

**YOUR GLOBAL MOBILITY  
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

# FINANCIAL YEAR 2022

March 30<sup>th</sup>, 2023



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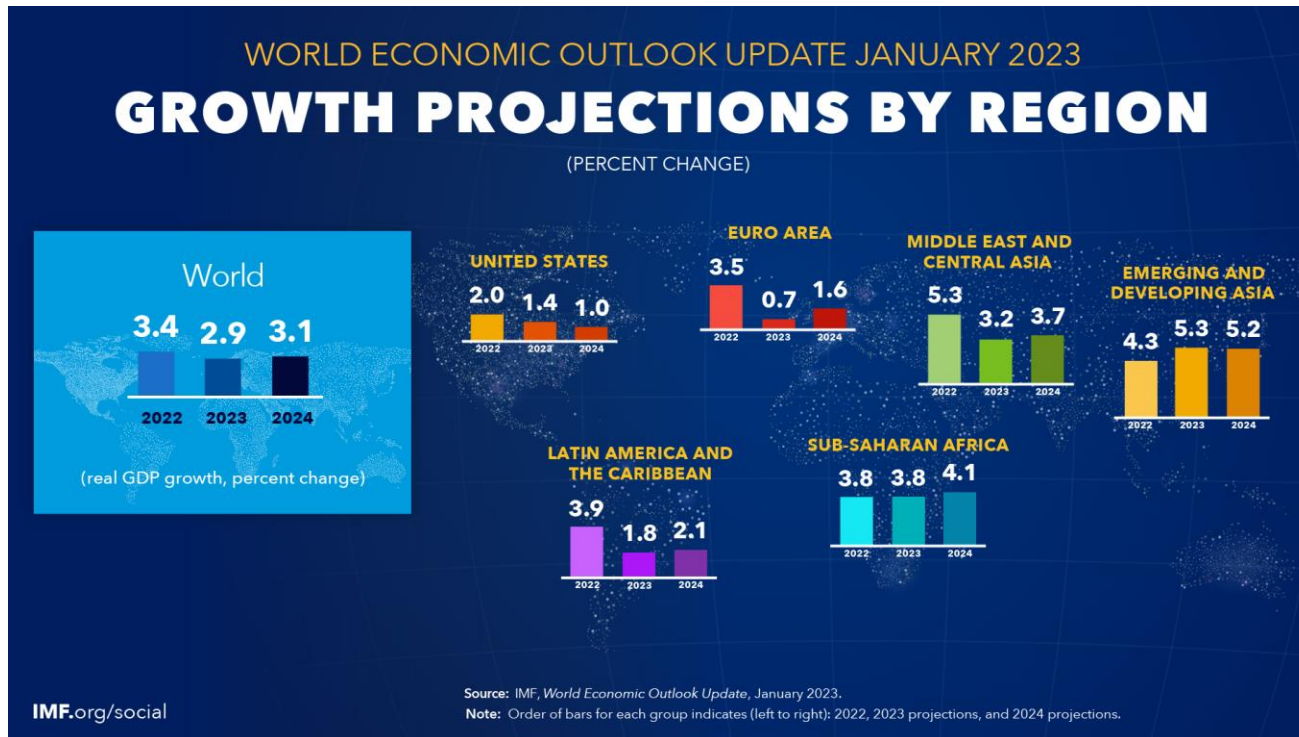
1. Market Environment
2. Key Figures FY 2022
3. Outlook





# MARKET ENVIRONMENT



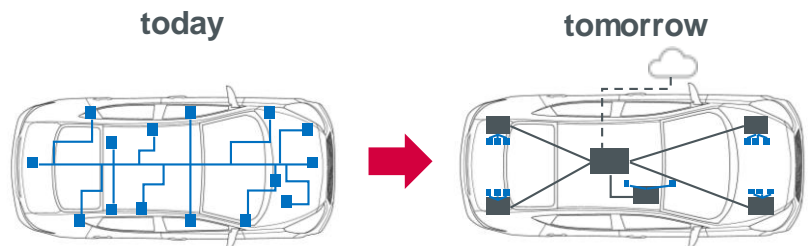


### major risks and uncertainties

- War in Ukraine / new geopolitical risks
- Inflation / interest rates
- Wages / energy supply and prices
- Shortage of skilled professionals
- Consumer sentiment

