

**YOUR GLOBAL MOBILITY  
ENGINEERING EXPERTS**

**EDAG ENGINEERING GROUP AG**

# CAPITAL MARKETS DAY 2019



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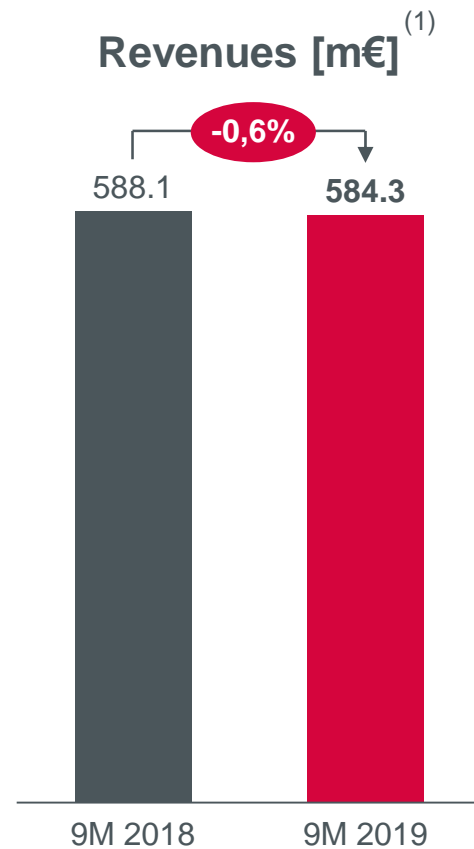
# FINANCIALS Q1 - Q3 2019



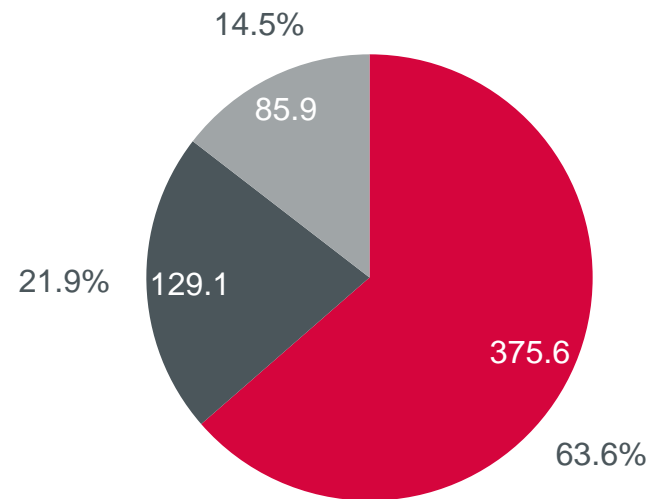
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- Continued and robust growth in VE and E/E
- Adj. EBIT stabilized, restructuring of PS on track
- Order intake up by 35.4 m€ year-on-year to 624.5 m€
- World premiere of the EDAG CityBot at Frankfurt auto show
- EDAG wins eMove360° Award in the category „Battery & Powertrain“





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

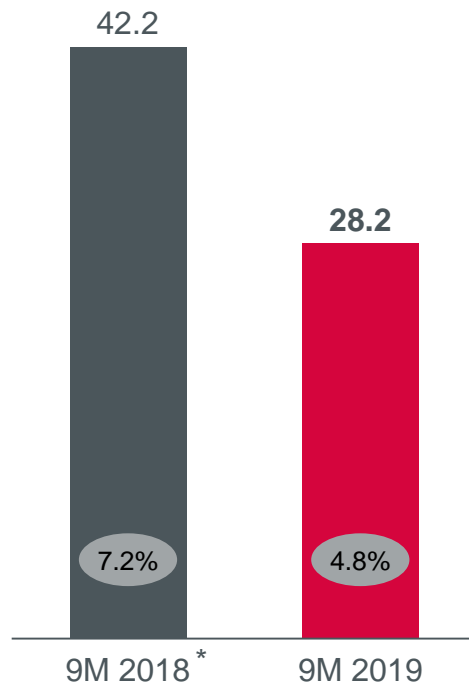


### change to 9M 2018

- Vehicle Engineering + 3.5%
- Electrics / Electronics +12.4%
- Production Solutions - 27.9%

