

**YOUR GLOBAL MOBILITY AND  
INDUSTRY ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

# ANALYST-CALL Q1 2024

May 8th, 2024



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# MARKET ENVIRONMENT



- Ongoing challenging market environment due to geopolitical crisis and still higher interest rates
- IMF global economic growth expectations for 2024 lightly increased from 3.1% to 3.2%. On the contrary the expected growth for Germany was reduced from 0.5% to just 0.2% <sup>(1)</sup>
- Coming from a strong 2023, established OEMs are under pressure to accelerate innovation and shorten their development times
- The cost-cutting programs announced by OEMs and Tier 1 suppliers will impact short term supplier industry

# KEY HIGHLIGHTS Q1 2024

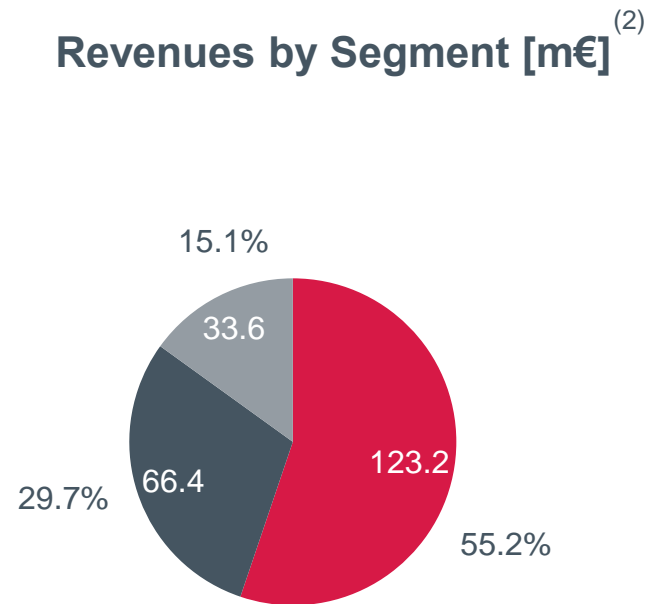
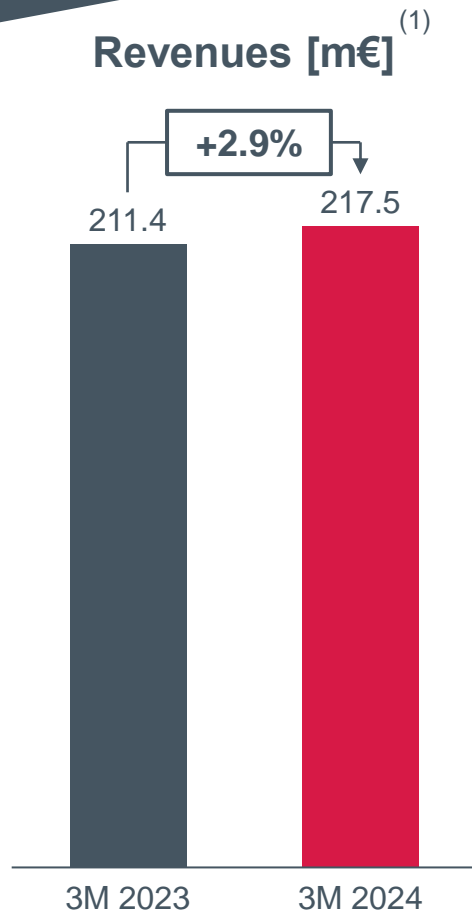


- Revenue up to 217.5 m€ (+ 2.9%)
  - Powered by significant growth in the segment PS
- Adjusted EBIT at 13.4 m€; margin at 6.1%
- Very strong increase of Free Cash Flow up to 26.3 m€ (+ 260%)
- Order intake in Q1 at 271.1 m€
  - Below Q1 2023 but significantly higher than Q4 2023
- EDAG receives the TOP EMPLOYER 2024 Award



# KEY FIGURES

## Q1 2024



### Change to 3M 2023

Vehicle Engineering	+ 2.9%
Electrics / Electronics	- 3.4%
Production Solutions	+ 24.0%