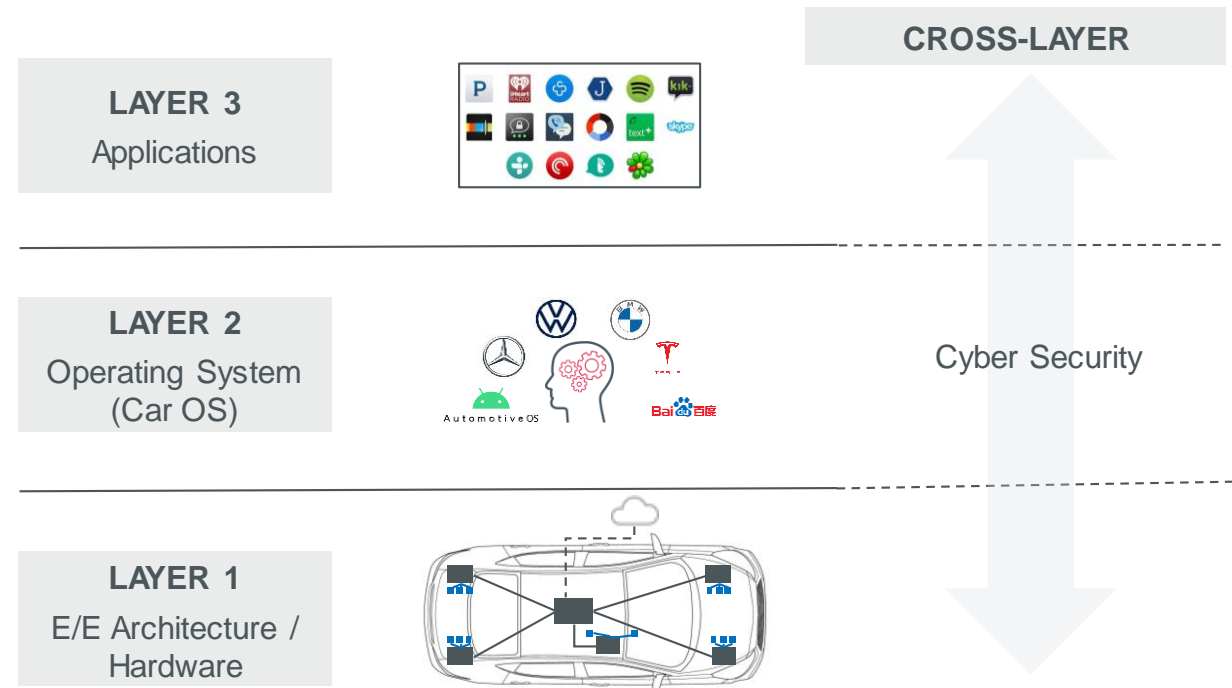
# CONTINUED TRANSFORMATION IN THE AUTOMOTIVE INDUSTRY

## Centralized/Zonal Architectures



- Complete new centralized/zonal architectures necessary for eg. OTA-updates
- Separation of software and hardware disrupts established TIER value chains
- Cyber security to become integral part of the entire development process