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

## Adjusted EBIT [m€] <sup>(1)</sup>



## Adjusted EBIT by Segment [m€]

	9M 2018*	margin	9M 2019	margin
Vehicle Engineering	27.0	7.5%	26.5	7.0%
Electrics / Electronics	6.2	5.4%	9.9	7.6%
Production Solutions	9.0	7.6%	-8.1	-9.4%

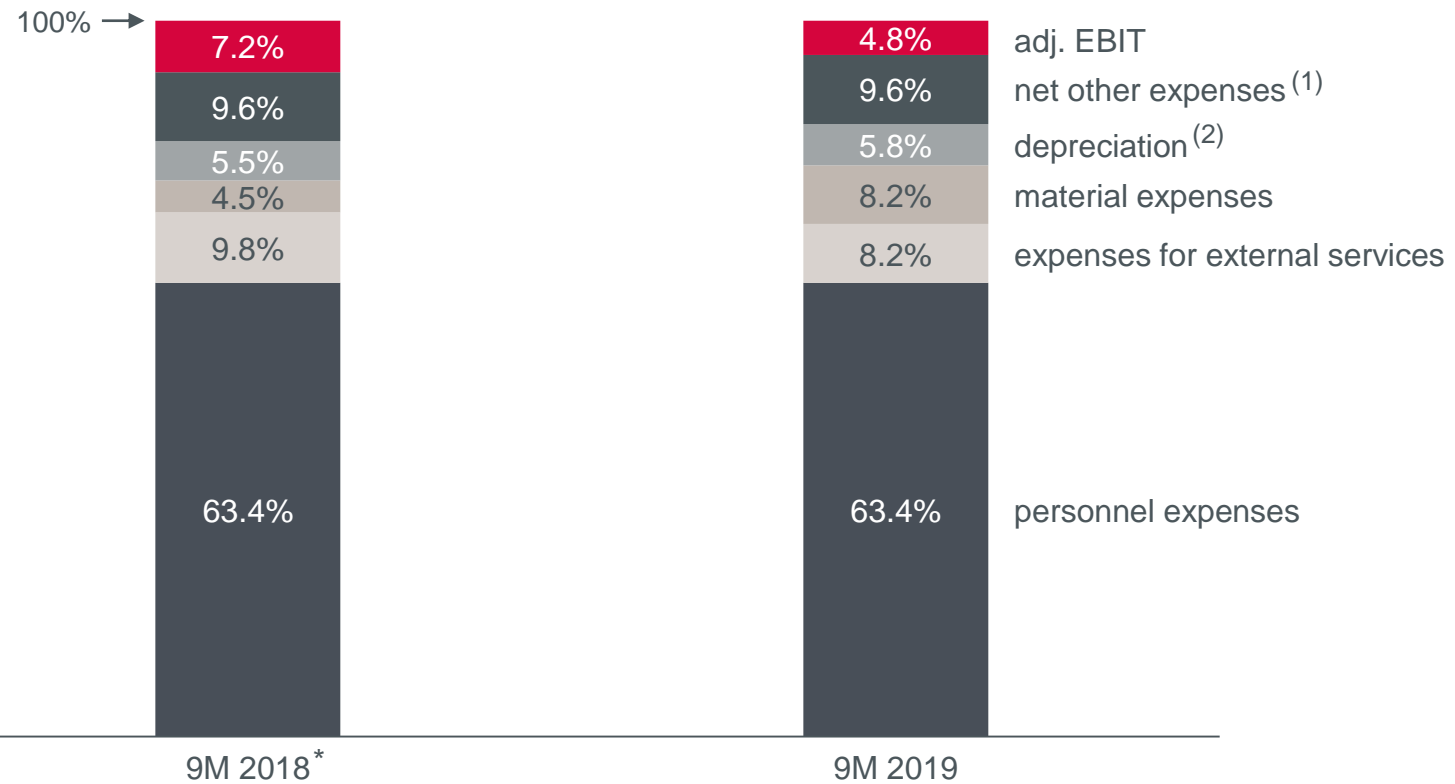
**Notes:**

\* Adjusted base on new IFRS 16 Standards

