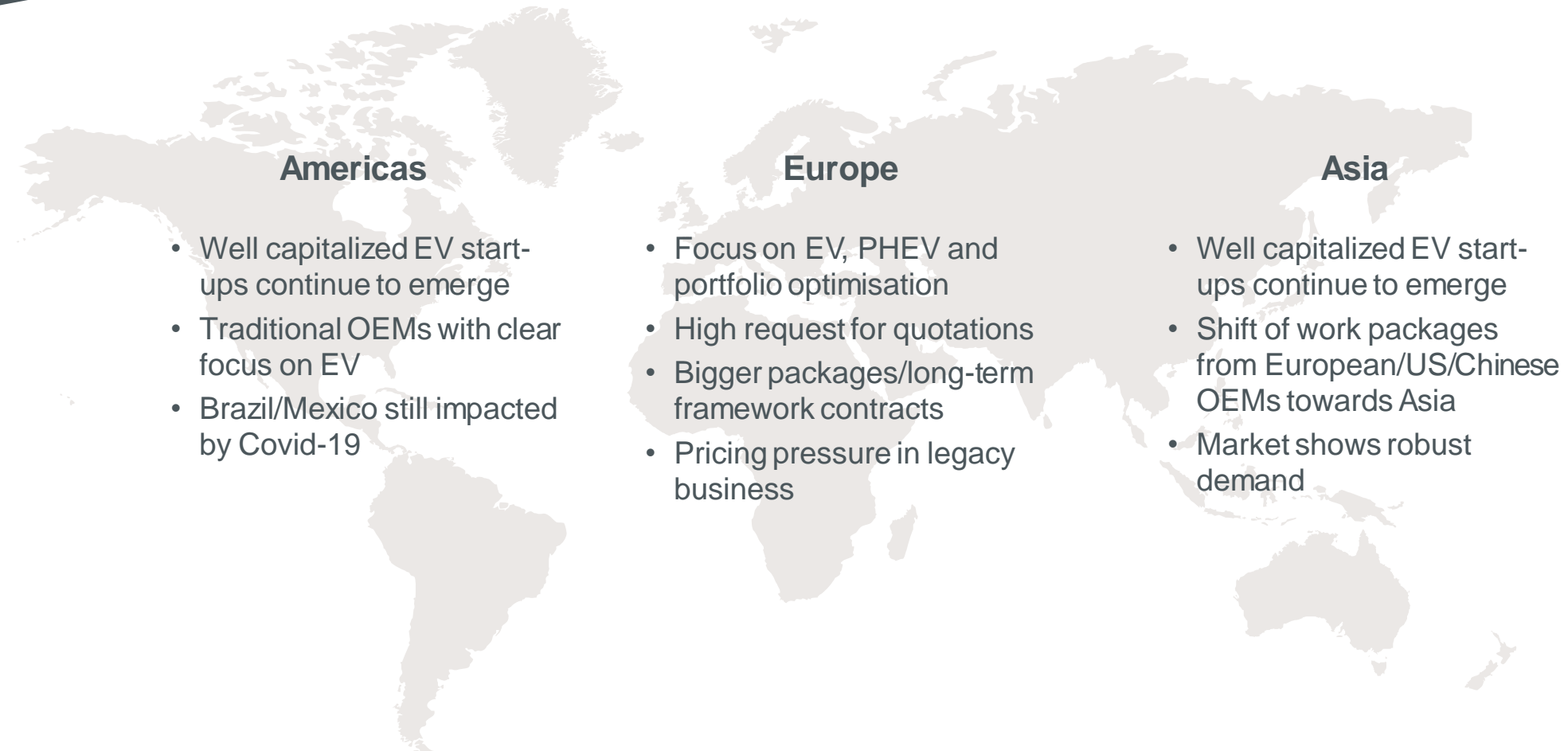
- Economic recovery after global recession in 2020 expected.
- World Economy to grow 5.5 percent in 2021 and 4.2 percent in 2022.¹
- Continued uncertainty and volatility due to Covid-19.



