

**YOUR GLOBAL MOBILITY AND
INDUSTRY ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

FINANCIAL YEAR 2023

March 27th, 2024



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01 Market Environment

03 Outlook

02 Key Figures FY 2023

04 Q&A

MARKET ENVIRONMENT



- Mixed picture due to higher, more volatile energy prices and high interest rates
- Impact of the war in Ukraine and geopolitical disruptions
- Recovery of the global economy in 2024 at a low level
- Falling inflation and rising wages
- IMF: World economy 3.1% growth (October 2023: 2.9%), Germany: 0.5% growth⁽¹⁾




Slowdown in registration growth in the passenger car and light vehicle markets in Europe and the US



Continuing key future trends: Software, sensors, autonomous and connected driving as well as the development of artificial intelligence



Raised forecast for R&D spending of German OEMs to 280 bn. EUR and investments into new and modified plants to 130 bn. EUR⁽¹⁾

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- Continuation of greatest transformation in automotive industry
 - Allocation of further significant investments
 - Creation of opportunities for innovative adaptable and internationally operating ESPs such as EDAG

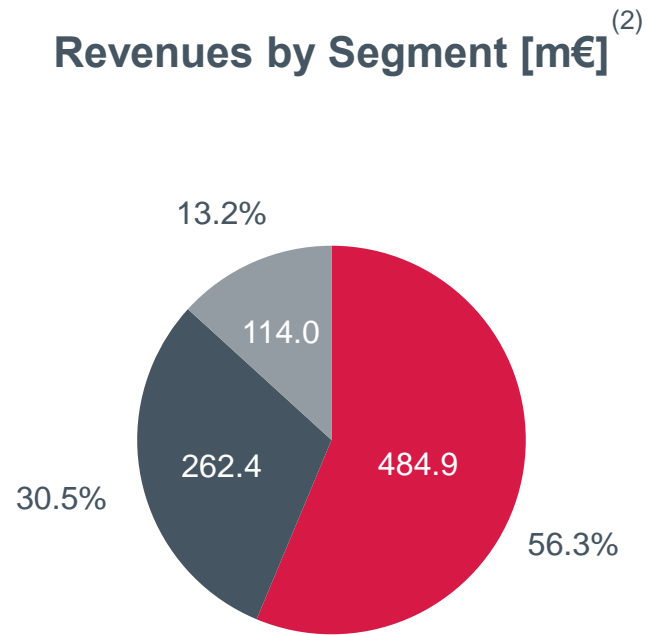
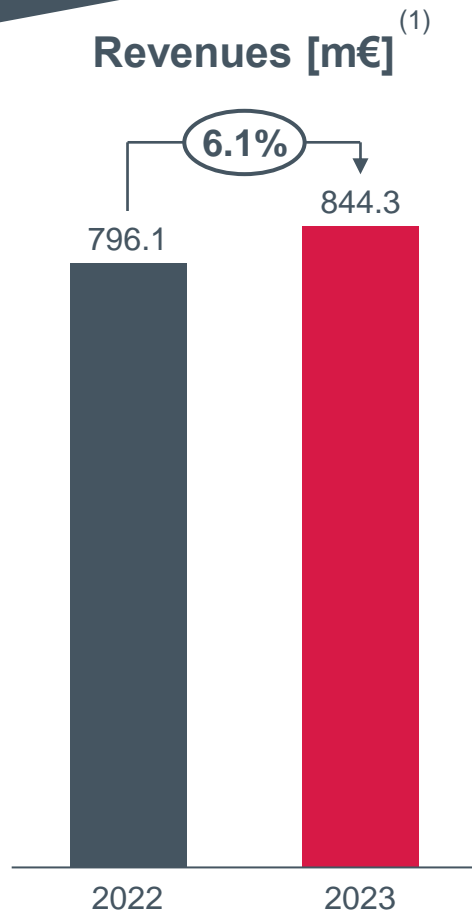
RECAP KEY ACTIVITIES 2023

- Revenue growth up to 844.3 m€ (+ 6.1%)
 - All segments record positive growth
 - E/E outperforming with 14.9%
- Adjusted EBIT at 52.6 m€
 - Margin at 6.2%
 - All segments are profitable
- Record high order intake at 861.9 m€ (+ 11.7 m€)
- Strong increase of Free Cash Flow up to 10.9 m€ (+ 153%)
- Investment in competence center for electromagnetic compatibility
- Further internationalization by opening location in Austria