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

x.x% adjusted EBIT-Margin

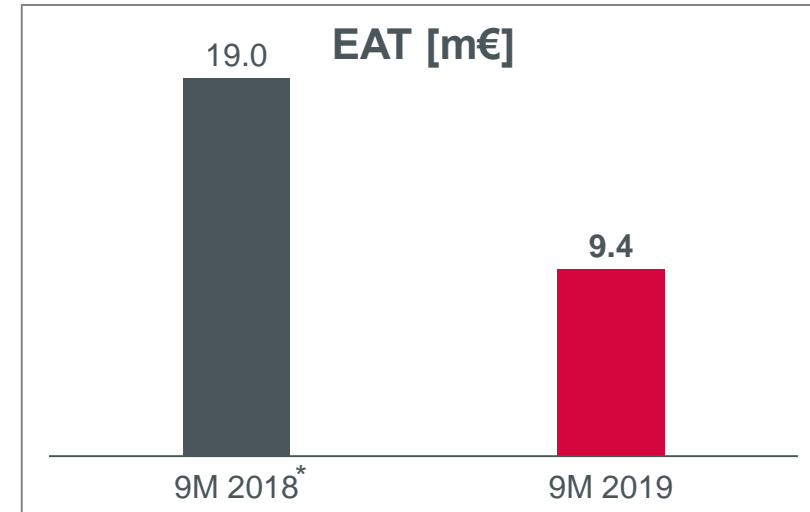
## Total cost structure breakdown (as % of revenues)



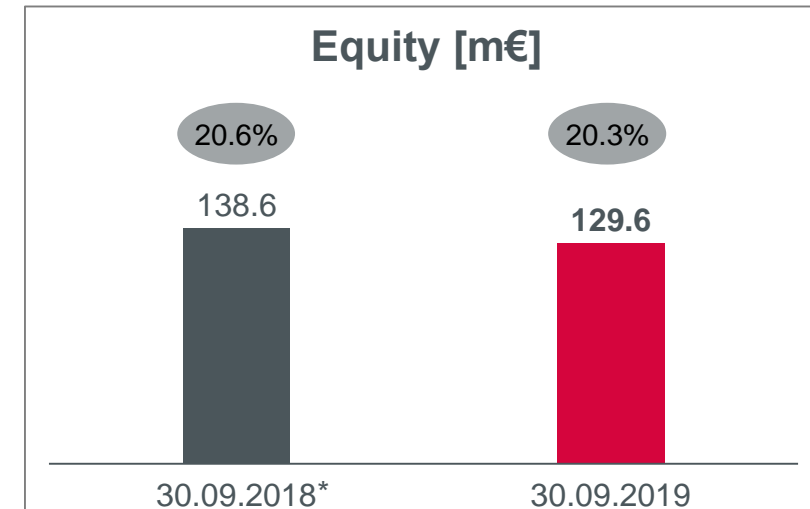
**Notes**

- \* Adjusted base on new IFRS 16 Standards
- 1. Defined as other expenses net of other income plus all EBIT adjustments other than PPA amortization
- 2. Excluding PPA amortization

