

# EDAG Engineering Group AG



**H1 2018**

**Wiesbaden, 22.08.2018**

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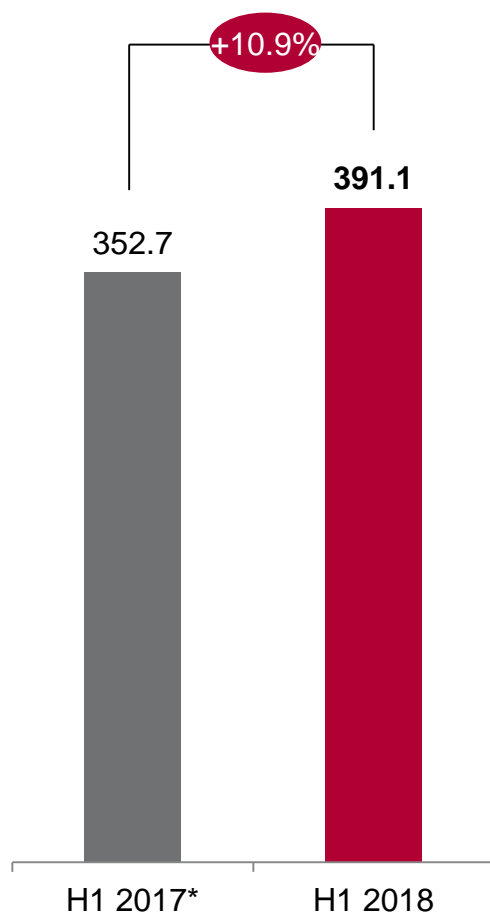
# Key Highlights in H1 2018



- Revenues up by 10.9%
  - Growth in all segments
- Adjusted EBIT at 22.7 m€
  - Margin up from 4.3% to 5.8%
- Strong Cash-Flow development
  - Free CF at 10.4m€ (H1 2017: -9.7 m€)
- Order intake up by 13.7%
  - Order book at 381m€ (H1 2017: 361m€)
- Net debt reduced by 15m€ (yoy) to 116m€

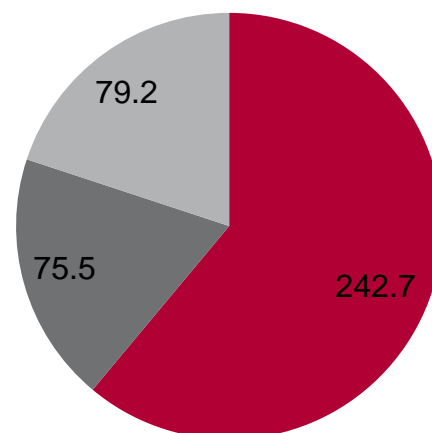


## Revenues [m€]<sup>(1)</sup>



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

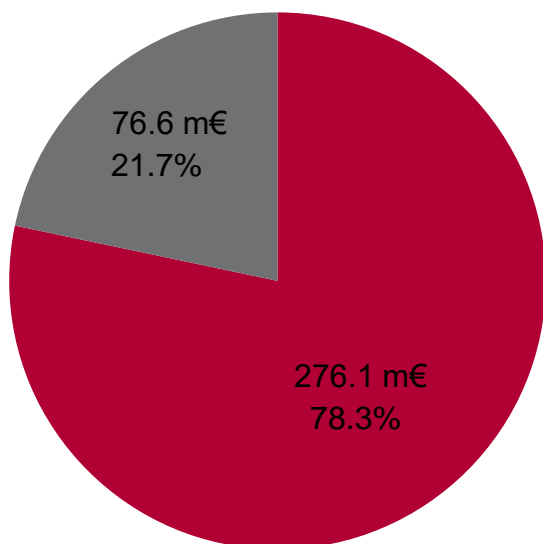
	change to H1 2017
Vehicle Engineering	+8.6%
Electrics / Electronics	+0.5%
Production Solutions	+35.0%