KEY FIGURES

FY 2023

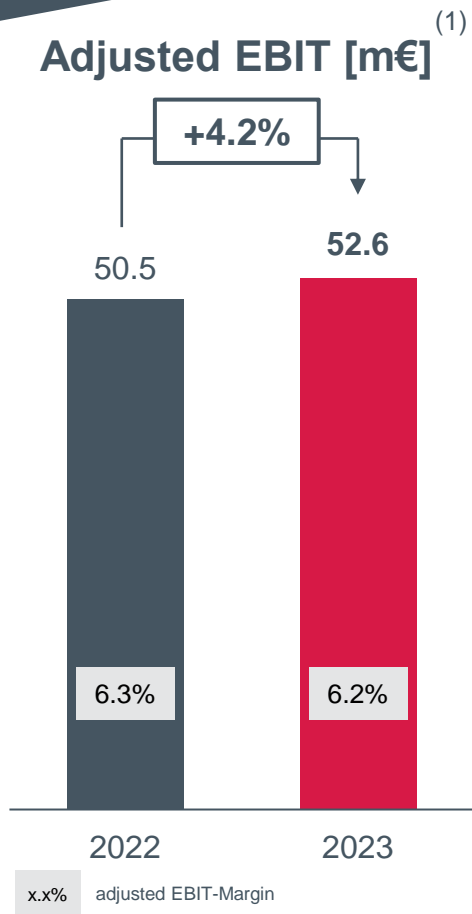


Change to 2022

Vehicle Engineering	+ 1.9%
Electrics / Electronics	+ 14.9%
Production Solutions	+ 3.7%

