

**YOUR GLOBAL MOBILITY AND  
INDUSTRY ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

# ANALYST-CALL Q3 2024

November 7th, 2024



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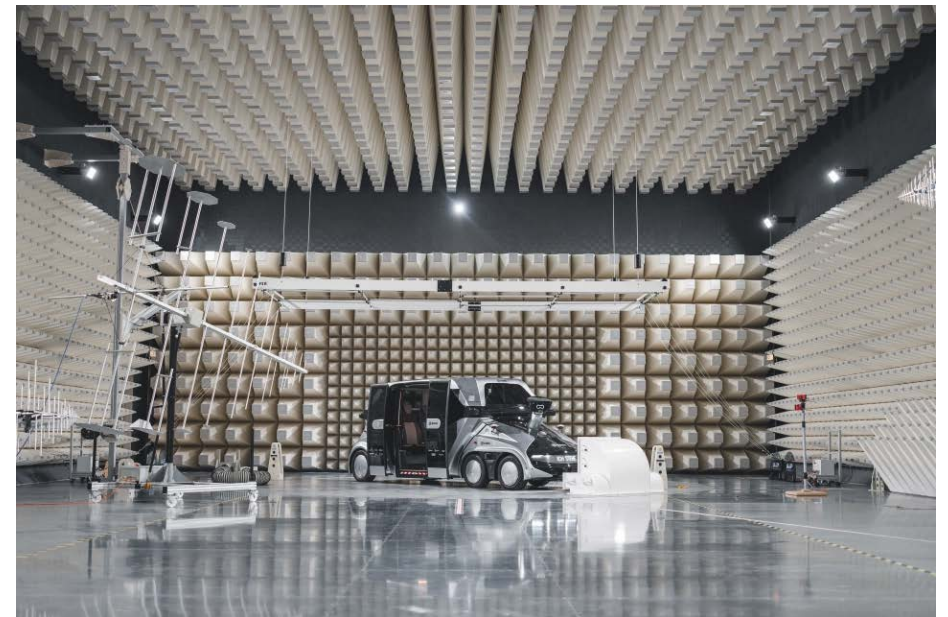
# MARKET ENVIRONMENT

- IMF global economic growth expectations for 2024 still at 3.2% and for Germany lowered to only 0.0% <sup>(1)</sup>
- Further political uncertainties (e.g. tariffs for Chinese imports) and ongoing customer restraints
- In Europe and US only moderate growth, dynamic in growth markets slowed down
- Radical measures by OEMs and Tier 1 supplier beyond the previously announced cost cuts and restructuring
- Due to the current market situation OEMs keep tightening and reallocating their R&D budgets



Source: 1. IMF, World Economic Outlook, October 2024

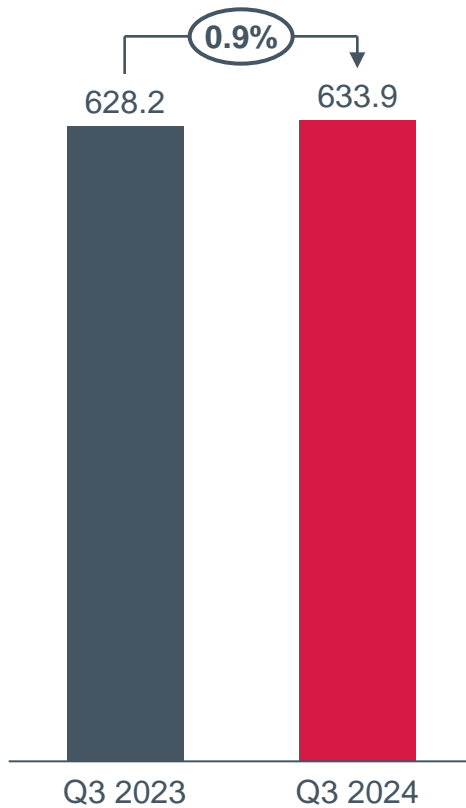
- Revenue up to 633.9 m€ (+ 0.9%)
  - Driven by ongoing growth in the segment PS (+ 22.3%)
- Adjusted EBIT at 33.1 m€; margin at 5.2%
- Continuing strong increase of Free Cash Flow up to 37.8 m€
- Opening of EMC competence center and light laboratory and host of Smart Industry Summit
- EDAG strengthens BCC capacities with acquisition in India