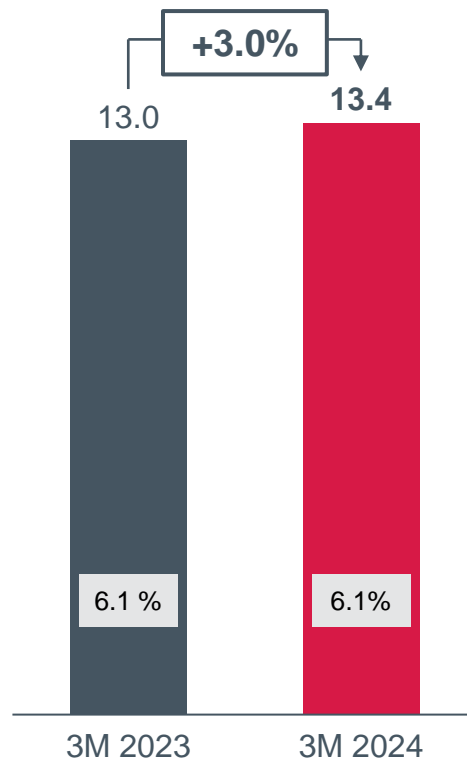
Notes: 1. Revenue defined as sales revenue plus change in inventories 2. Figures include sales revenue with other segments



# ADJUSTED EBIT



## Adjusted EBIT [m€] <sup>(1)</sup>



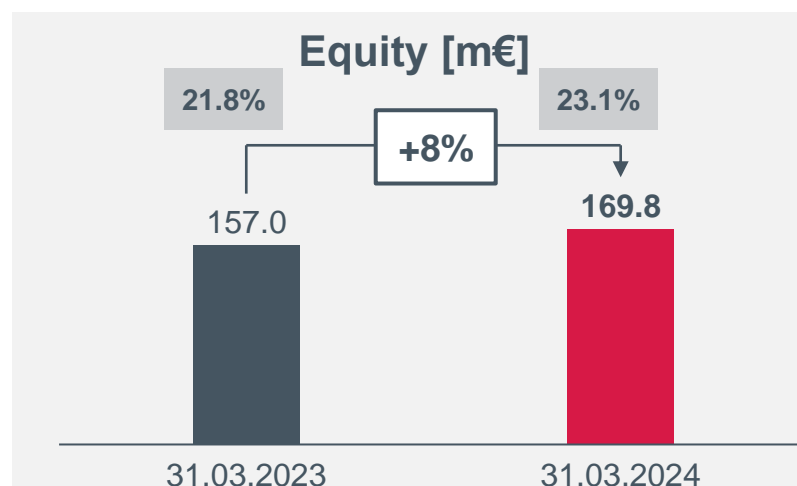
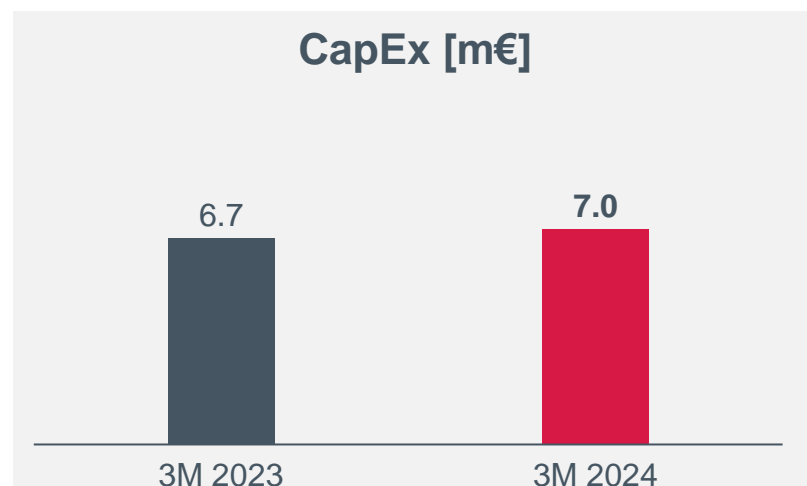
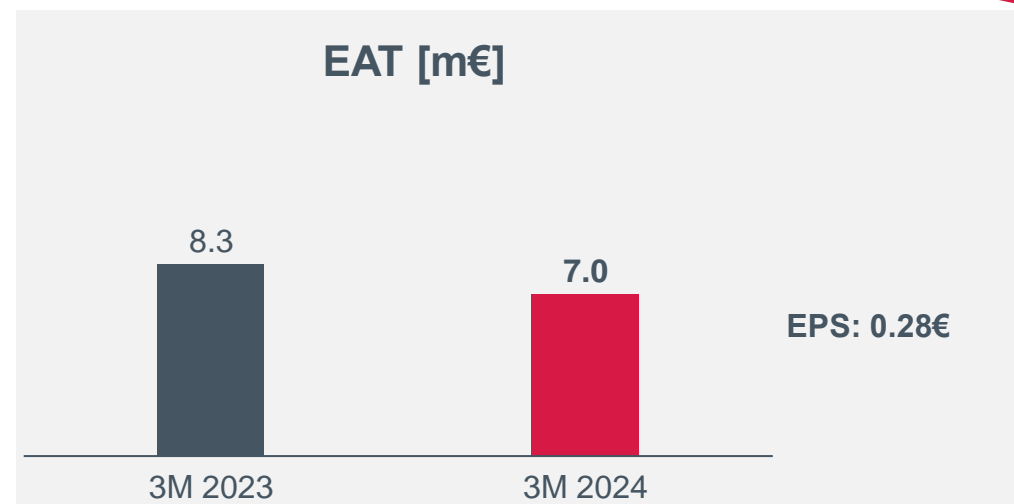
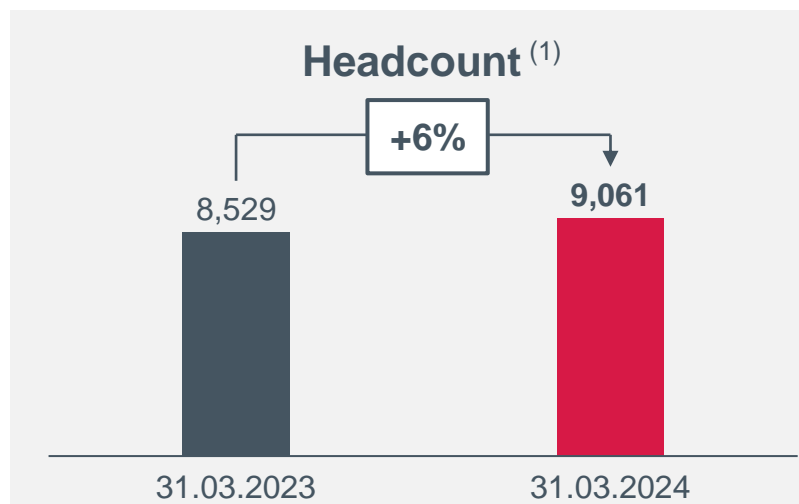
x.x% adjusted EBIT-Margin