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

ADJUSTED EBIT

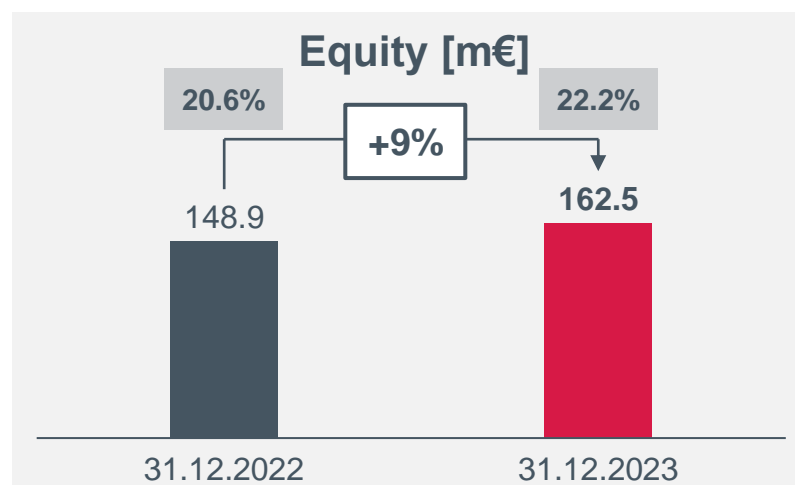
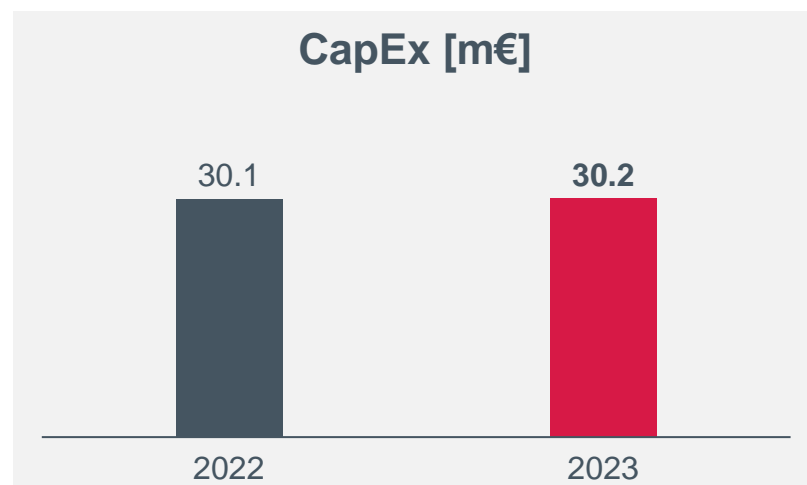
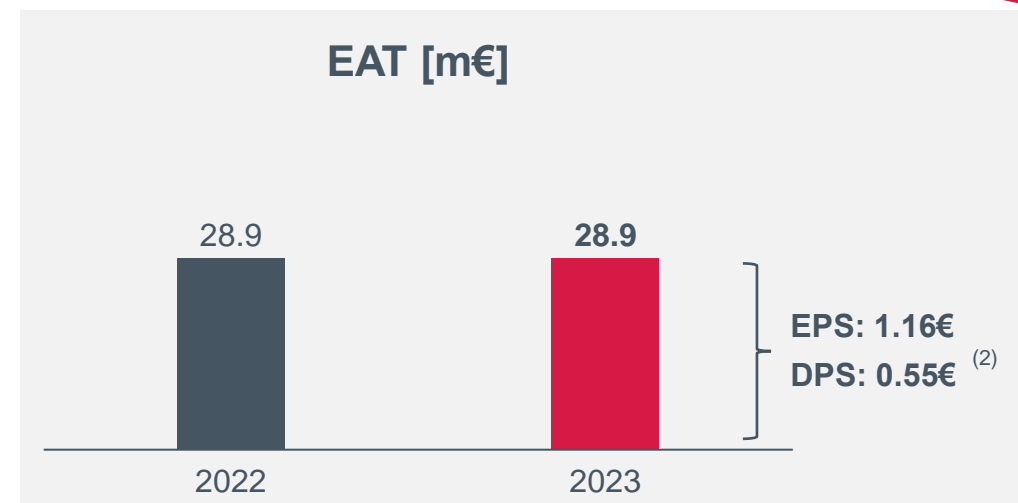
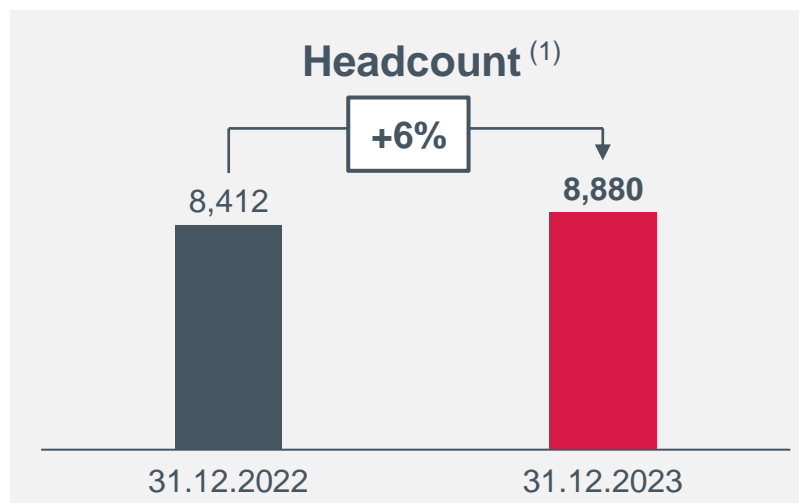


Adjusted EBIT by Segment [m€]

	2022	margin	2023	margin
Vehicle Engineering	33.9	7.1%	34.7	7.2%
Electrics / Electronics	14.9	6.5%	15.3	5.8%
Production Solutions	1.8	1.6%	2.6	2.3%