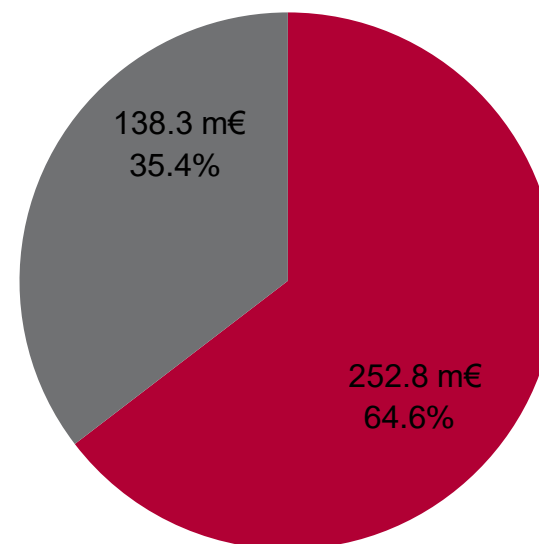
### Notes:

- \* Adjusted base on new IFRS 15 and IFRS 9 Standards
- 1. Revenue defined as sales revenue plus change in inventories
- 2. Figures include sales revenue with other segments

## H1 2017



## H1 2018



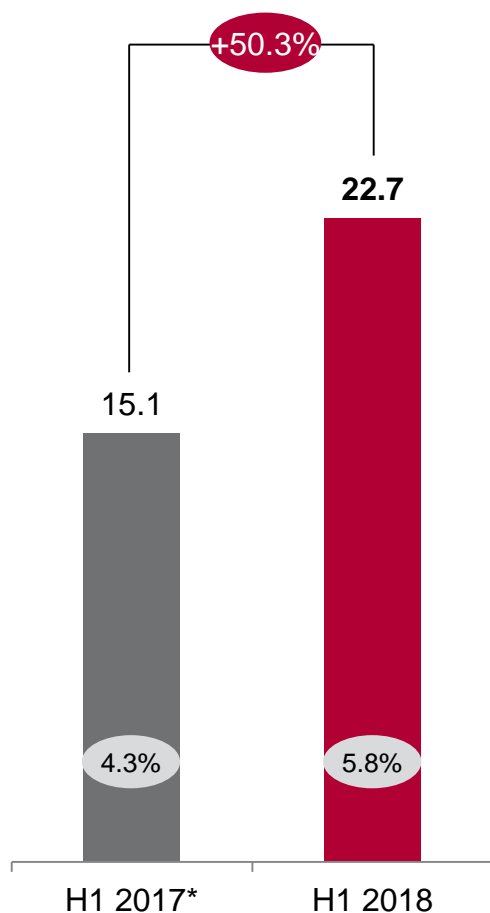
**Notes:**

\* Adjusted base on new IFRS 15 and IFRS 9 Standards

1. Revenue defined as sales revenue plus change in inventories

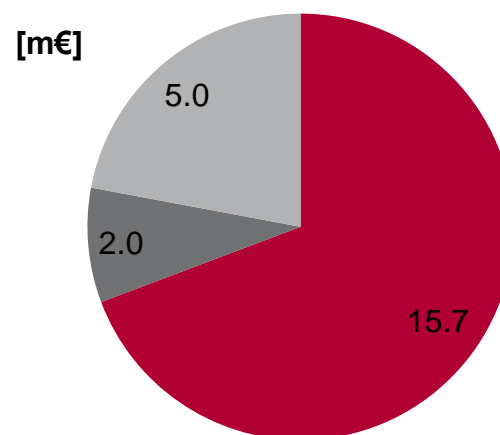
■ Germany ■ Rest of World

## Adjusted EBIT [m€]<sup>(1)</sup>



## Adjusted EBIT by Segment

	margin	
	H1 2017*	H1 2018
Vehicle Engineering	4.3%	6.5%
Electrics / Electronics	2.6%	2.6%
Production Solutions	6.0%	6.3%