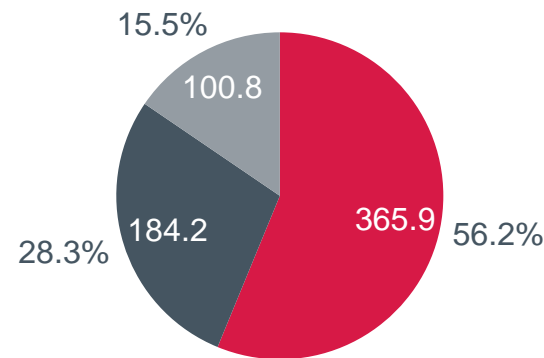
# KEY FIGURES

## Q3 2024

Revenues [m€] <sup>(1)</sup>



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



Change to Q3 2023

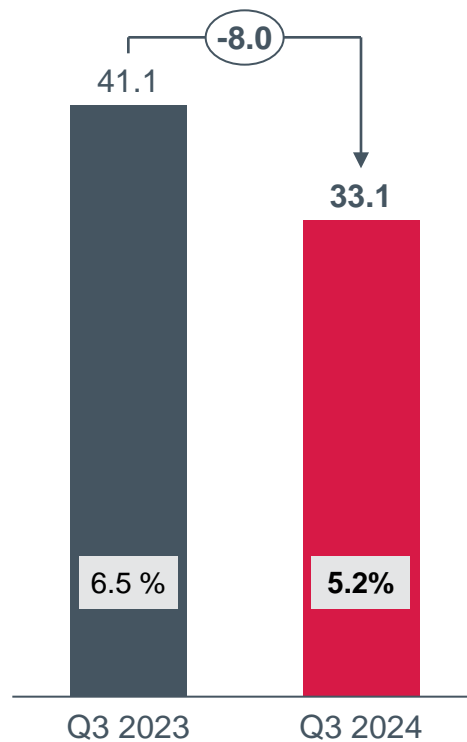
Vehicle Engineering	+ 1.3%
Electrics / Electronics	- 5.8%
Production Solutions	+ 22.3%