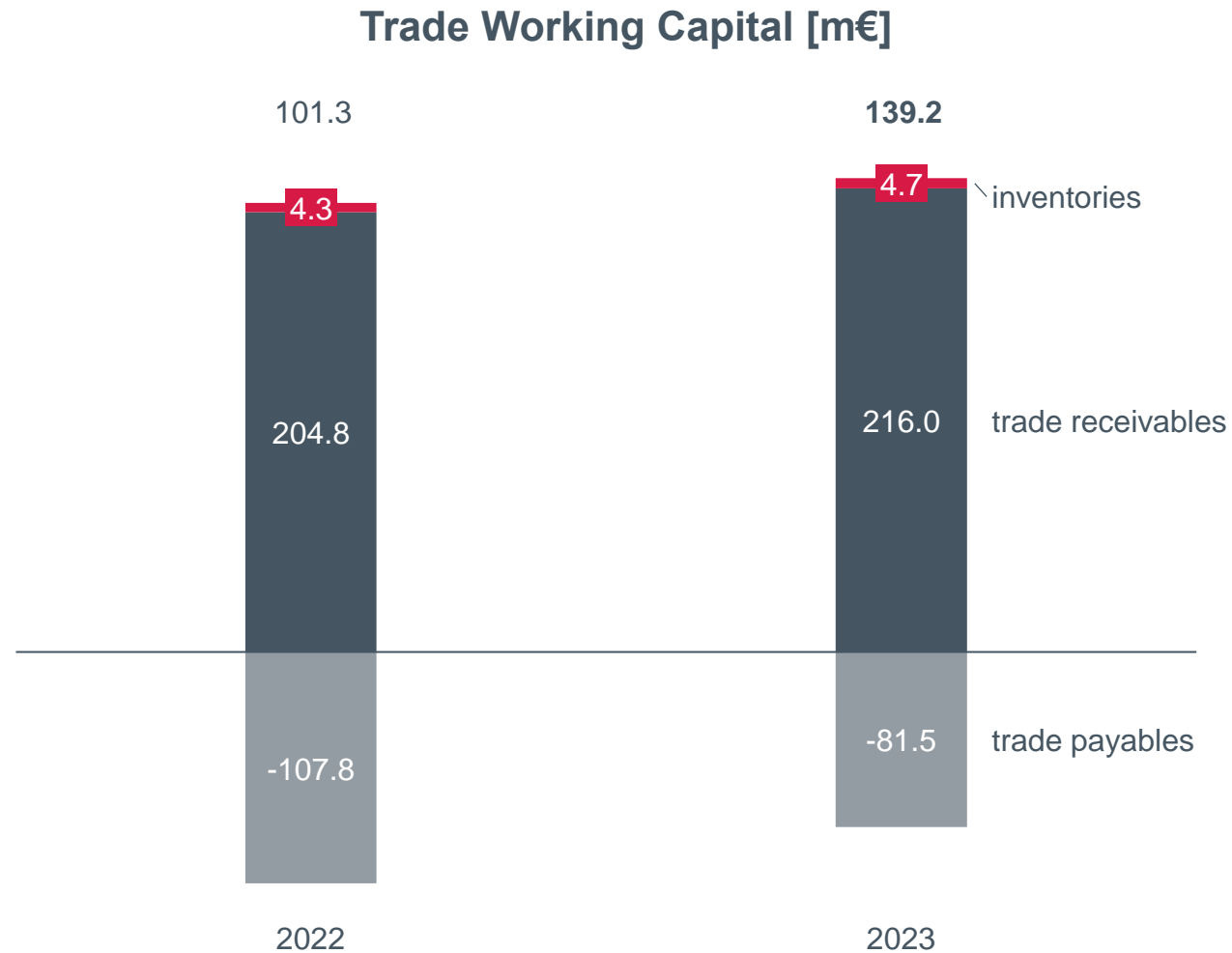
Notes: 1. Adj. for one-offs (purchase price allocation and cyber security insurance refunds)