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

## Adjusted EBIT by Segment [m€]

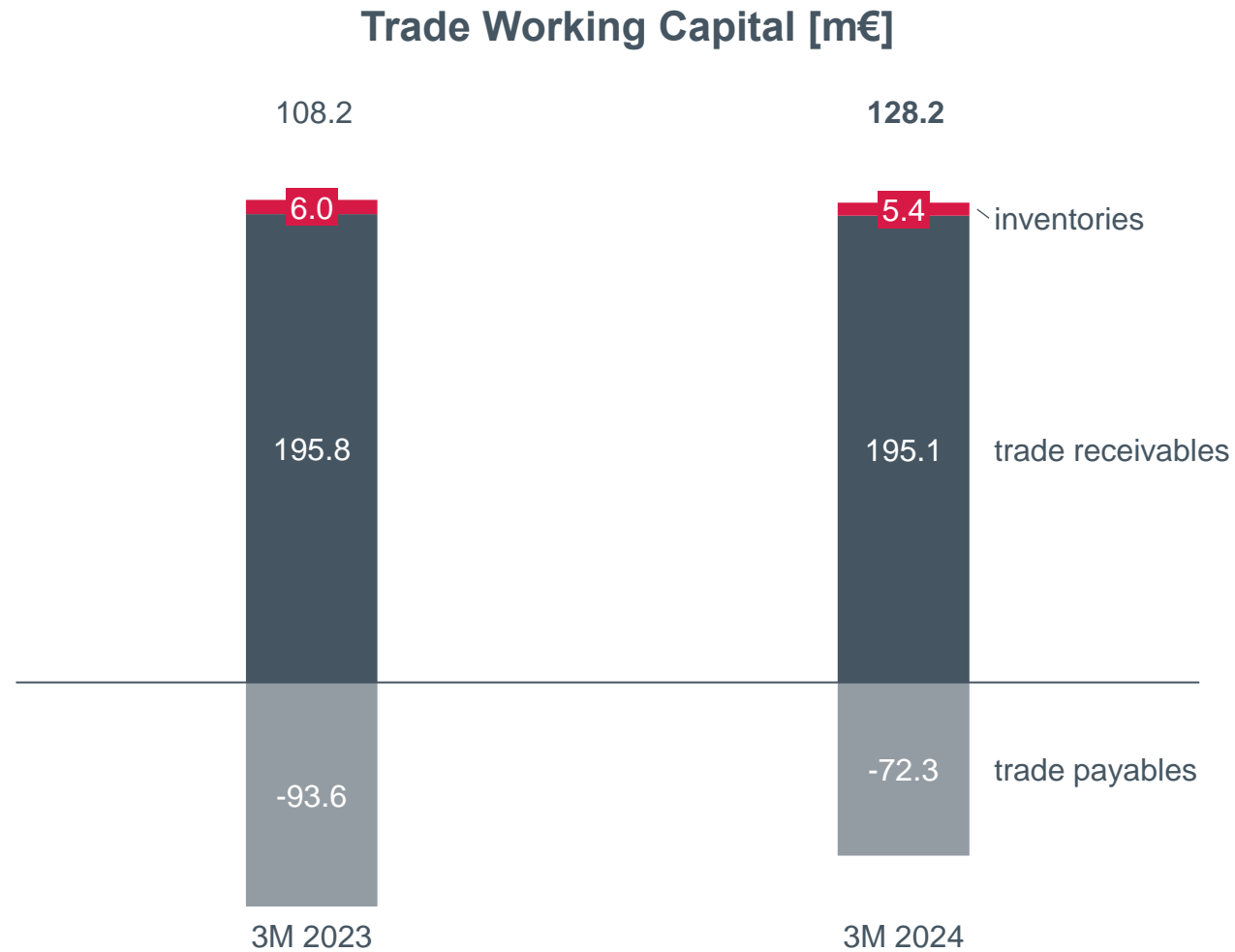
	3M 2023	margin	3M 2024	margin
Vehicle Engineering	6.4	5.4%	8.9	7.2%
Electrics / Electronics	5.3	7.7%	3.1	4.6%
Production Solutions	1.2	4.5%	1.4	4.1%