Automotive Industry

- Automotive sales expected to grow by 8.7 percent in 2021.²
- 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



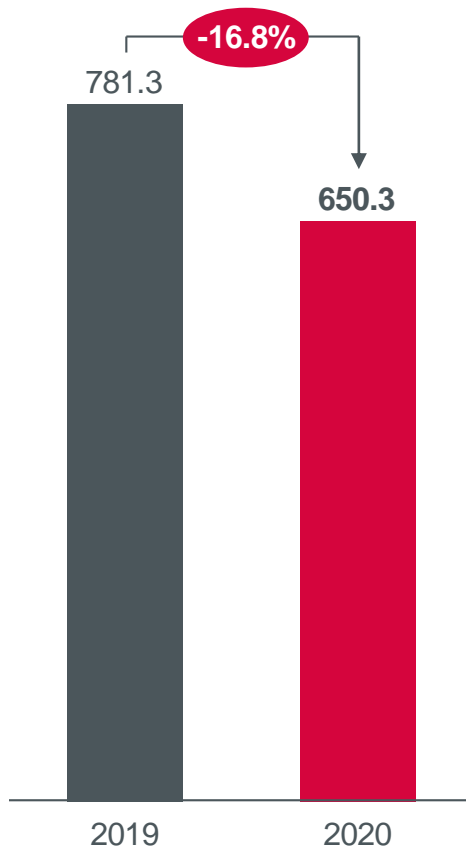
- Share of international revenues up to 39.2%
- Restructuring measures successfully implemented
- Pooling of software and digitalization competencies
- Order book at year-end above previous year's level
- Very strong cash position at year-end
- Positive development starting from Q3



