

**YOUR GLOBAL MOBILITY AND
INDUSTRY ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

ANALYST-CALL H1 2024

August 30th, 2024





Harald Keller
CEO EDAG Group

since 07/2024	EDAG Engineering Group AG Chief Executive Officer
Since 2019	EDAG Engineering GmbH Managing Director (COO)
2017 – 2019	EDAG Engineering GmbH Manager Division Vehicle Development
2013 – 2016	AKKA / MBtech Group GmbH & Co. KGaA Managing Director (CEO)
2011 – 2013	F.S. Fehrer GmbH Managing Director (CTO)
2007 – 2010	Frimo Group Managing Director (CTO)
2006 – 2007	EDAG Fulda Executive Vice President
2004 – 2005	EDAG Wolfsburg Vice President Volkswagen Group
2000 – 2004	EDAG Fulda Various functions in Sales and Project Management
1995 – 1999	EDAG Rüsselsheim Team leader / assistant branch manager

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MARKET ENVIRONMENT

- IMF global economic growth expectations for 2024 still at 3.2% and for Germany unchanged only 0.2% ⁽¹⁾
- Continued volatile mobility market due to political uncertainties and changing customer demands
- Only moderate market growth in registered cars in Europe, China and the US
- Further cost reductions and restructuring of OEMs and Tier 1 supplier in addition to the already announced
- Strategic and technical challenges on the customer side lead to continued selective postponements in R&D budgets



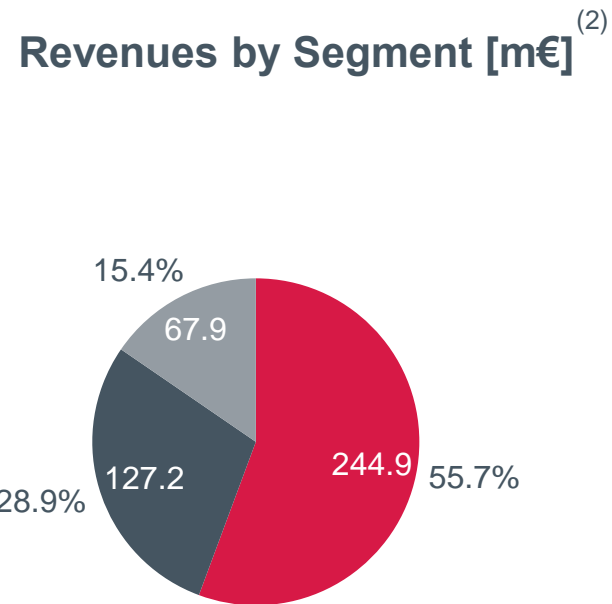
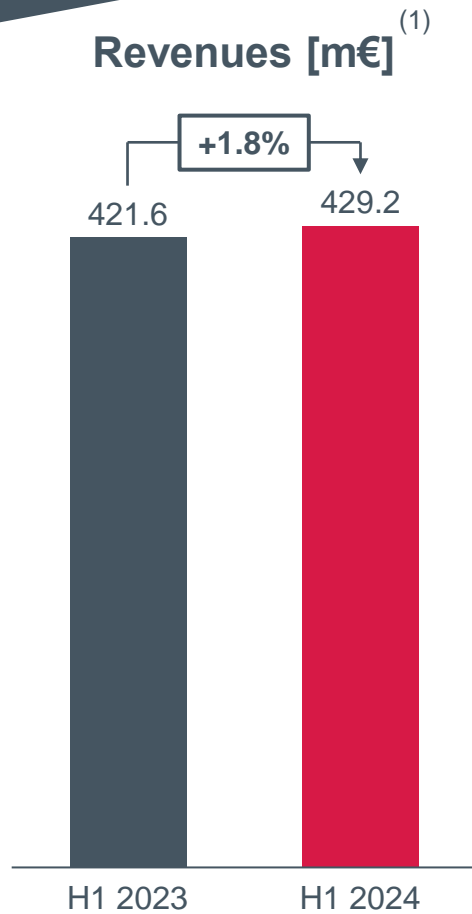
Source: 1. IMF, World Economic Outlook, July 2024