## Layers of the software defined car



# TRANSFERRING INTO A DECENT ESP MARKET ENVIRONMENT



**220 bn. EUR**

R&D spending of German  
automotive Industry  
2022-2026<sup>1</sup>



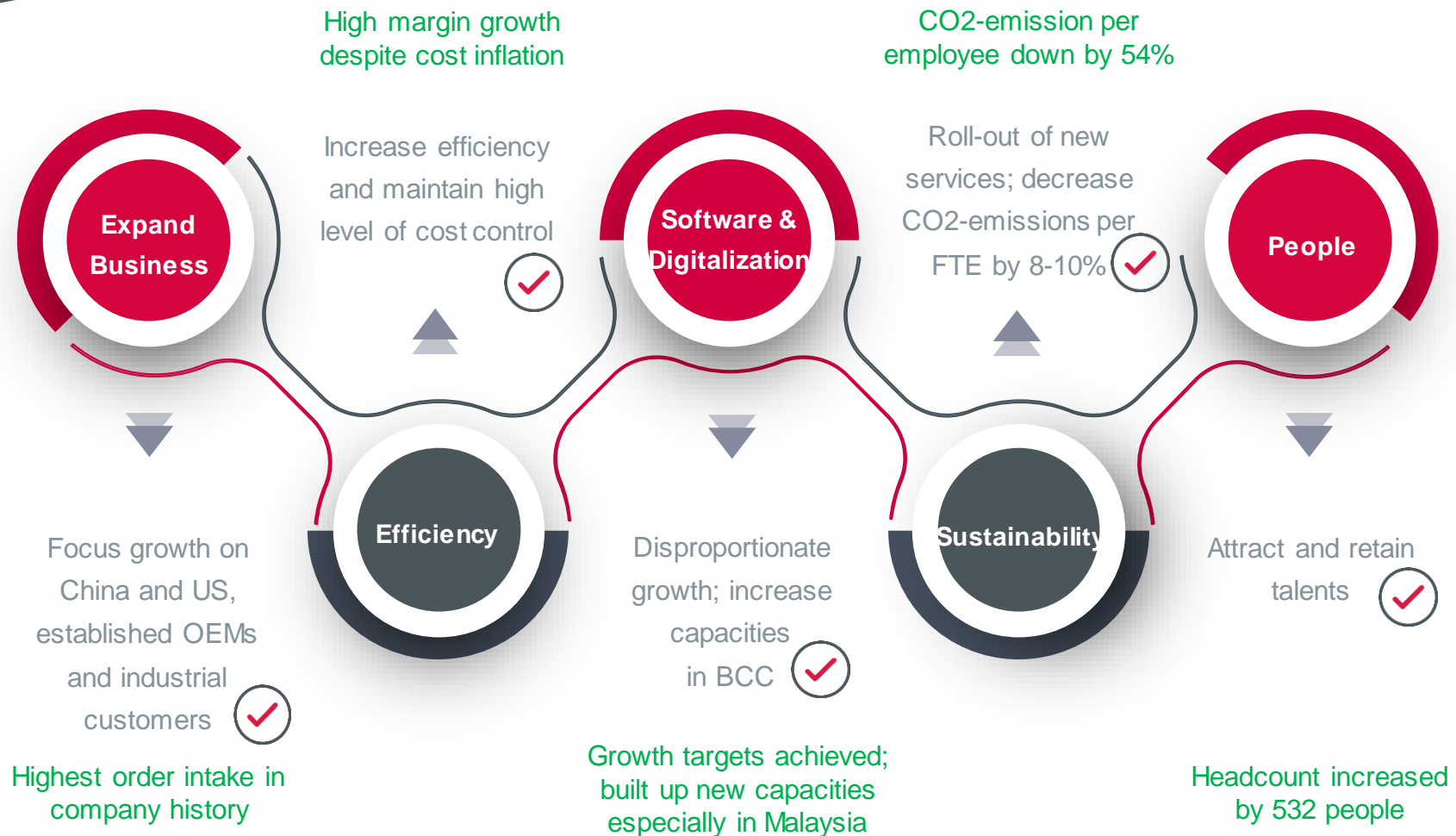
**320 bn. EUR**  
**R&D expenses**  
until 2026

**~100 bn. EUR**  
Invest into new and  
modified plants in Germany<sup>1</sup>

Fundamental transformation in the mobility industry continues. Automotive OEM and their supplier need to invest into new hardware architectures, software & digitization, e-models and batteries but also production facilities.

We experience a large demand and growing potential for innovative, agile and globally active ESPs like EDAG.

