

**YOUR GLOBAL MOBILITY
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

ANALYST-CALL Q1 2023

May 5th, 2023



- For the purposes of the following disclaimer, references to “this Presentation” shall be deemed to include references to this document, the presenters’ speeches, the question and answer session and any other related verbal or written communications.
- The information contained in this Presentation has been prepared solely for use in the Call on May 5th, 2023.
- This Presentation is confidential and does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or any of its subsidiaries nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any of its subsidiaries, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. Accordingly, any investment decision to purchase or subscribe for any securities of the Company should be made solely on the basis of the information that is issued by the Company and available in the public domain.
- This Presentation has been presented to you solely for your information and must not be copied, reproduced, distributed or passed (in whole or in part) to any other person at any time. Presentations are by their nature abbreviated information and cannot substitute for narrative information. In addition, the information herein is preliminary and is not comprehensive. No reliance may be placed for any purpose whatsoever on the information or opinions contained in this Presentation or on its completeness, accuracy or fairness. Neither the Company, the remainder of its Group, its shareholders nor any financial or other advisors mandated by the Company nor any other manager, their respective affiliates, directors, officers, employees, advisers or agents accepts any responsibility or liability whatsoever for or makes any representation or warranty, express or implied, as to the accuracy, completeness or fairness of the information or opinions in this Presentation (or whether any information has been omitted from this Presentation) or any other information relating to the Group, whether written, oral or in a visual or electronic form, and howsoever transmitted or made available or for any loss howsoever arising from any use of this Presentation or its contents or otherwise arising in connection therewith. In particular, no representation or warranty is given as to the likelihood of achievement or reasonableness of, and no reliance should be placed on, any projections, targets, ambitions, estimates or forecasts contained in this Presentation, and nothing in this Presentation is or should be relied on as a promise or representation as to the future.
- Certain industry and market information in this Presentation and/or related materials and/or given at the presentation has been obtained by the Company from third party sources. The Company has not independently verified such information and neither the Company nor any of its directors provides any assurance as to the accuracy, fairness or completeness of such information or opinions contained in this document and neither the Company nor any of its directors takes any responsibility for such information.
- Without prejudice to the foregoing, neither the Company nor any of its directors accept any liability whatsoever for any loss howsoever arising, directly or indirectly, from use of this document or its contents or otherwise arising in connection therewith.
- This Presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, are reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company, or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Many of these risks and uncertainties relate to factors that are beyond the Company’s ability to control or estimate precisely, such as future market conditions, currency fluctuations, the behavior of other market participants, the actions of regulators and other factors such as the Company’s ability to continue to obtain financing to meet its liquidity needs, changes in the political, social and regulatory framework in which the Group operates or in economic or technological trends or conditions. These forward-looking statements speak only as at the date of this Presentation. Given these risks, uncertainties and other factors, recipients of this Presentation are cautioned not to place undue reliance on these forward-looking statements.
- All information in this Presentation is current at the time of publication but may be subject to change in the future. The Company disclaims any obligation to update or revise any statements, in particular forward-looking statements, to reflect future events or developments. Statements contained in this Presentation regarding past events or performance should not be taken as a guarantee of future events or performance. Recipients of this Presentation should not treat the contents of this Presentation as advice relating to legal, taxation or investment matters, and must make their own assessments concerning such matters and other consequences of a potential investment in the Company and its securities, including the merits of investing and related risks.
- This presentation is confidential and is being distributed to selected recipients only. In receiving or otherwise accessing this Presentation, you will be deemed to have represented, agreed and undertaken that (i) you will observe the foregoing provisions, limitations and conditions; (ii) you have read and agree to comply with the contents of this disclaimer including, without limitation, the obligation to keep the information given at the presentation and this document and its contents confidential; and (iii) you will not at any time have any discussion, correspondence or contact concerning the information given at the presentation with any of the directors or employees of the Company or its subsidiaries nor with any of its customers or suppliers, or any governmental or regulatory body without the prior written consent of the Company.
- This Presentation and any materials distributed in connection with this Presentation are not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. Failure to comply with this restriction may constitute a violation of applicable securities laws.
- This Presentation is not for publication, release or distribution in the United States, Australia, Canada or Japan. The distribution of this Presentation in other jurisdictions may also be restricted by law.
- This Presentation and the information contained herein are not an offer of securities for sale in the United States. The securities described herein have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “U.S. Securities Act”), or any state securities laws, and may not be offered or sold in the United States except pursuant to an exemption from, or transaction not subject to, the registration requirements of the U.S. Securities Act.