- Revenue up to 429.2 m€ (+ 1.8%)
 - Powered by significant growth in the segment PS (+ 26.3%)
- Adjusted EBIT at 21.8 m€; margin at 5.1%
- Very strong increase of Free Cash Flow up to 11.2 m€
- Order intake in H1 at 481 m€
- EDAG opens Zero Prototype Lab



KEY FIGURES

H1 2024



Change to H1 2023

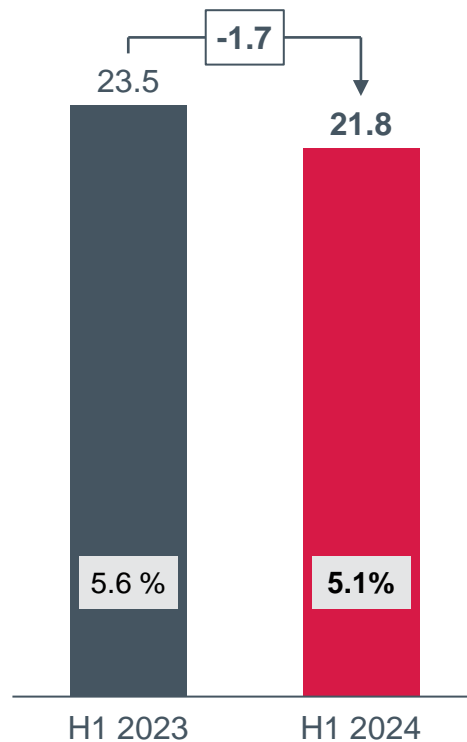
Vehicle Engineering	+ 0.1%
Electrics / Electronics	- 2.7%
Production Solutions	+ 26.3%