# RECAP - KEY ACTIVITIES 2022

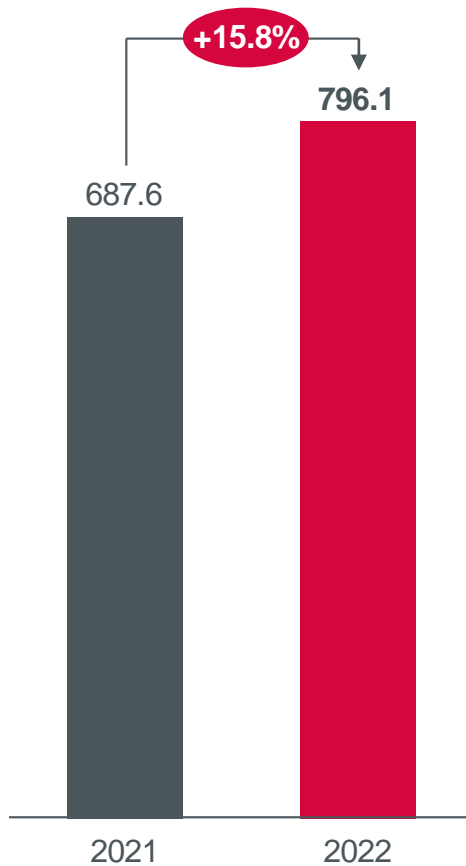




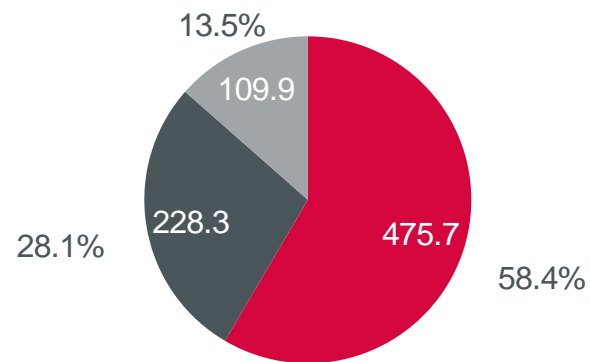
# KEY FIGURES FY 2022



Revenues [m€] <sup>(1)</sup>



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



change to 2021

- Vehicle Engineering + 9.3%
- Electrics/ Electronics + 20.0%
- Production Solutions + 12.9%

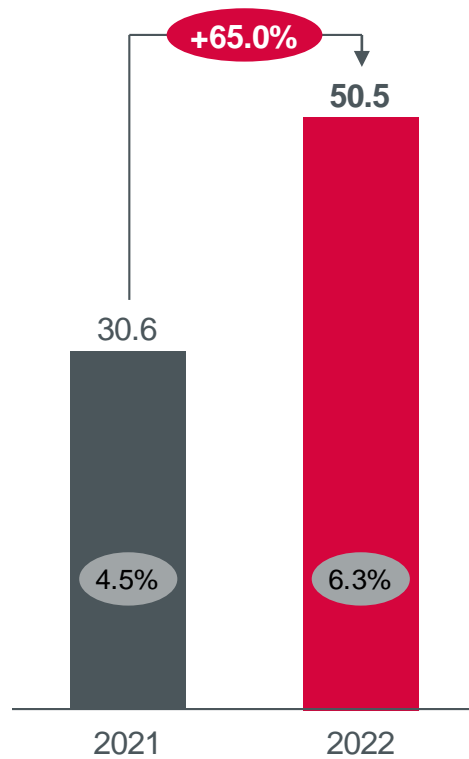
**Notes:**

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

# ADJUSTED EBIT



Adjusted EBIT [m€] <sup>(1)</sup>



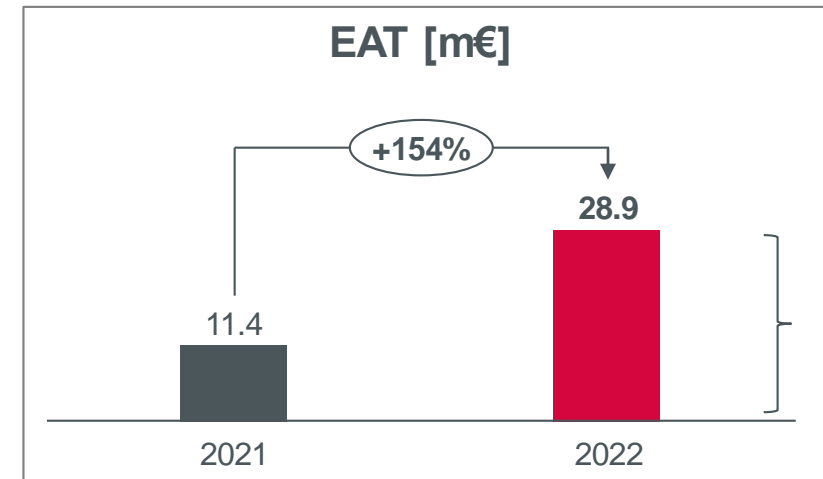
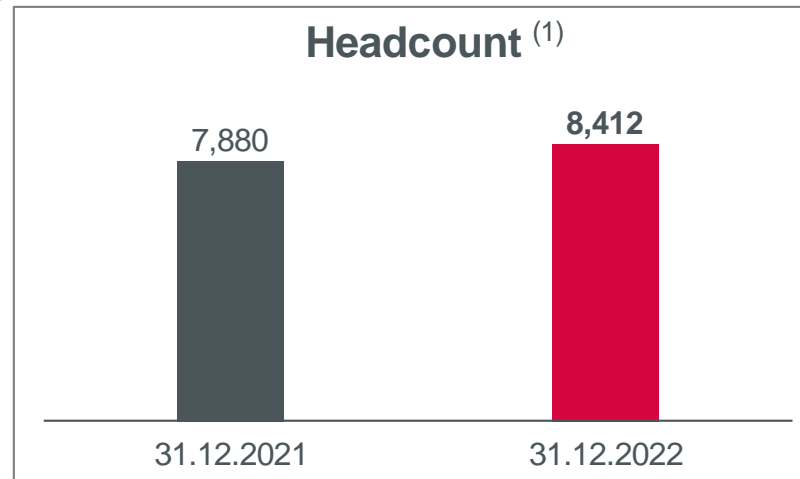
Adjusted EBIT by Segment [m€]