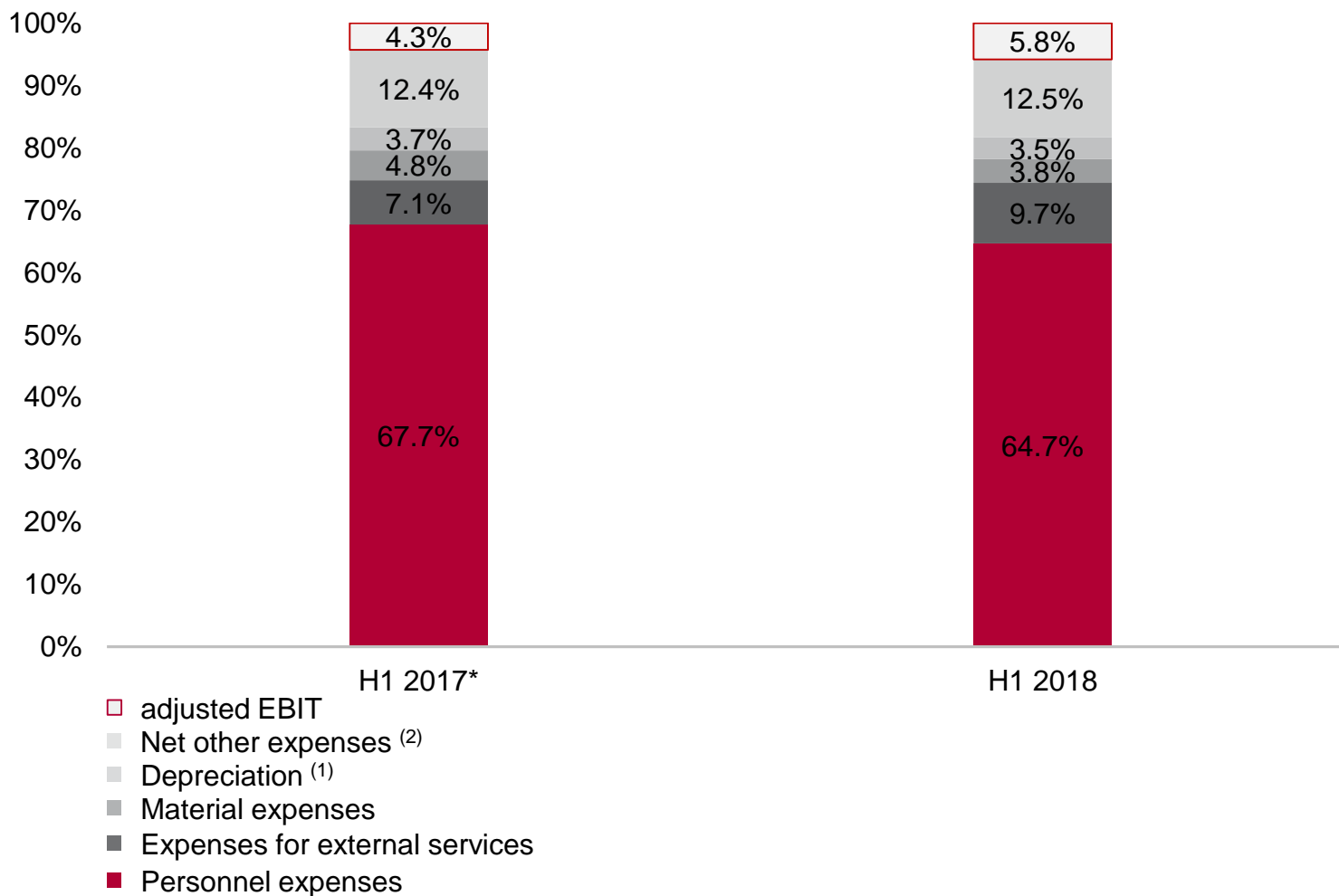
### Notes:

\* Adjusted base on new IFRS 15 and IFRS 9 Standards

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

x.x% adjusted EBIT-Margin

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



### Notes

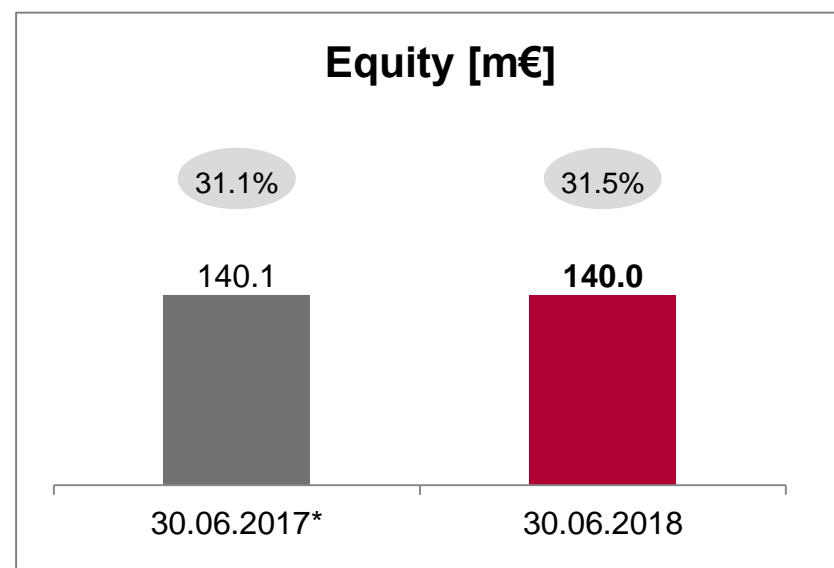
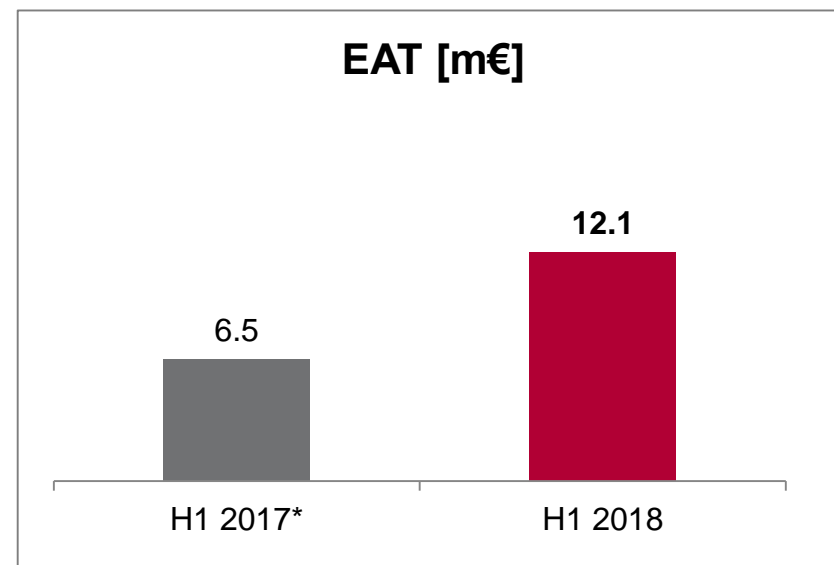
\* Adjusted base on new IFRS 15 and IFRS 9 Standards