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

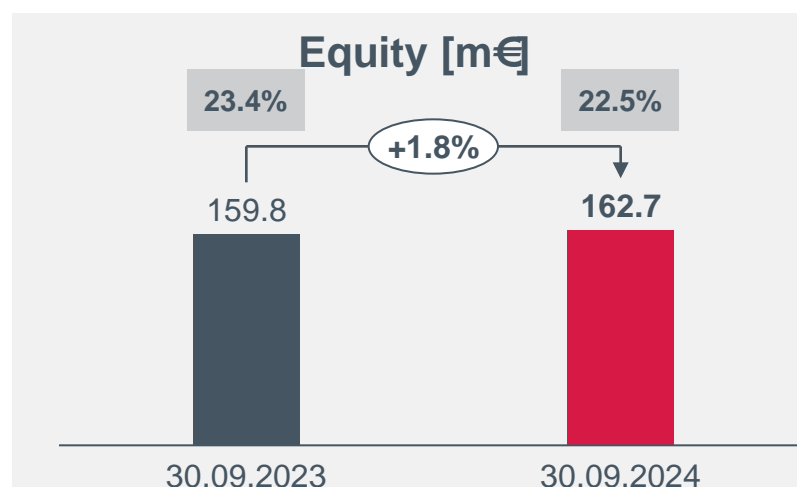
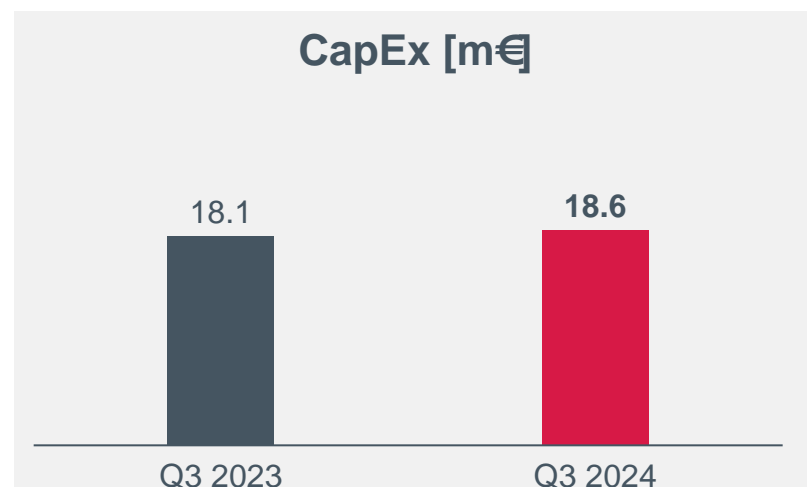
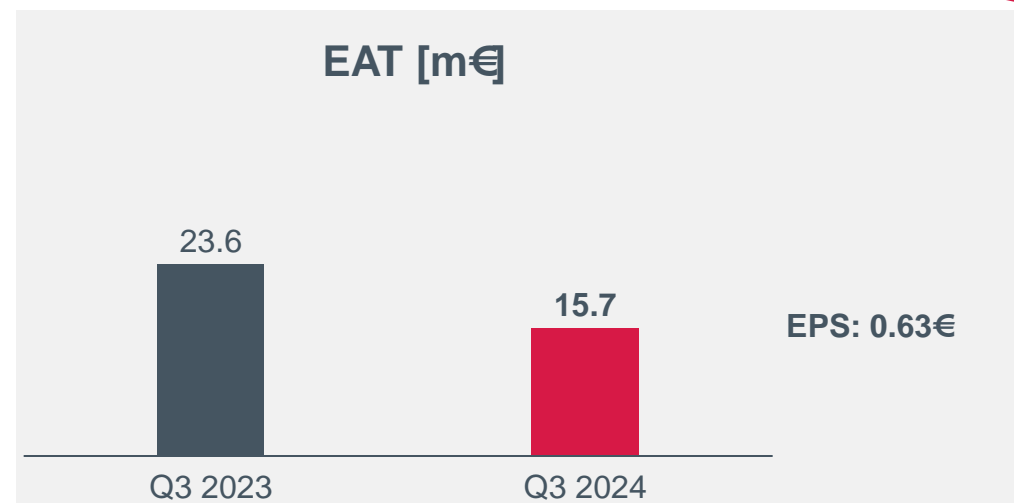
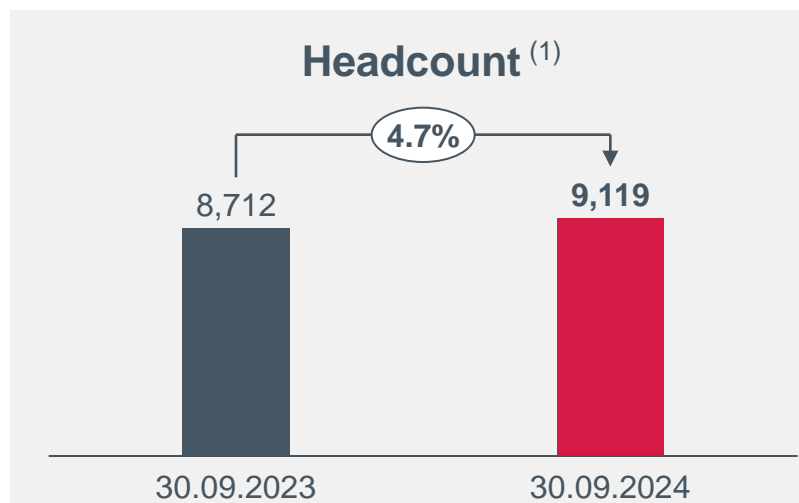
Notes: 1. Adj. for one-offs (purchase price allocation and cyber security insurance refunds)

Adjusted EBIT by Segment [m€]

	Q3 2023	margin	Q3 2024	margin
Vehicle Engineering	25.5	7.1%	24.5	6.7%
Electrics / Electronics	13.3	6.8%	3.8	2.1%
Production Solutions	2.3	2.8%	4.8	4.7%