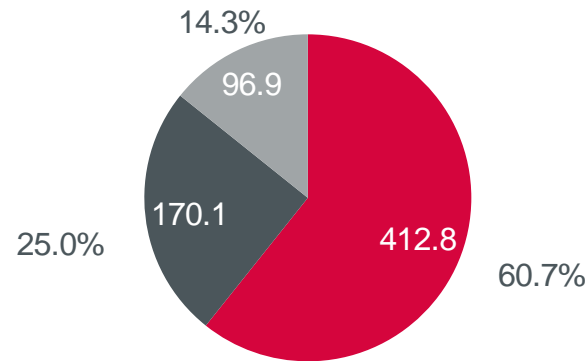
KEY FIGURES FY 2020



Revenues [m€] ⁽¹⁾



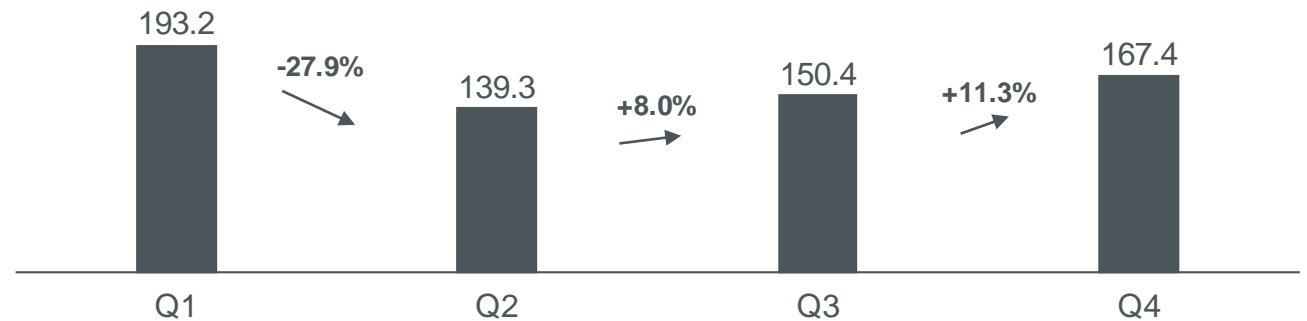
Revenues by Segment [m€] ⁽²⁾



change to 2019

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

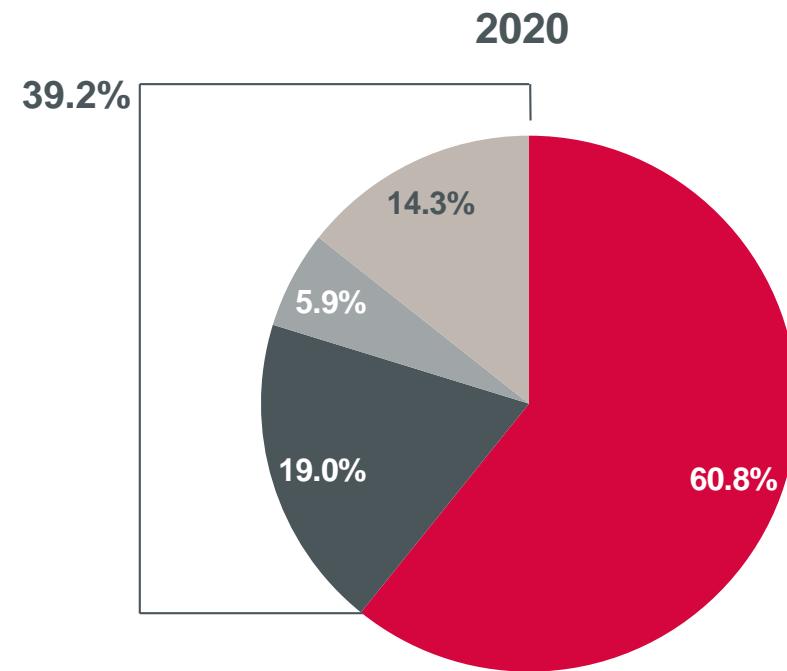
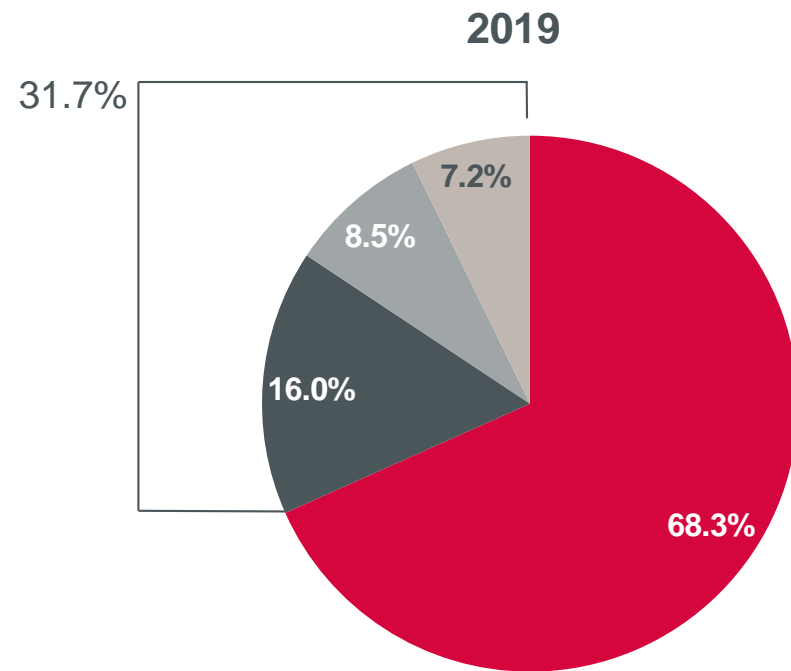
Revenues by quarter [m€]



Notes:

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

REVENUES BY REGION⁽¹⁾



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

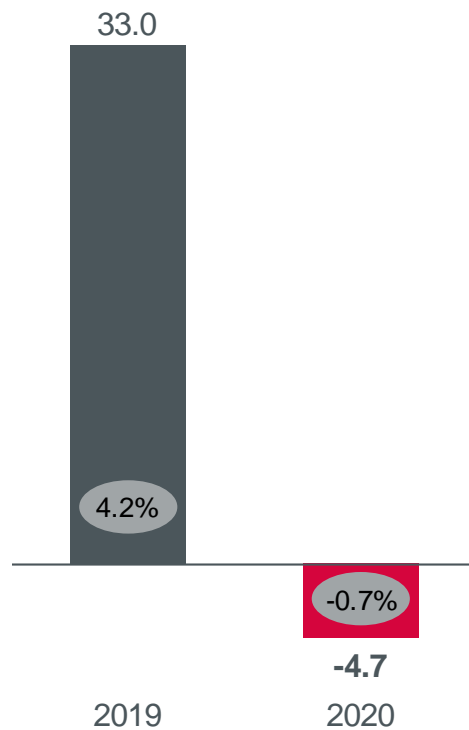
Notes:

1. Revenue defined as sales revenue plus change in inventories

ADJUSTED EBIT



Adjusted EBIT [m€] ⁽¹⁾



Adjusted EBIT by Segment [m€]

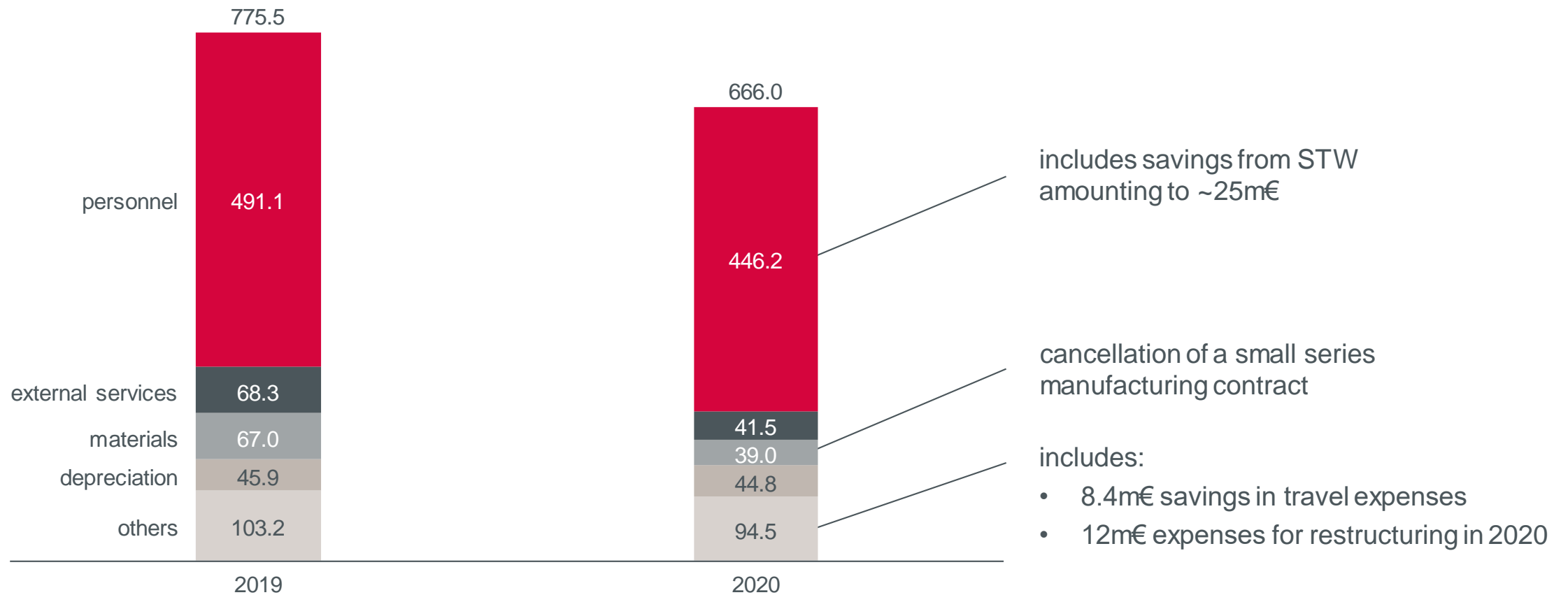
	2019	margin	2020	margin
Vehicle Engineering	30.7	6.1%	-1.5	-0.4%
Electrics / Electronics	13.1	7.6%	5.2	3.0%
Production Solutions	-10.8	-9.5%	-8.3	-8.5%

Notes:

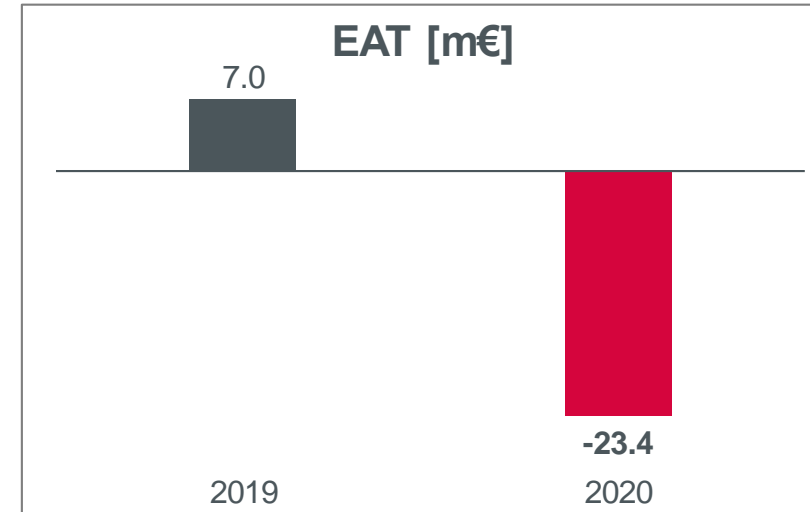
1. Adj. f or one-offs (purchase price allocation, consolidation effects, restructuring, a. o.)

x.x% adjusted EBIT-Margin

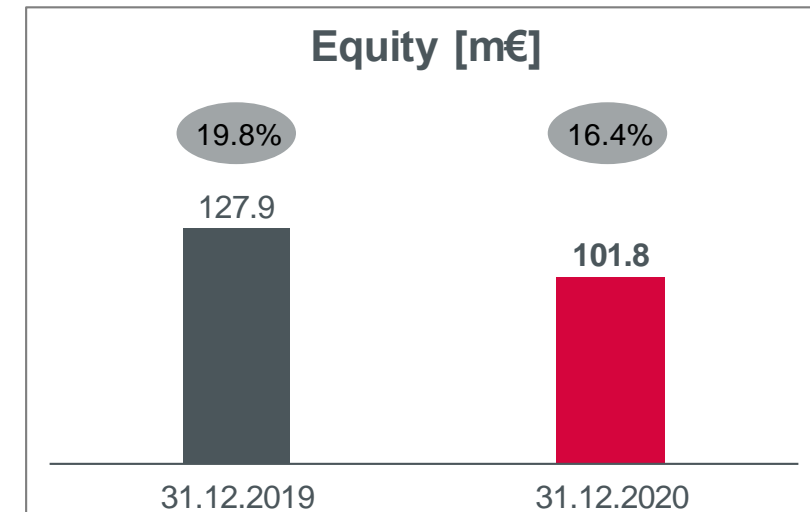
EXPENSES



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



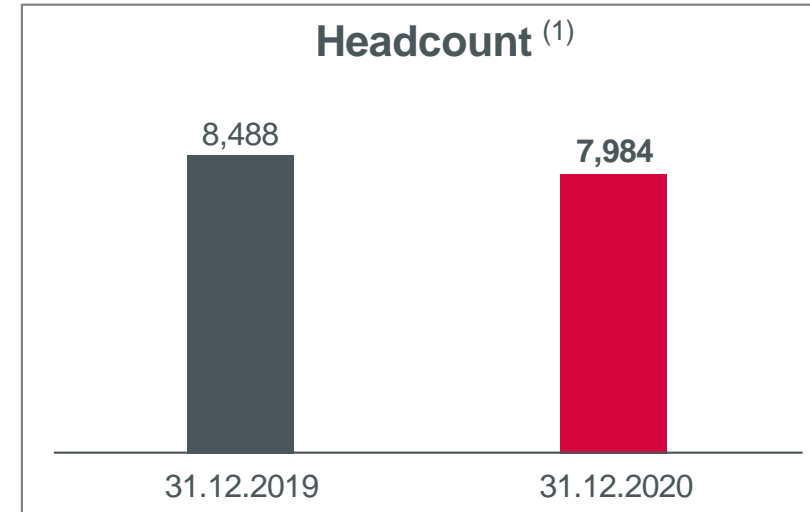
- Equity impacted by net loss
- Equity ratio at 16.4%