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

ADJUSTED EBIT



Adjusted EBIT [m€] ⁽¹⁾



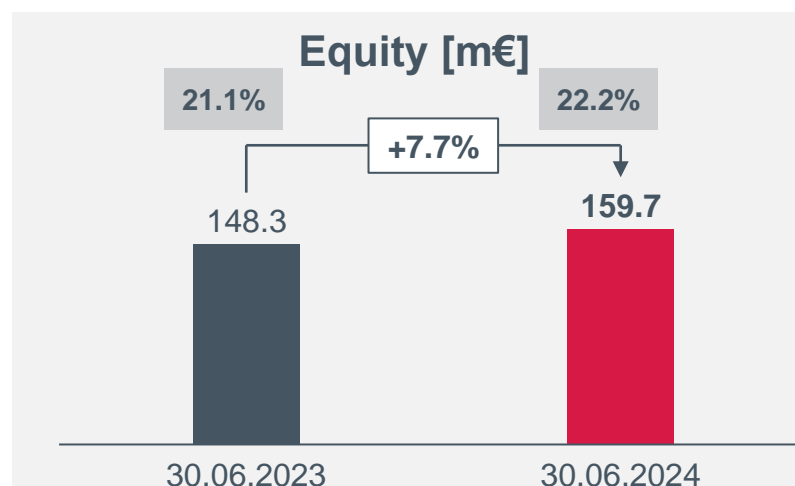
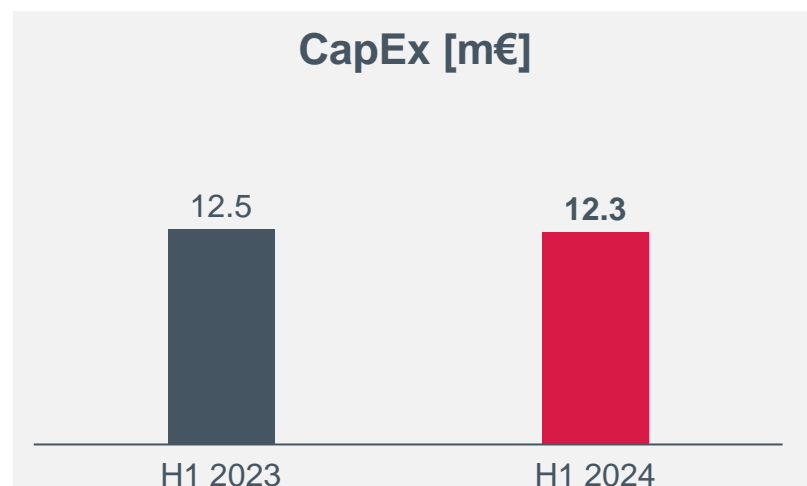
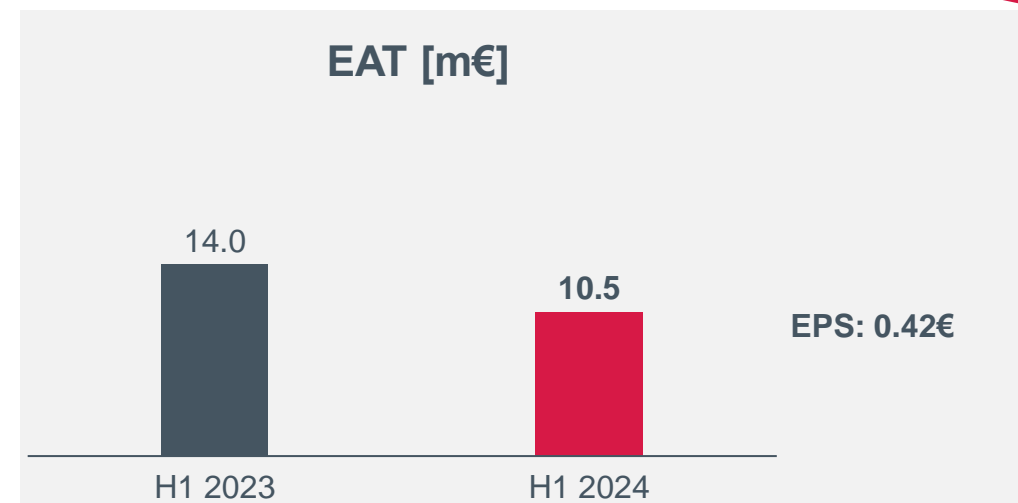
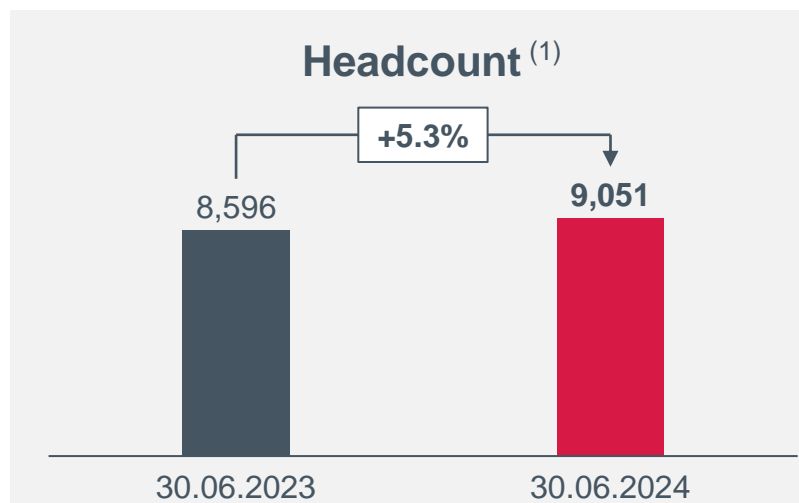
x.x% adjusted EBIT-Margin

Notes: 1. Adj. for one-offs (purchase price allocation and cyber security insurance refunds)

Adjusted EBIT by Segment [m€]

	H1 2023	margin	H1 2024	margin
Vehicle Engineering	14.1	5.7%	15.4	6.3%
Electrics / Electronics	7.9	6.0%	3.8	3.0%
Production Solutions	1.6	3.0%	2.6	3.9%