- IMF lowered global economic growth expectations for 2023 to 2.8% (from 2.9% in January). For Germany, a recession is expected in the current year.¹
- Stubbornly high inflation and additional recent financial sector turmoil as key elements of new forecast.
- Impact on ESP-business rather limited at this point in time.
- OEM continue to invest heavily into new technologies which transfers into a decent outsourcing environment.
- The EDAG Group is benefitting from this environment which is also confirmed by solid order intake in Q1.

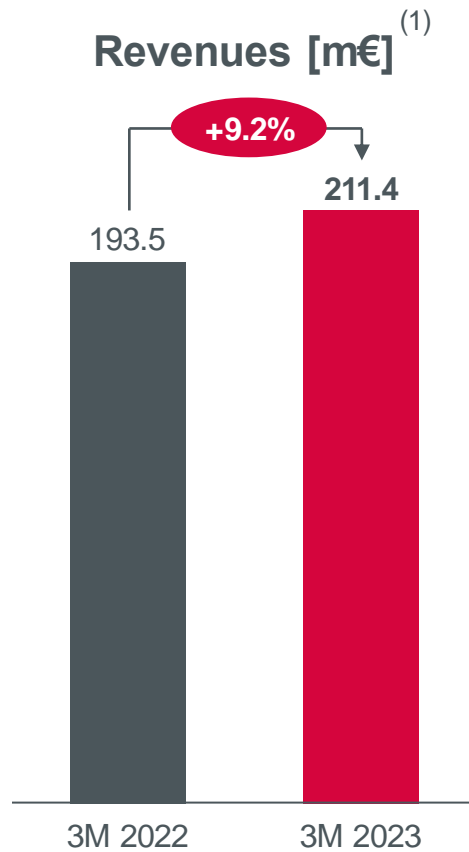
Source: 1. IMF, World Economic Outlook, April 11th, 2023

KEY HIGHLIGHTS Q1 2023

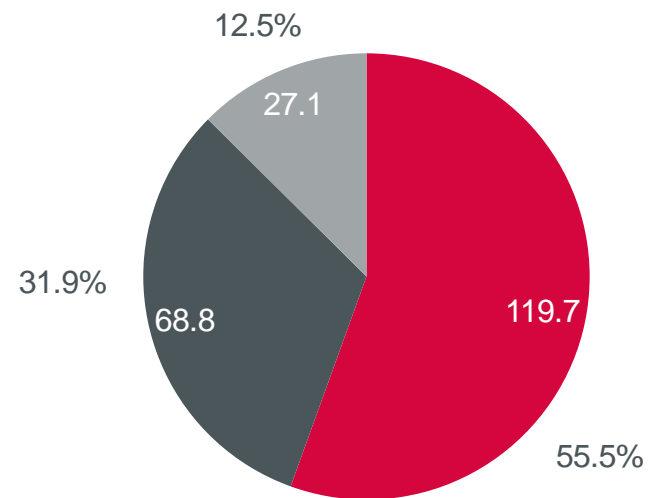


- Revenues up to 211.4 m€ (+9.2%)
 - Driven by Software & Digitalisation in the E/E segment
- Adjusted EBIT at 13.0 m€
 - Margin at 6.1 %
- Order intake in Q1 up to 312.0 m€
 - 17.2% up against previous year
- Opening of the new Ingolstadt Campus
- EDAG Group Wins Sustainability Award 2023 in Automotive