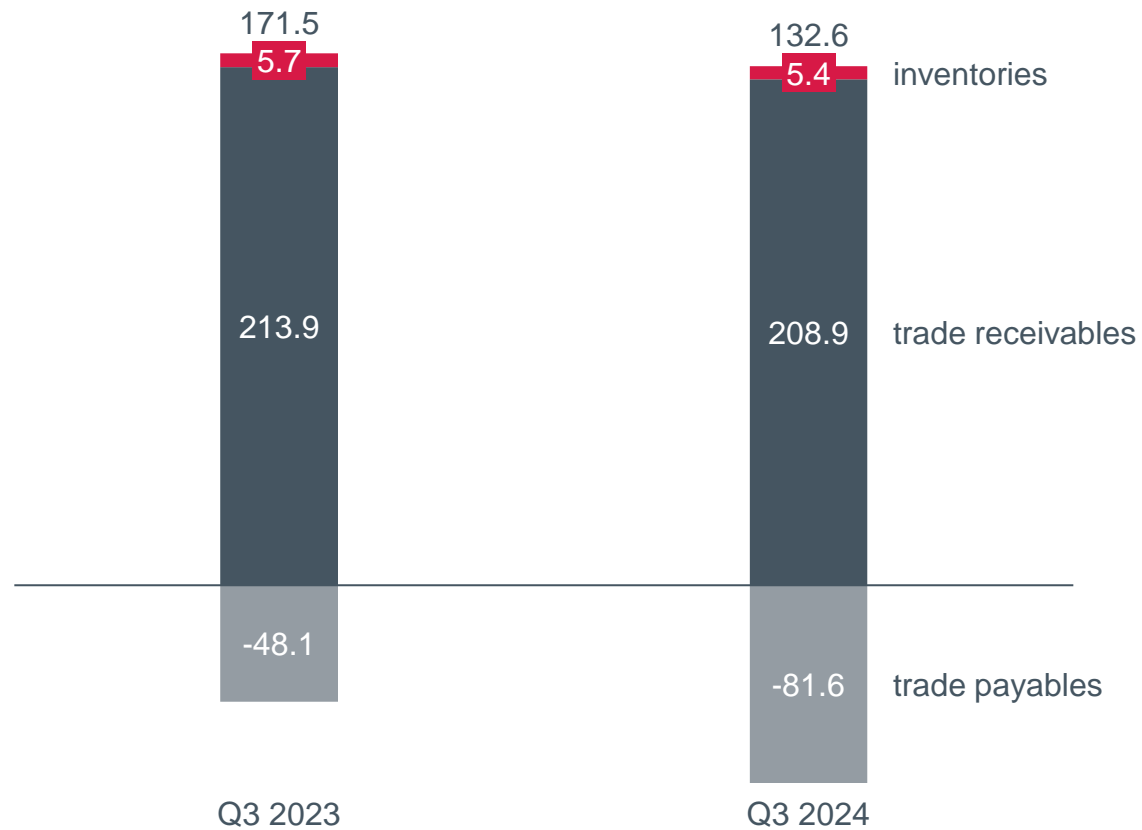
# HEADCOUNT / EAT / CAPEX / EQUITY



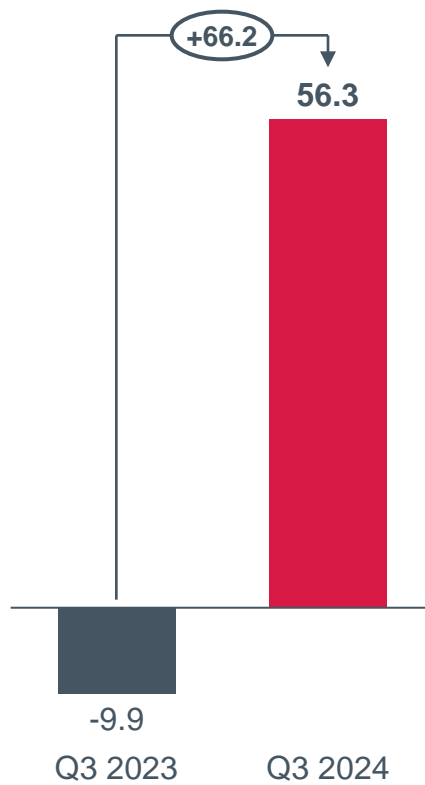
x.x% Equity / Balance Sheet total

Notes: 1. Including apprentices

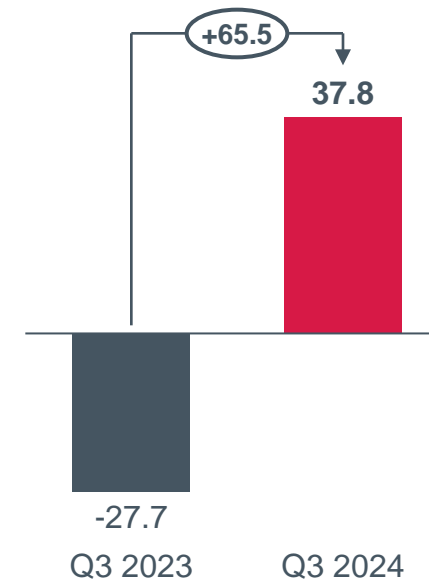