	2021	margin	2022	margin
Vehicle Engineering	23.3	5.4%	33.9	7.1%
Electrics / Electronics	10.8	5.7%	14.9	6.5%
Production Solutions	-3.5	-3.6%	1.8	1.6%

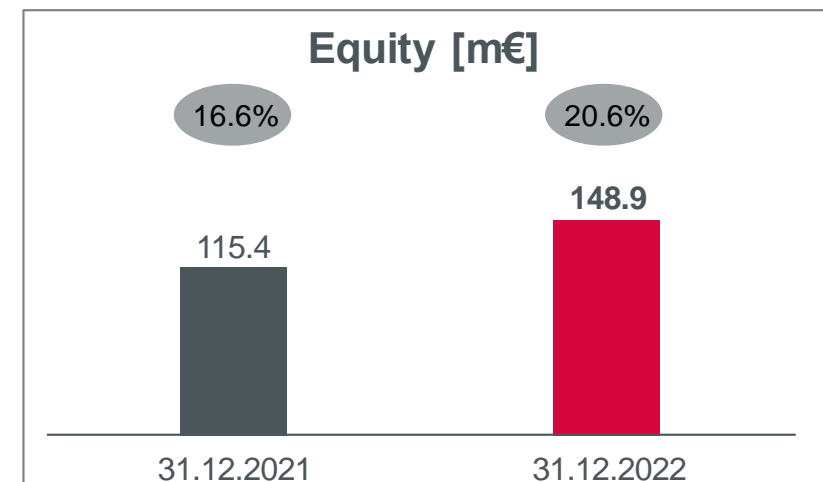
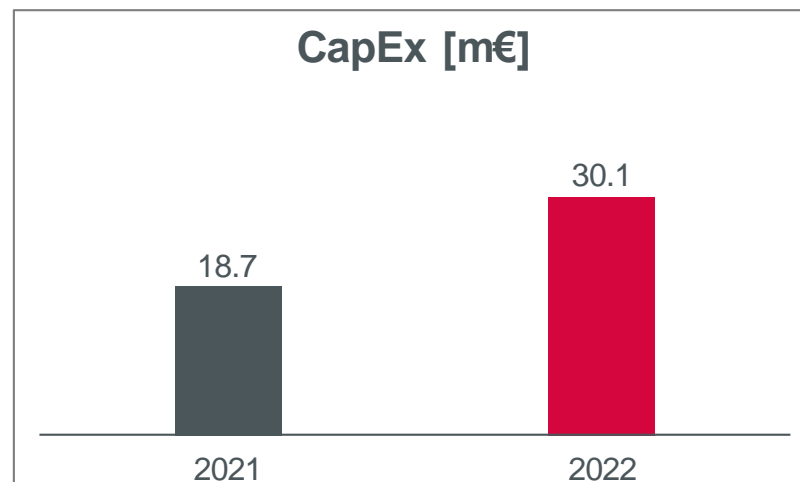
x.x% adjusted EBIT-Margin