1. Excluding PPA amortization

2. Defined as other expenses net of other income plus all EBIT adjustments other than PPA amortization

- EAT increased by 86.2%
  - EPS at 0.48€

- Equity ratio slightly up to 31.5%

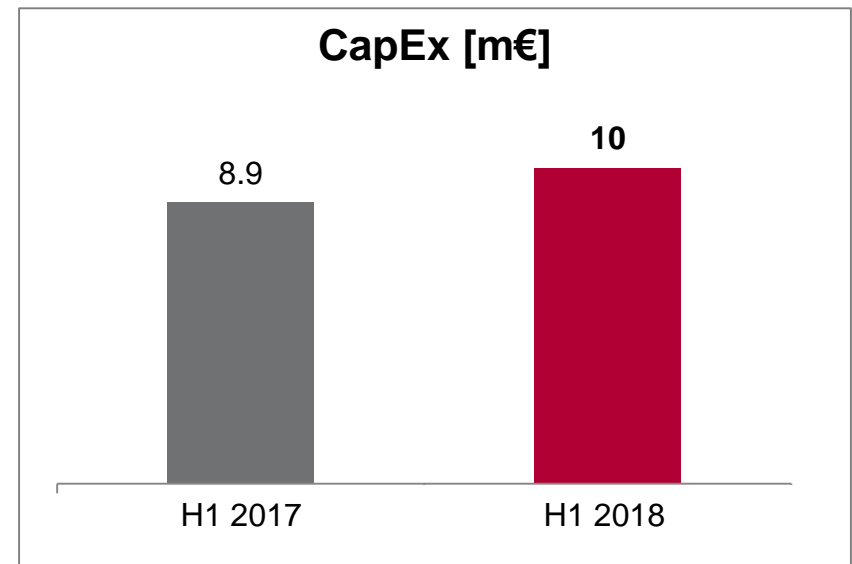
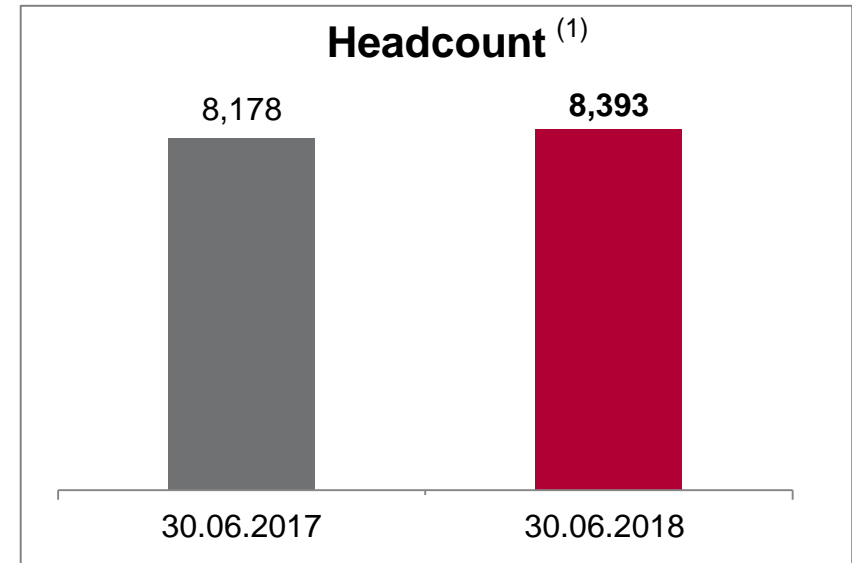


#### Notes

\* Adjusted base on new IFRS 15 and IFRS 9 Standards

x.x% Equity / Balance Sheet total

- Headcount up by 215 employees
- CapEx up to 10 m€
- CapEx levels at about 2.6% of revenues



## Notes

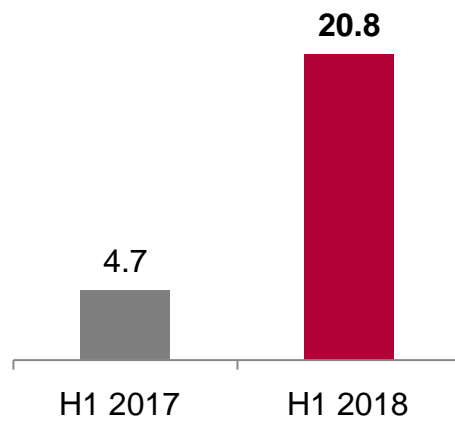
1. Including Trainees and work-study students