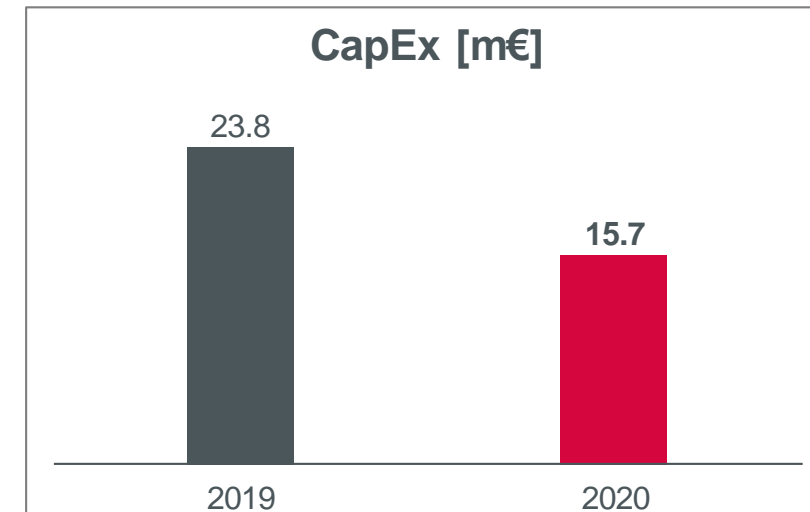
HEADCOUNT AND CAPEX



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



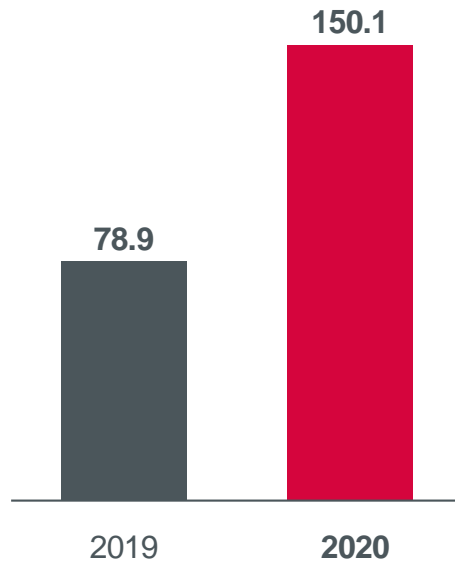
- CapEx down to 15.7 m€
- CapEx levels at about 2.4% of revenues