- EAT down to 9.4 m€
  - EPS at 0.38 €



- Equity impacted by IFRS 16
- Equity ratio at 20.3%



Notes

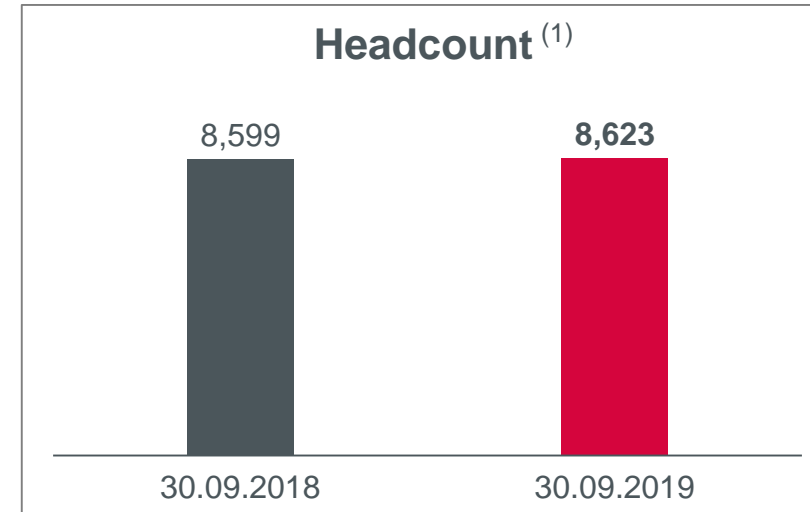
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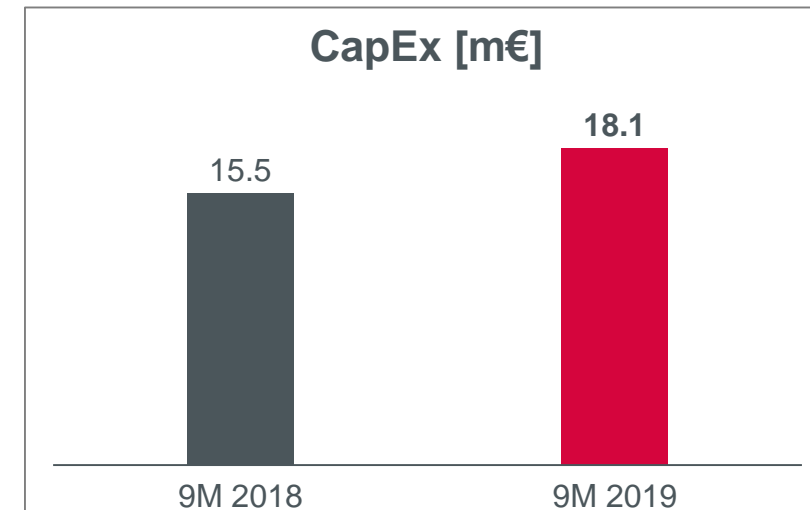
# HEADCOUNT AND CAPEX



- Headcount up by 24 employees (yoy)
  - Down by 30 (qoq)



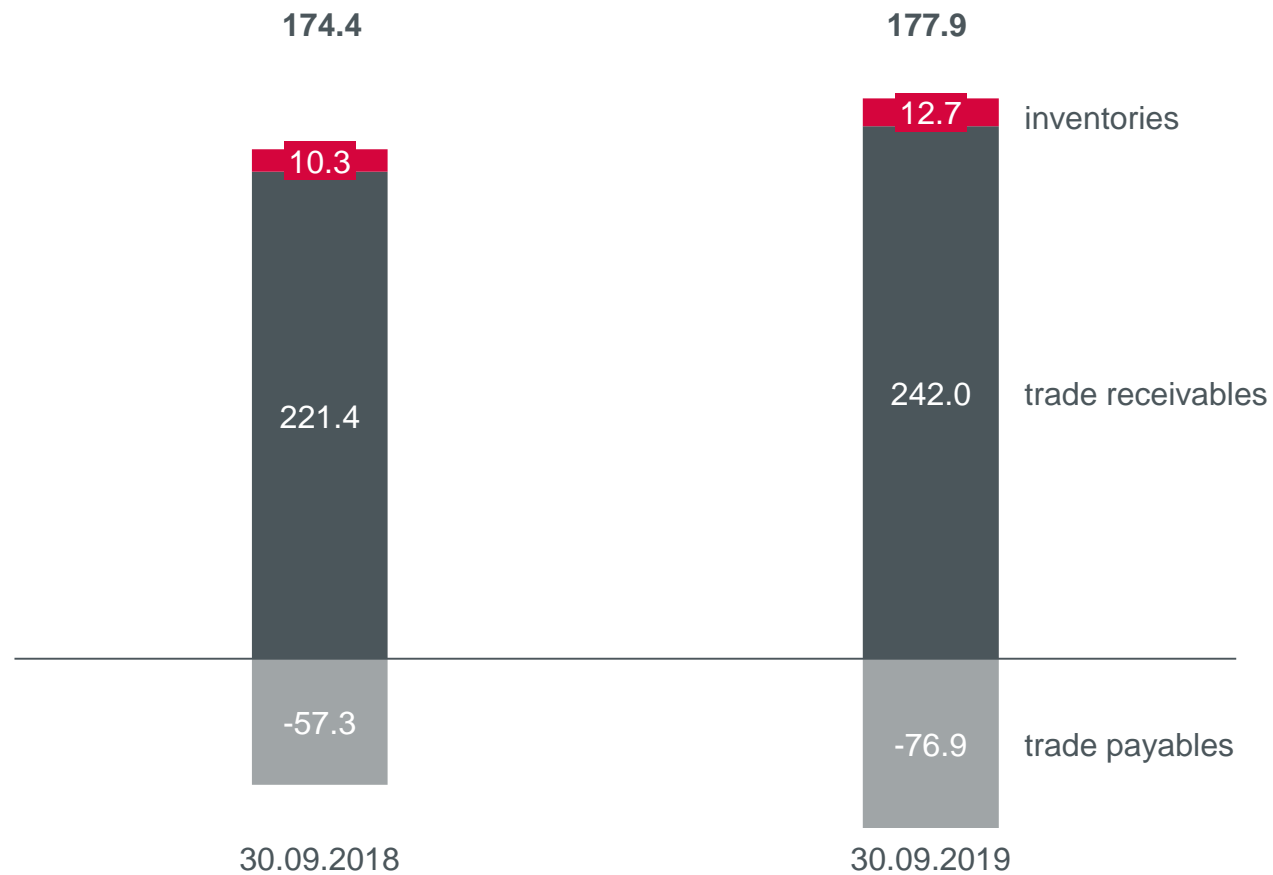
- CapEx up to 18.1 m€
- CapEx levels at about 3.1% of revenues