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

# HEADCOUNT / CAPEX / EAT / EQUITY



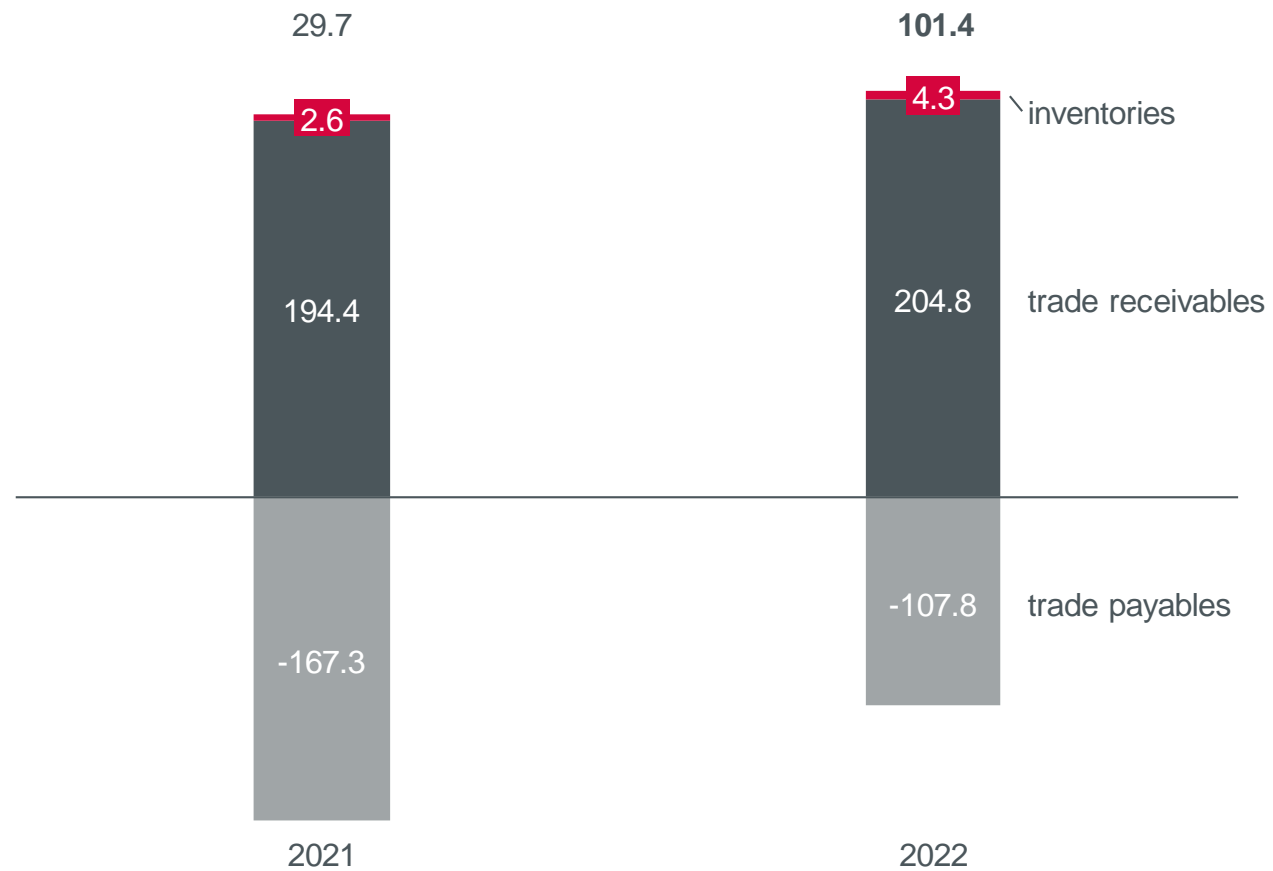
EPS: 1.15€  
DPS: 0.55€<sup>(2)</sup>



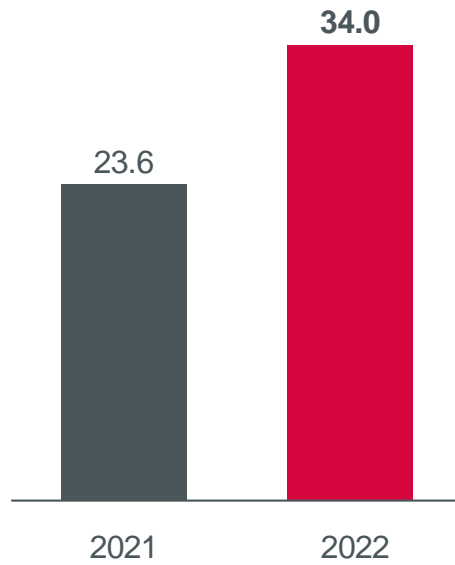
**Notes:**  
1. Including Trainees and work-study students  
2. Proposal