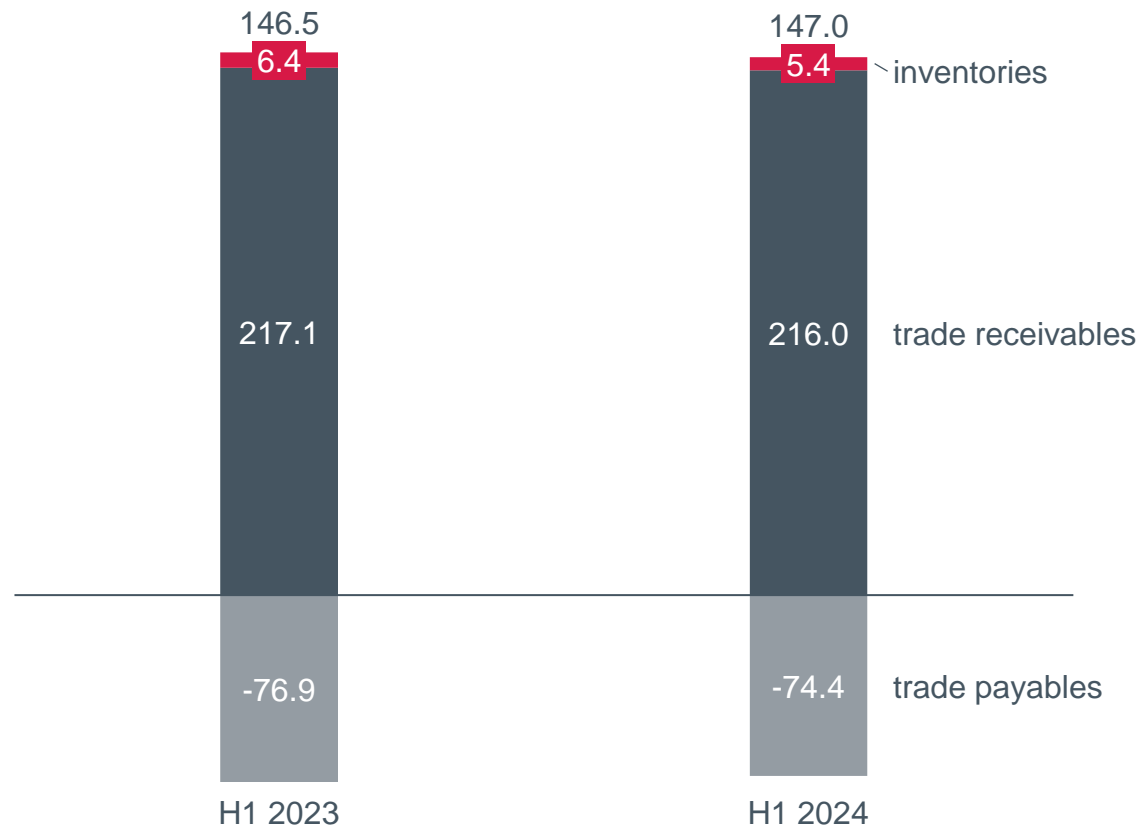
HEADCOUNT / CAPEX / EAT / EQUITY



x.x% Equity / Balance Sheet total

Notes: 1. Including apprentices

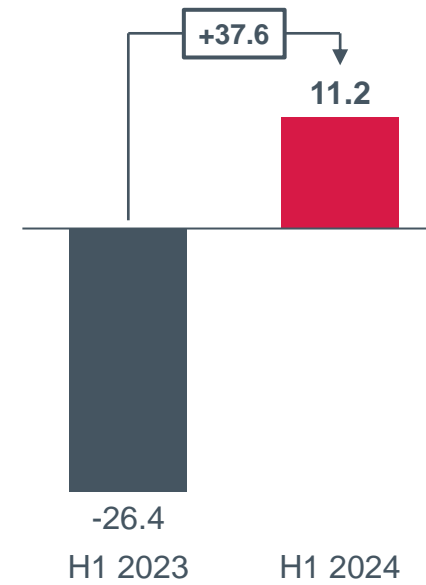
Trade Working Capital [m€]