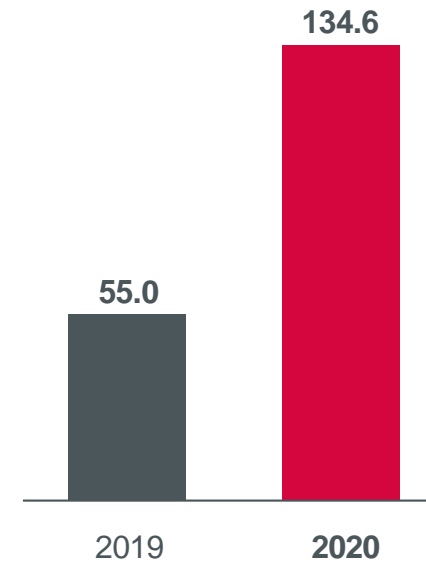
Notes

1. Including Trainees and work-study students

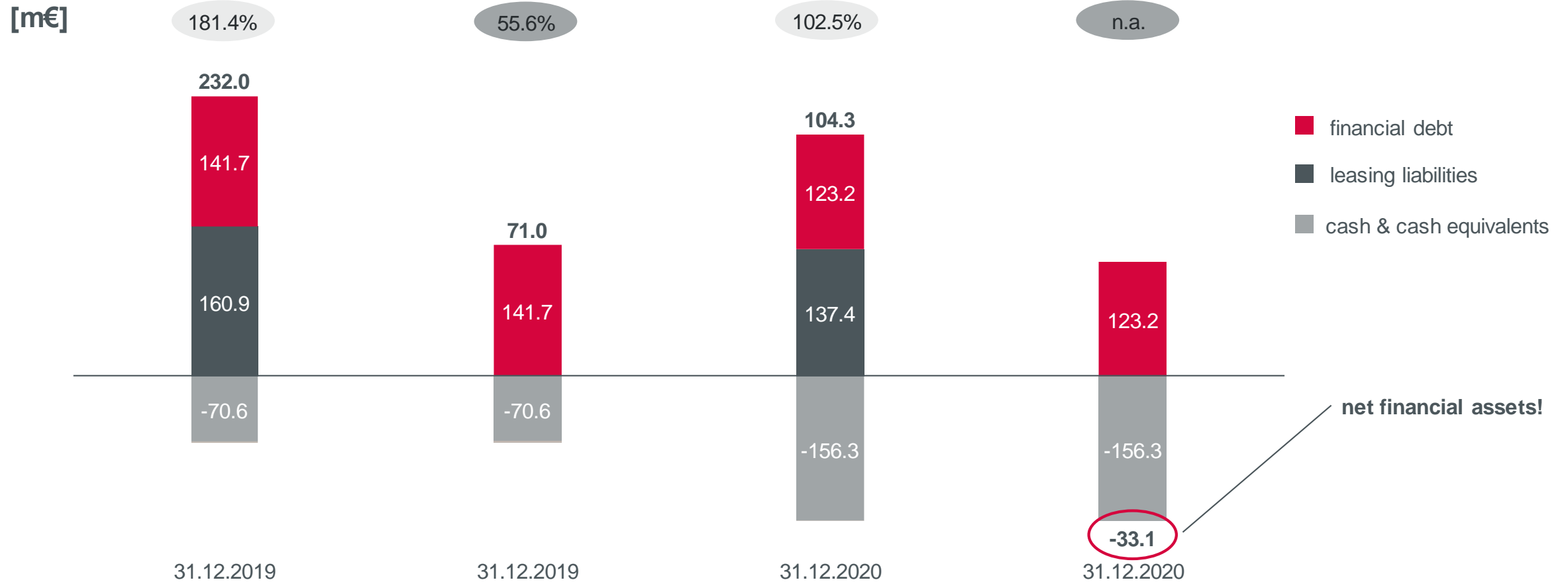
Operating CF [m€]



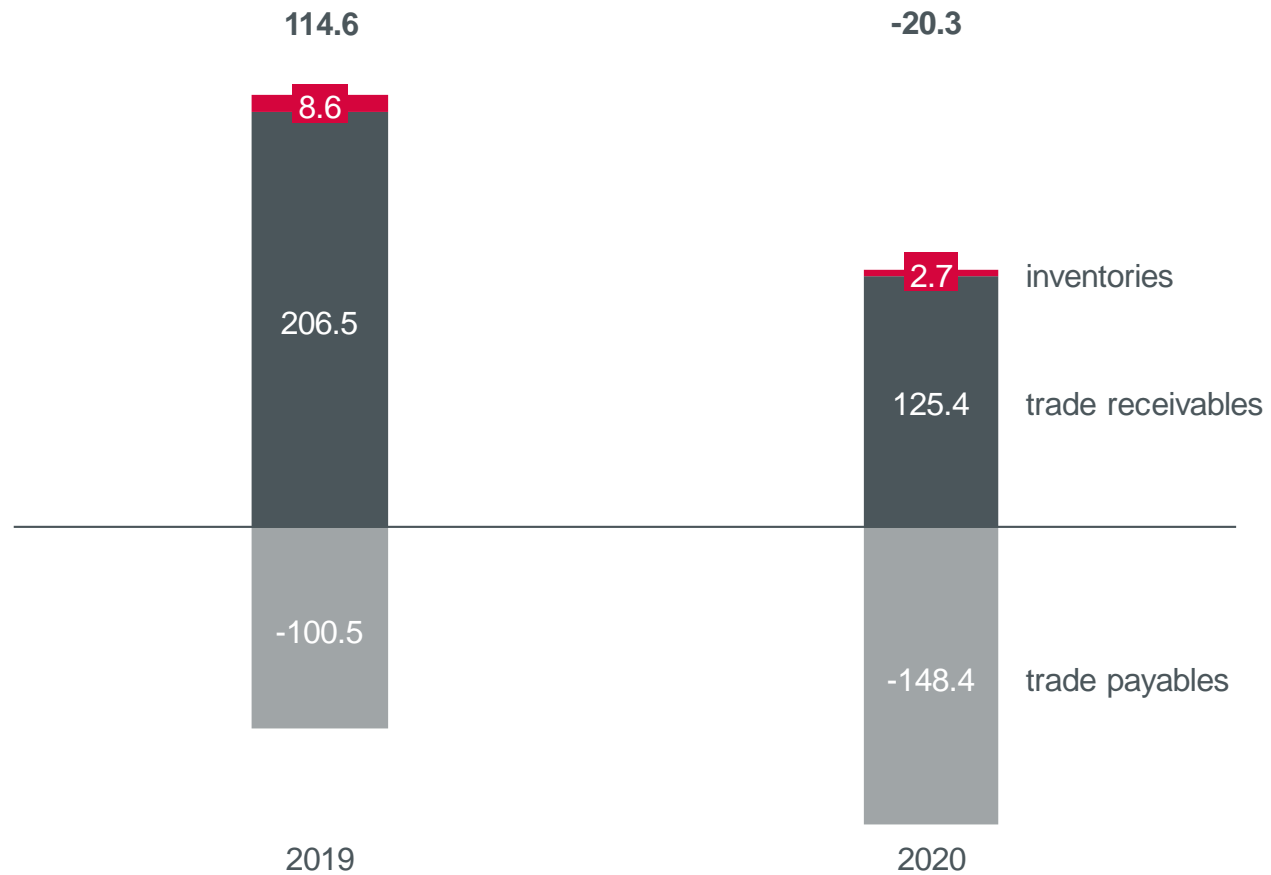
Free CF [m€]