Slide 9

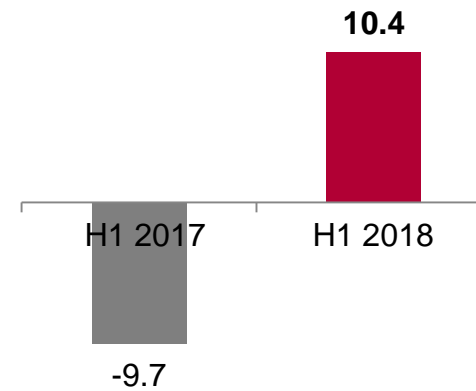
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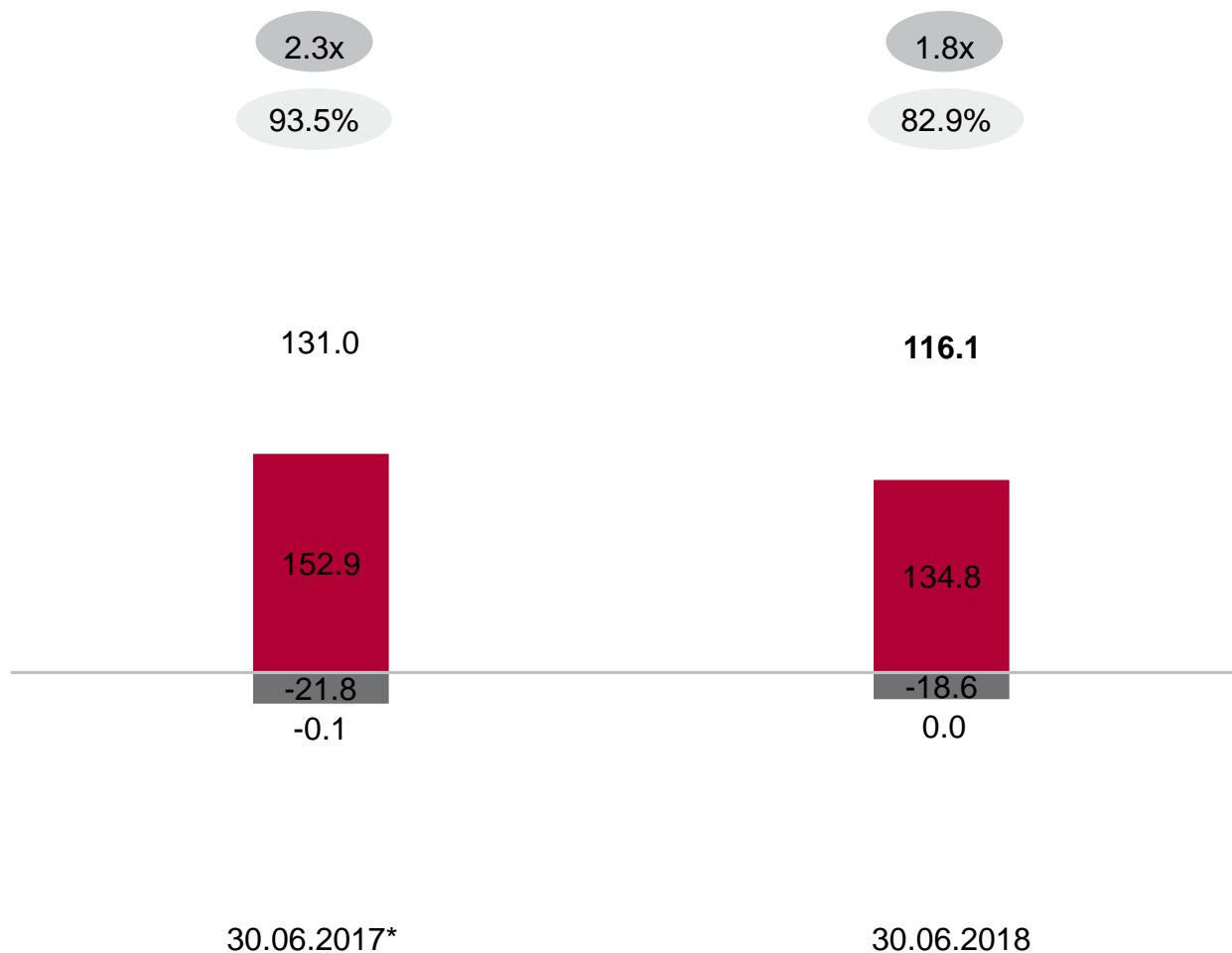
## Operating CF [m€]