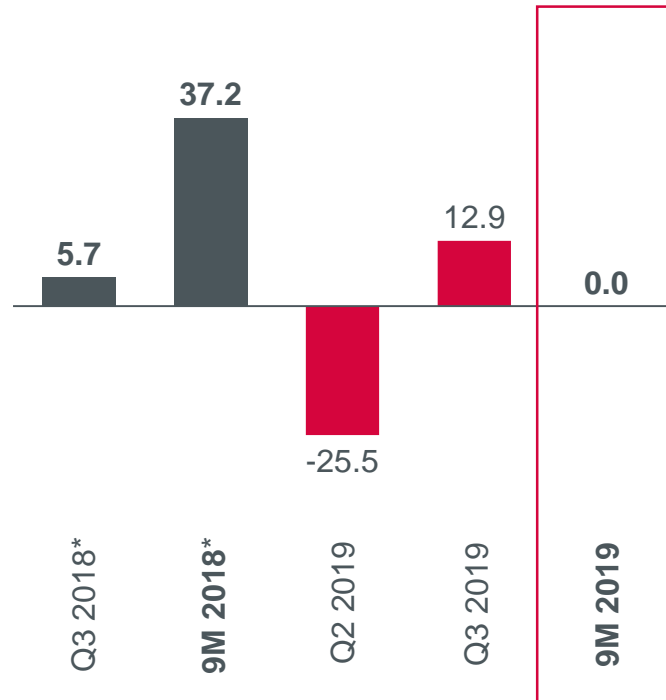
#### Notes

1. Including Trainees and work-study students

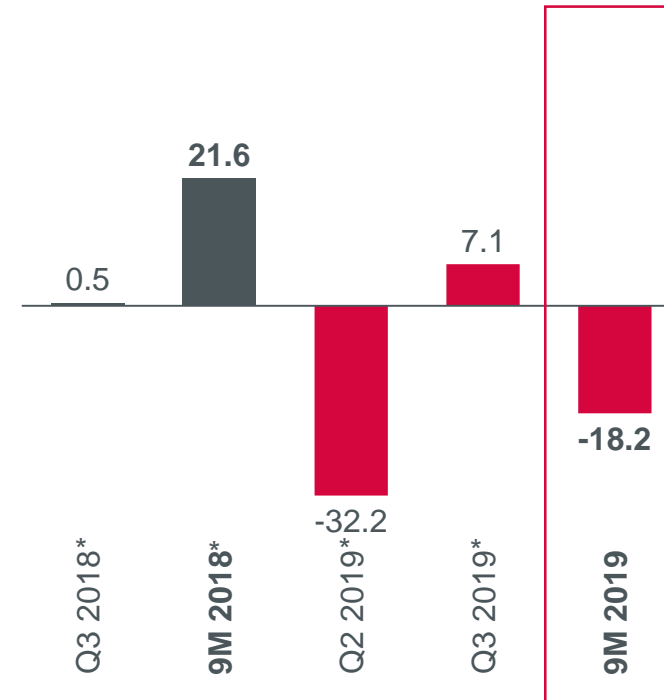
## Trade Working Capital [m€]