# HEADCOUNT / CAPEX / EAT / EQUITY

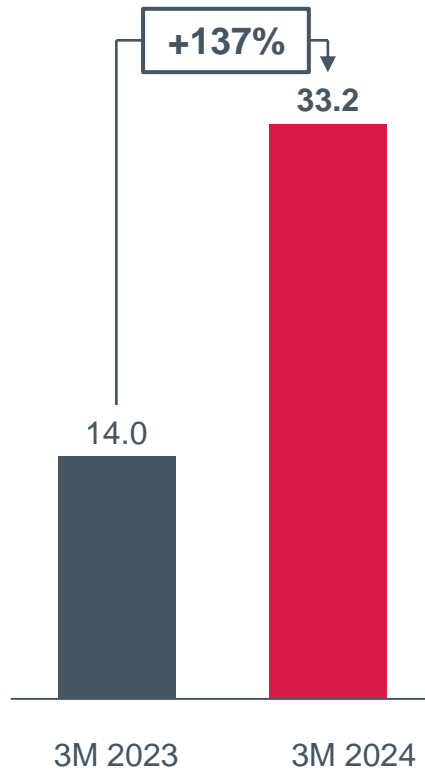


x.x% Equity / Balance Sheet total

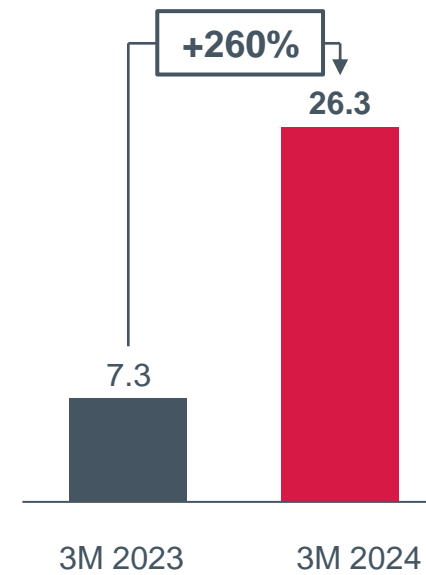
Notes: 1. Including Trainees and work-study students



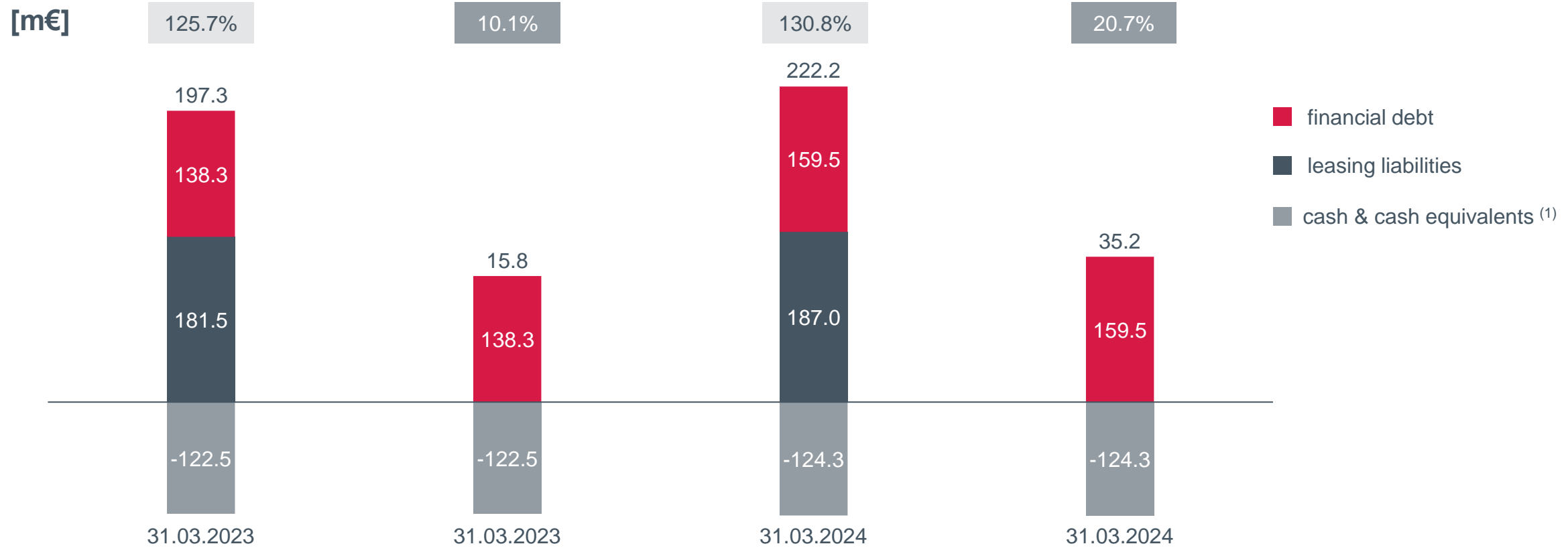
### Operating CF [m€]



### Free CF [m€]



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



Notes: 1. Including "other financial assets"; 31.03.2023: -0,964 m€; 31.03.2024: -0,028 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



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## Financial Calendar



<b>08 May 24</b>	Publication interim report 1Q24
<b>19 Jun 24</b>	General Shareholders' Meeting
<b>30 Aug 24</b>	<ul style="list-style-type: none"><li>• Publication interim report 1H24</li><li>• Analyst Call 1H24</li></ul>
<b>07 Nov 24</b>	Publication interim report 3Q24

THANK YOU