## Free CF [m€]



## Net financial debt [m€]



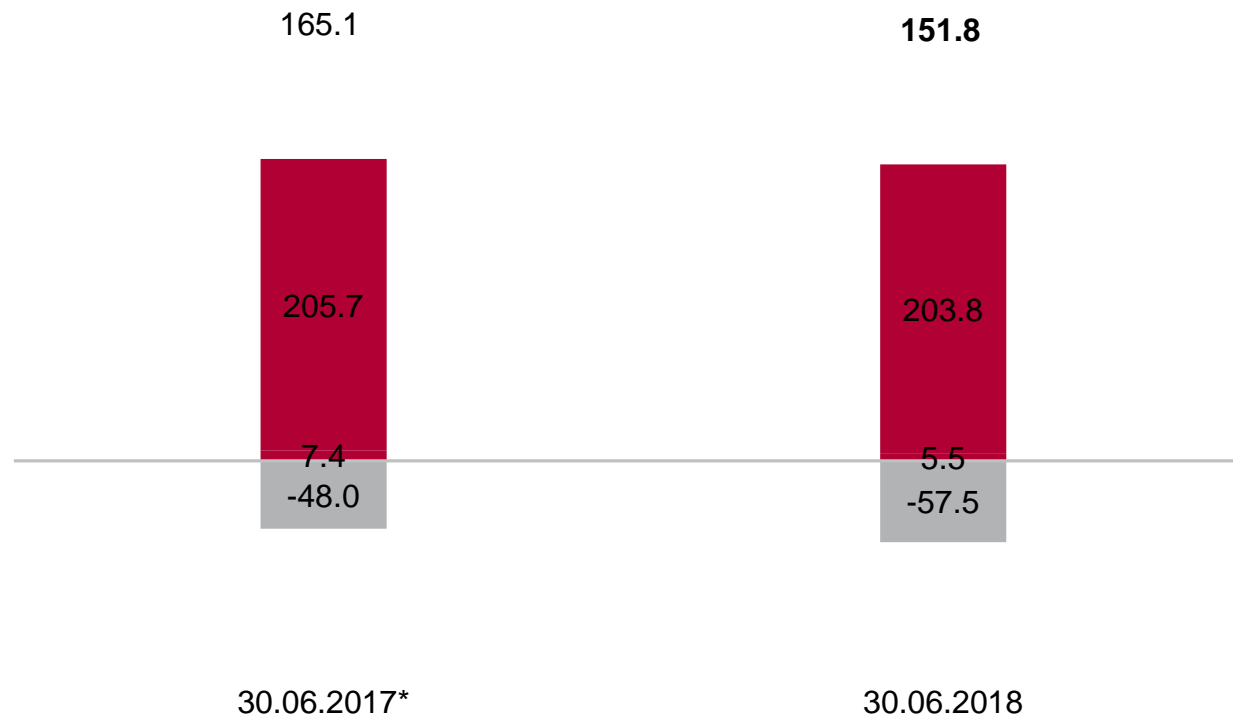
■ Financial debt  
 ■ Cash and cash equivalents  
 ■ Other financial assets

### Notes

\* Adjusted base on new IFRS 15 and IFRS 9 Standards

x Net financial debt / Adj. EBITDA (LTM)  
 x Net Gearing (Net financial debt / equity)

## Trade Working Capital [m€]



■ Trade receivables ■ Inventories ■ Trade payables

### Notes

\* Adjusted base on new IFRS 15 and IFRS 9 Standards

- Research & development budgets of all major OEM are increasing or remain on a high level.
- World economy and global car markets with continued growth.
- Demand for ESP-services shows a positive development, market dynamics are intact.
- New international customers enter the market, especially e-mobility start-ups.
- High growth potential for all EDAG-segments with new international customers.
- For the full year 2018, we expect revenues to grow at 6-8% and an adjusted EBIT-margin of approximately 5-7%.



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