Operating CF [m€]



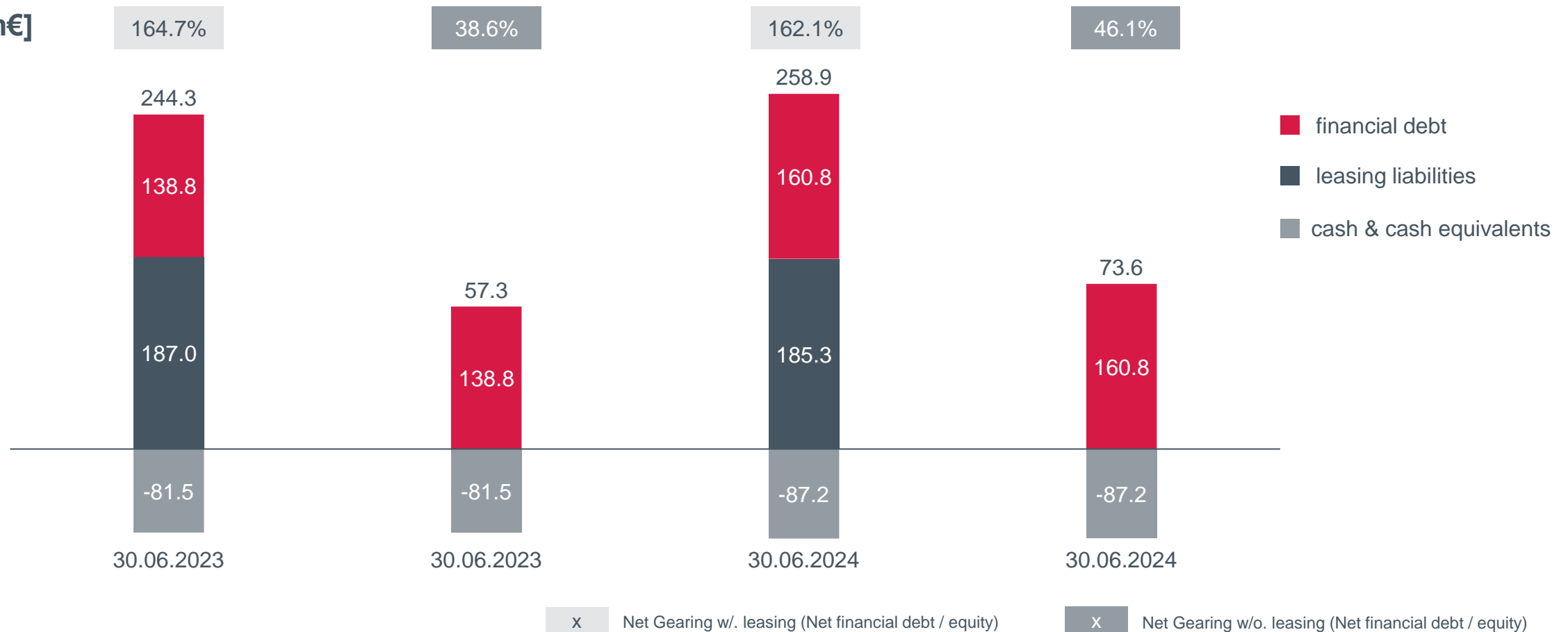
Free CF [m€]



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



[m€]



OUTLOOK

2024

For the fiscal year 2024, the EDAG Group anticipates experiencing further expansion and maintaining stable earnings development. However, these estimates are subject to several external factors that could impact their accuracy, including geopolitical events, energy and labor costs, and workforce availability.

- **Revenue** is expected to grow by **around 4 percent to around 6 percent**

- The **adjusted EBIT** margin is expected in a range of **around 5 percent to around 6 percent**

- The **investment rate** is expected in a range of **around 4 percent**

Q & A

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Financial Calendar

- **07 Nov 24**
 - Publication interim report 3Q24
 - Analyst Call 3Q24

THANK YOU



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