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

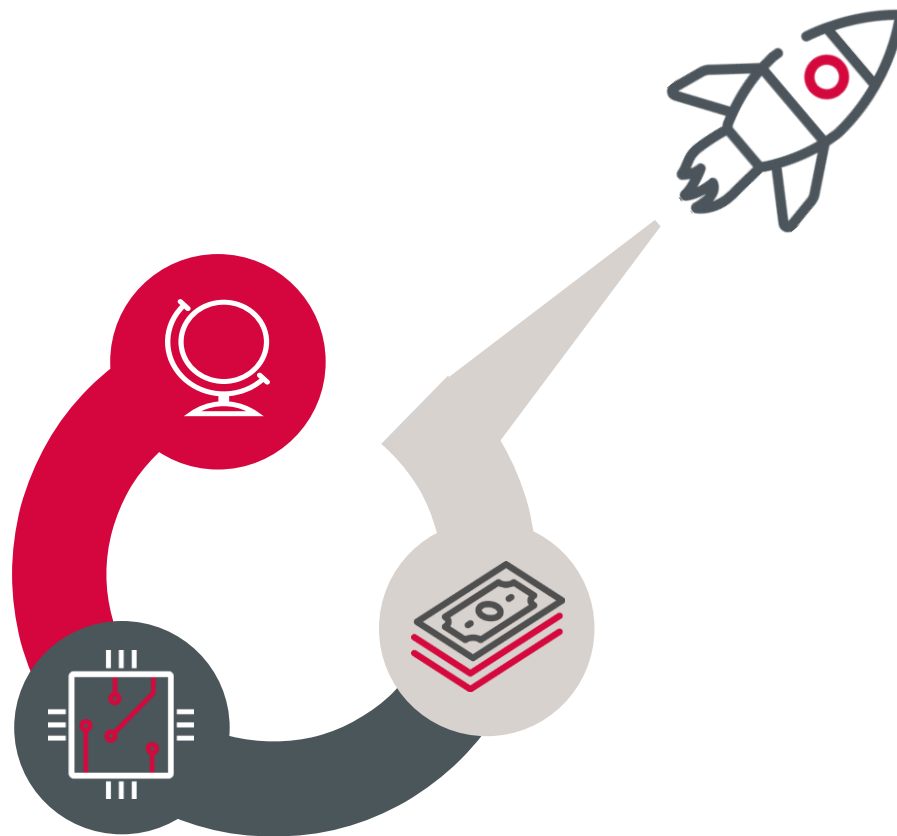


Trade Working Capital [m€]



OUTLOOK





1

Disproportionate international growth

2

Leverage Software & Digitalization organization

3

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.

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