Revenues by Segment [m€] ⁽²⁾



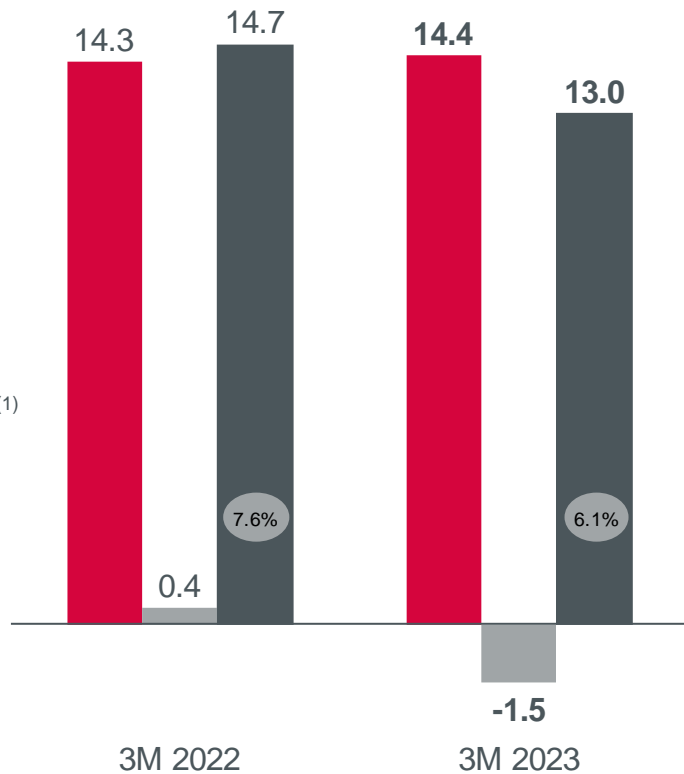
change to 3M 2022

- Vehicle Engineering + 3.6%
- Electrics / Electronics + 25.6%
- Production Solutions + 2.4%

Notes:

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

[m€]



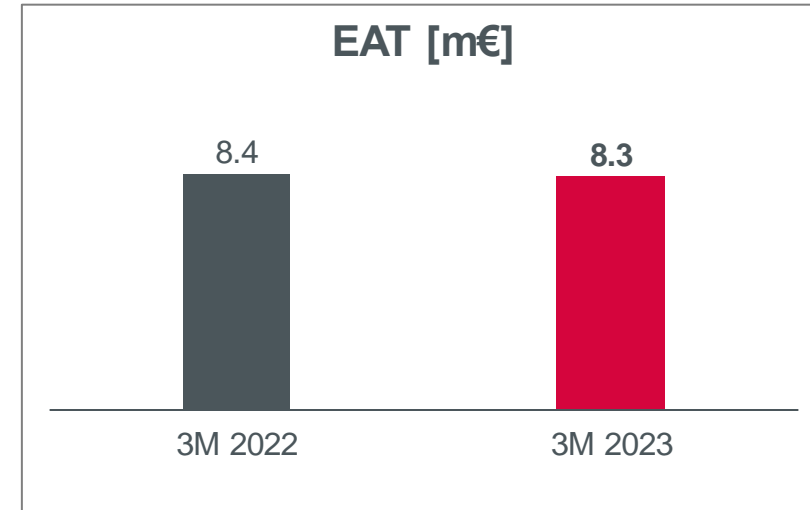
Adjusted EBIT by Segment [m€]

	3M 2022	margin	3M 2023	margin
Vehicle Engineering	9.6	8.3%	6.4	5.4%
Electrics / Electronics	4.6	8.3%	5.3	7.7%
Production Solutions	0.5	2.1%	1.2	4.5%

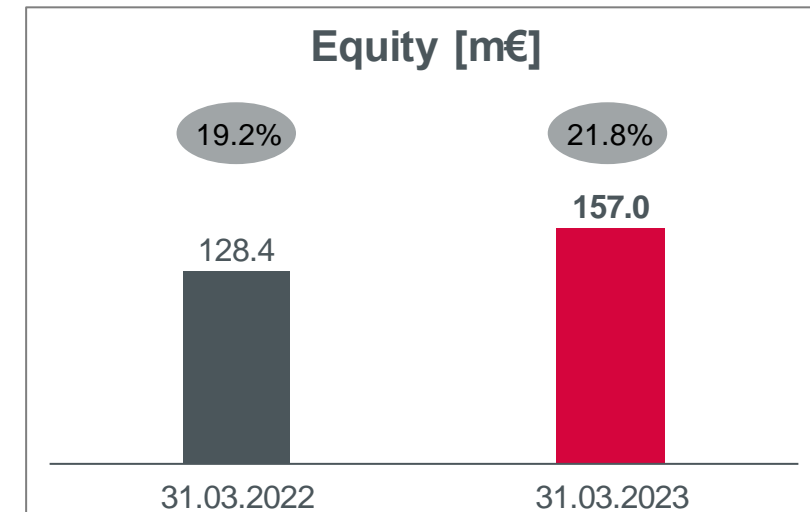
Notes:

1. Adj. for one-offs (purchase price allocation, consolidation effects, restructuring, payments from insurances, a. o.)
 © 2023 EDAG Engineering Group AG. All rights reserved.

- EPS at 0.33 EUR



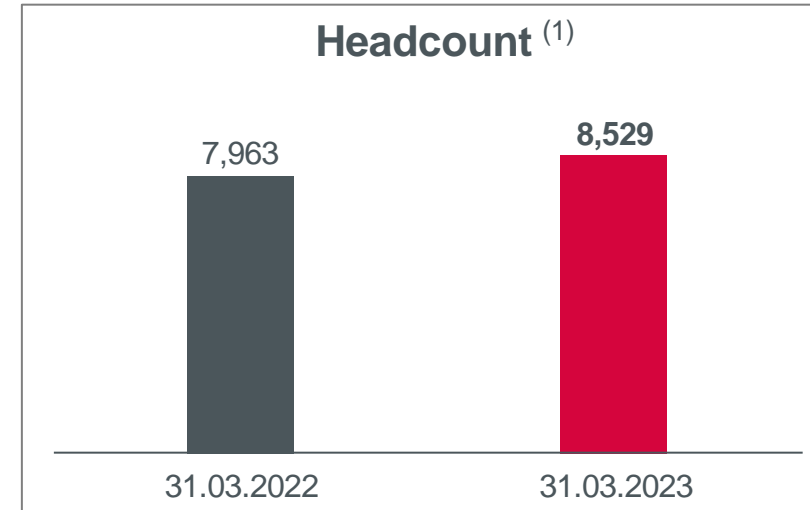
- Equity ratio increased yoy due to higher profit in 2022 and Q1 2023



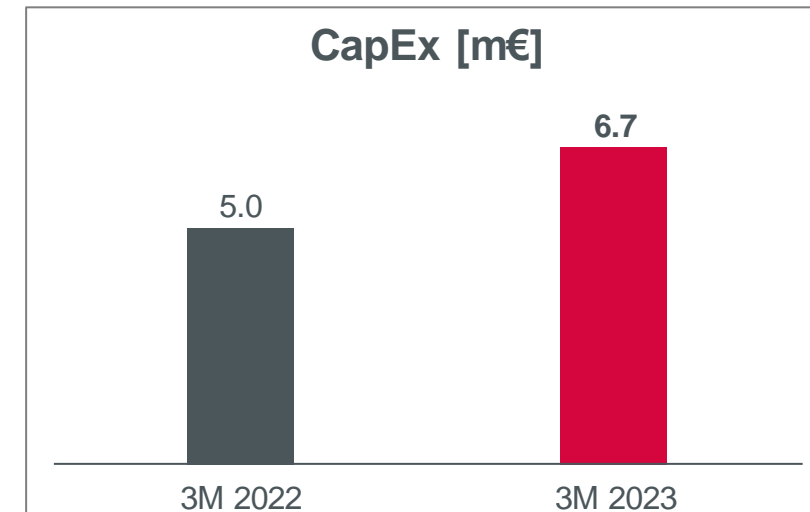
HEADCOUNT AND CAPEX



- Headcount up by 566 employees (yoy)
 - Particular strong increase in in E/E
 - Hiring mode expected to continue