## Operating CF [m€]



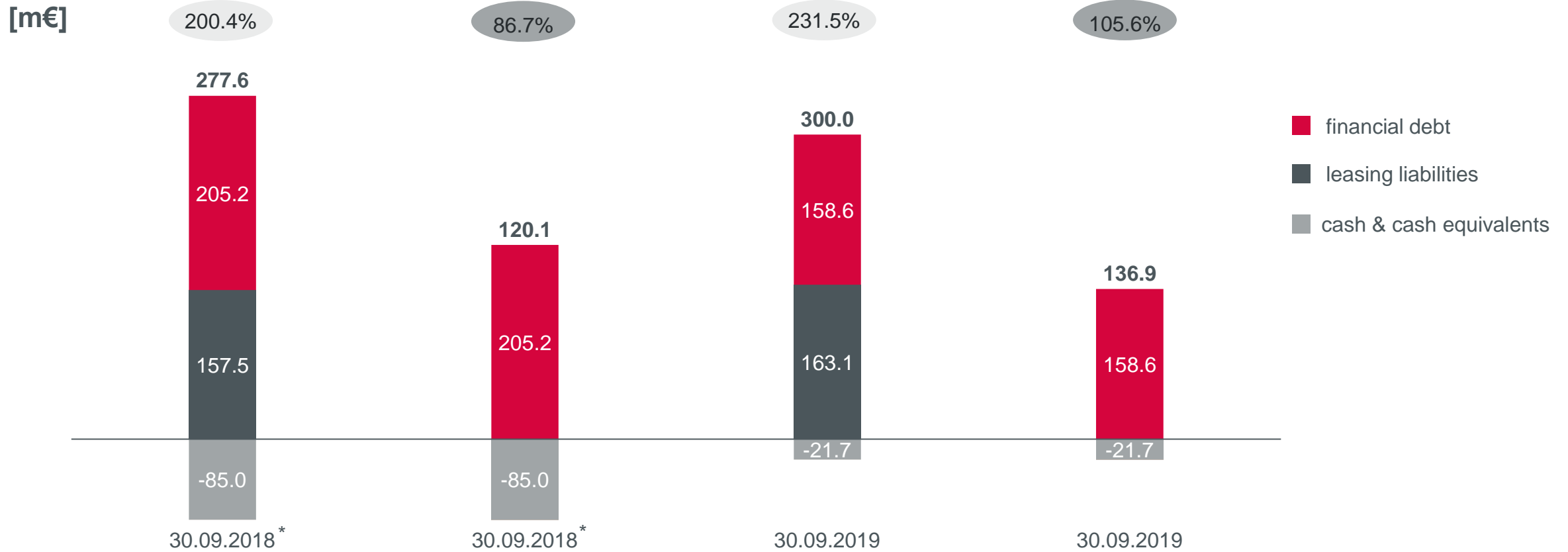
## Free CF [m€]



**Notes**

\* Adjusted base on new IFRS 16 Standards

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



Notes  
\* Adjusted base on new IFRS 16 Standards

- For the full year 2019, we expect revenues at previous year's level +/- round 1% and an adjusted EBIT-margin in a range of round 4-5%.
- Earnings after tax are expected to be below 10 million Euros.
- The segment Production Solutions now expects a negative adjusted EBIT in a single-digit percentage range.

# QUESTIONS / ANSWERS



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## Financial Calendar

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02 Apr 20	- Publication Annual Report 2019 - Analyst Call FY 2019
02 Apr 20	- Annual press briefing
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07 May 20	Publication interim report 1Q20
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24 Jun 20	General Shareholders' Meeting
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27 Aug 20	- Publication interim report 1H20 - Analyst Call reg. 1H20
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12 Nov 20	Publication interim report 3Q20

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