HEADCOUNT / CAPEX / EAT / EQUITY

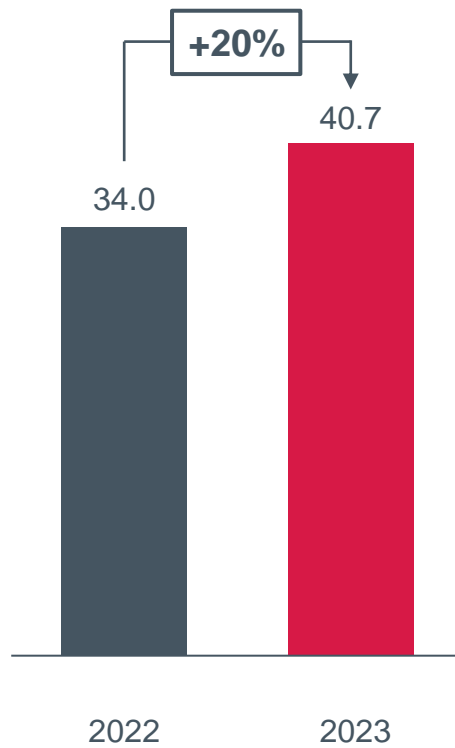


x.x% Equity / Balance Sheet total

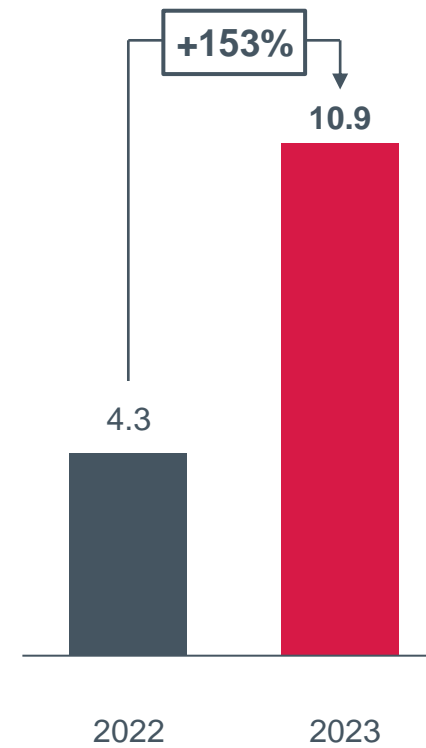
Notes: 1. Including Trainees and work-study students 2. Proposal



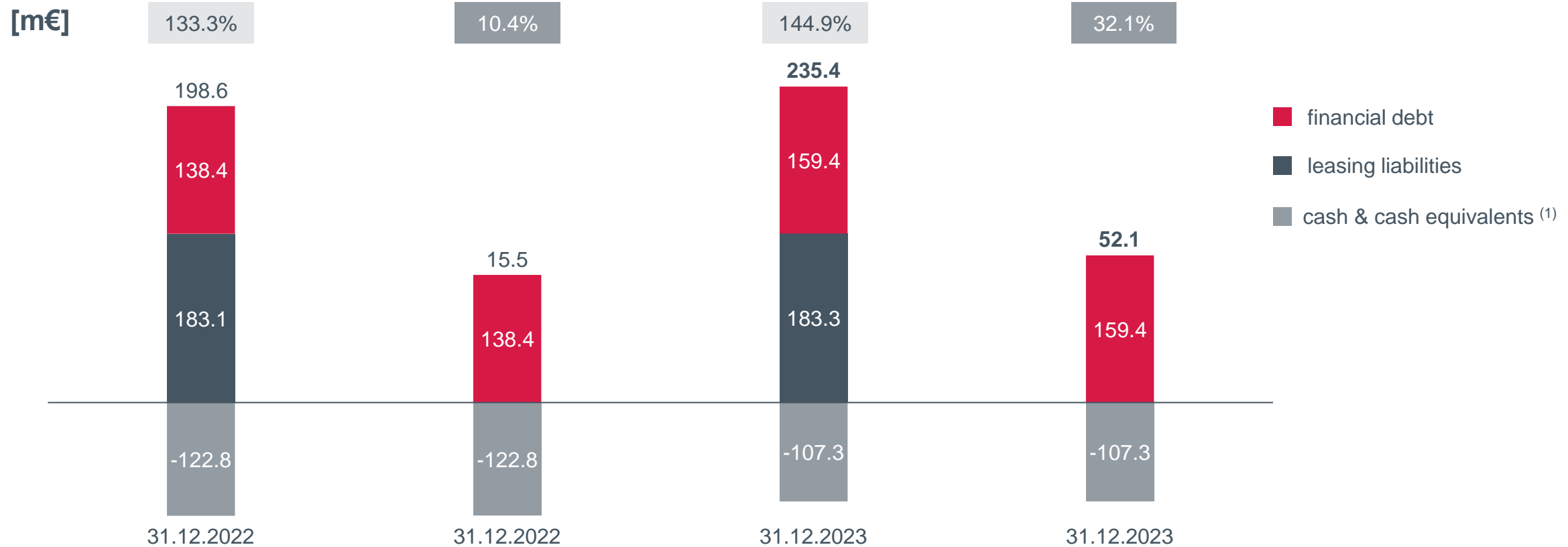
Operating CF [m€]



Free CF [m€]



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



Notes: 1. Including "other financial assets"; 2022: -0,151 m€; 2023: -0,023 m€

X Net Gearing w/. leasing (Net financial debt / equity) X Net Gearing w/o. leasing (Net financial debt / equity)

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

THANK YOU



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Financial Calendar

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- 27 Mar 24**
 - Publication Annual Report 2023
 - Analyst Call FY 2023
 - 27 Mar 24**
 - Annual press briefing
 - 08 May 24**
 - Publication interim report 1Q24
 - 19 Jun 24**
 - General Shareholders' Meeting
 - 30 Aug 24**
 - Publication interim report 1H24
 - Analyst Call 1H24
 - 07 Nov 24**
 - Publication interim report 3Q24