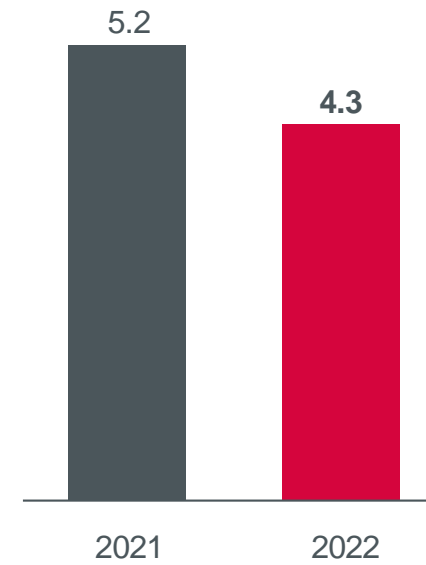
## Trade Working Capital [m€]



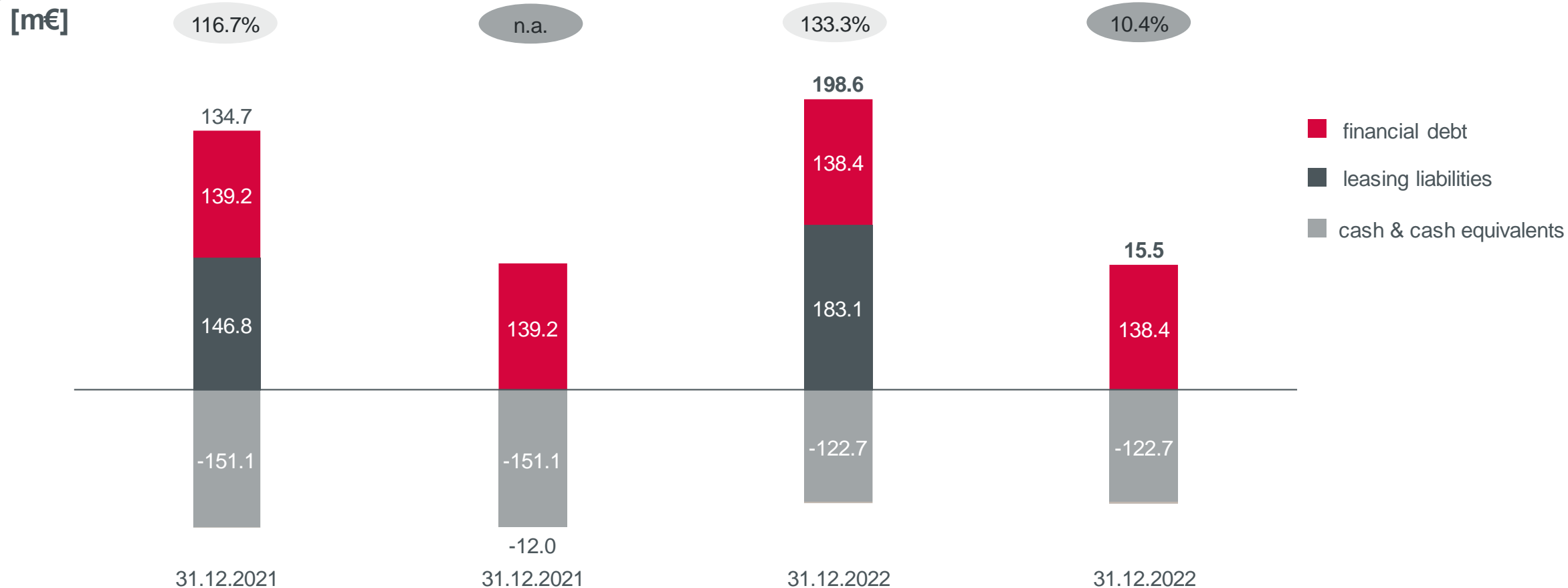
## Operating CF [m€]



## Free CF [m€]



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



# OUTLOOK





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 war in Ukraine and possible further geopolitical conflicts, energy price and wage cost developments, as well as the availability of sufficient qualified personnel.

- Revenue is expected to grow by around 4 percent to 7 percent.
- The adjusted EBIT margin is expected in a range of around 4 percent to 7 percent.

# QUESTIONS / ANSWERS



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## Financial Calendar

<b>Date</b>	
30 Mar 23	- Publication Annual Report 2022 - Analyst Call FY 2022
30 Mar 23	- Annual press briefing
05 May 23	Publication interim report 1Q23
28 Jun 23	General Shareholders' Meeting
31 Aug 23	- Publication interim report 1H23 - Analyst Call 1H23
09 Nov 23	Publication interim report 3Q23