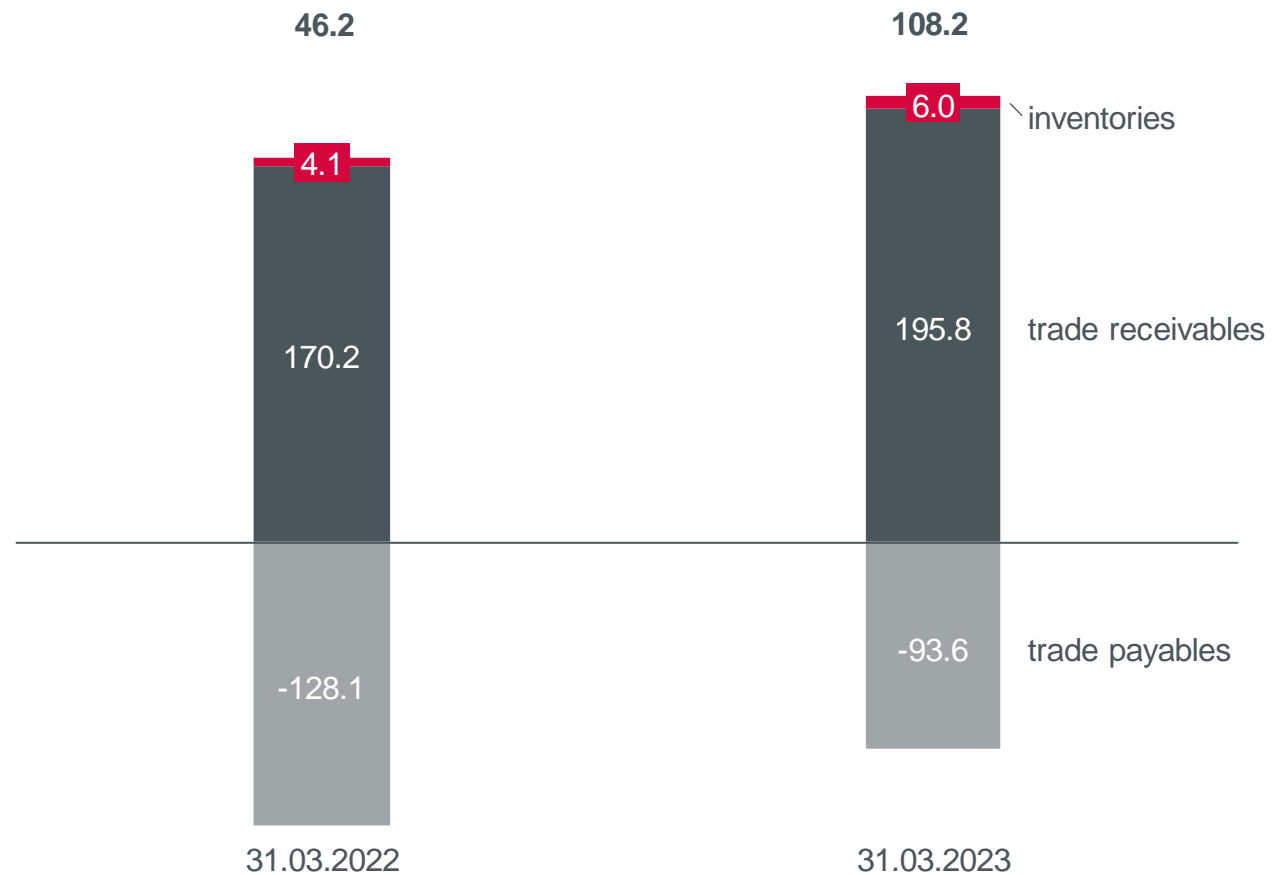


- CapEx up to 6.7 m€
- CapEx level at about 3.2% of revenues

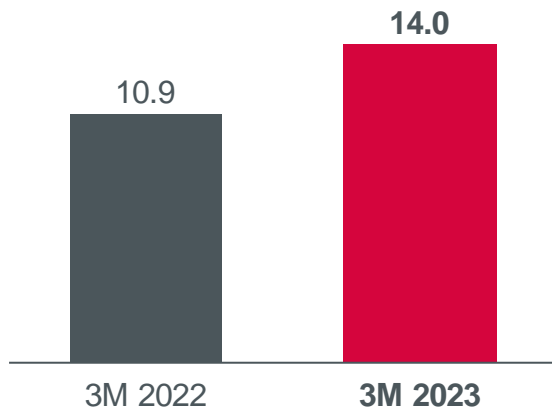


Notes
1. Including Trainees and work-study students

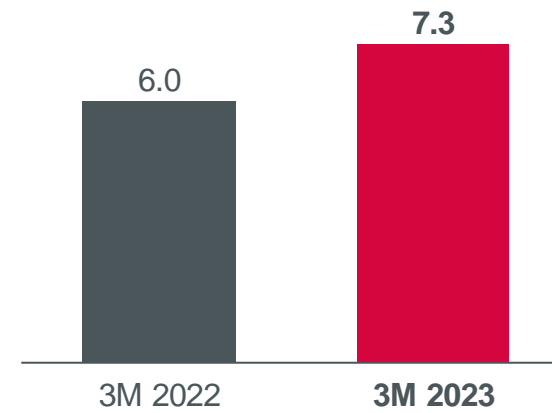
Trade Working Capital [m€]



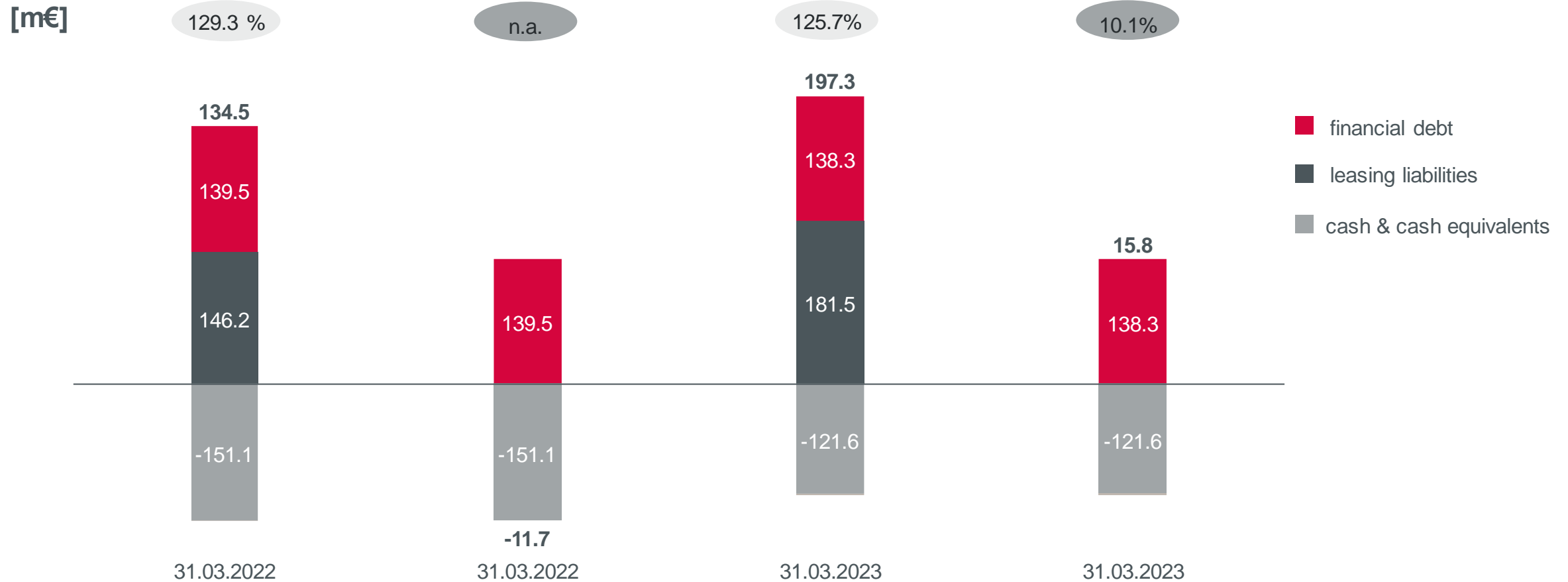
Operating CF [m€]



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 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



IR Contact

EDAG Engineering Group AG
Schlossgasse 2
CH – 9320 Arbon

Phone:
+41 (0)71 544 33 – 11
Email:
ir@edag-group.ag
Internet:
ir.edag.com

Financial Calendar

Date	
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