## Trade Working Capital [m€]



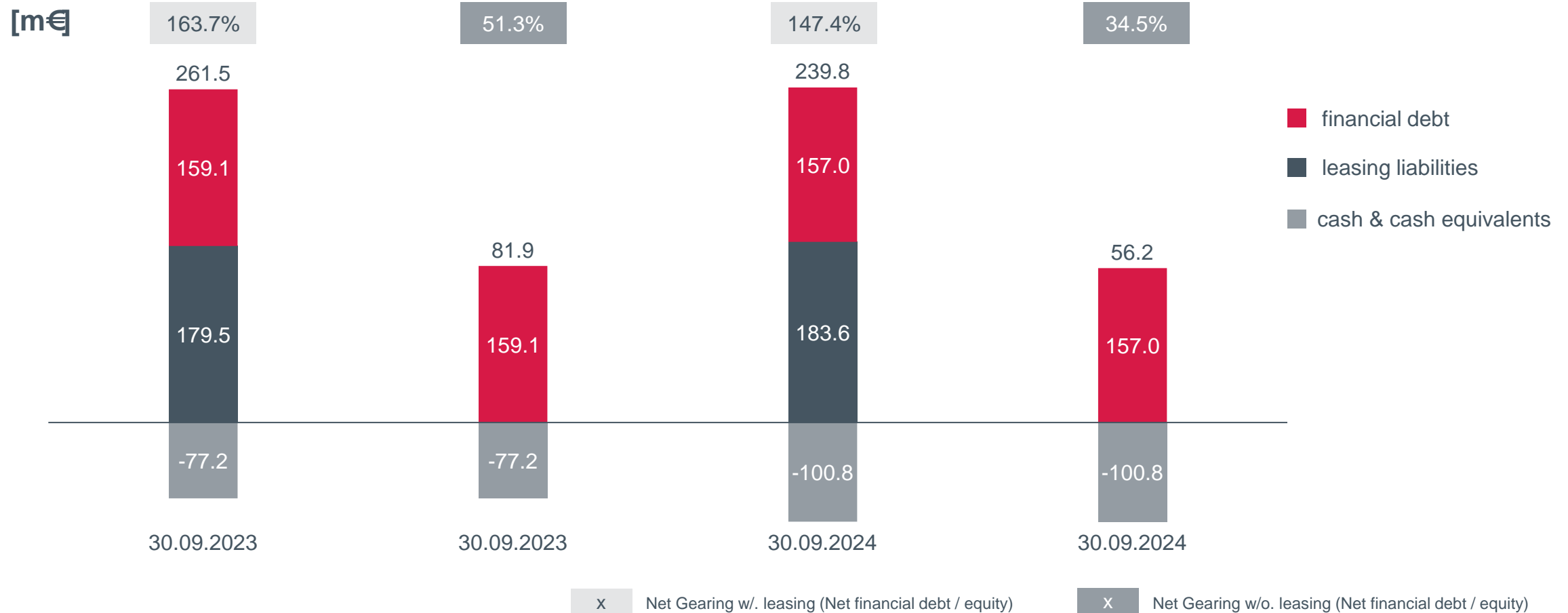
### Operating CF [m€]



### Free CF [m€]



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



# OUTLOOK

For the fiscal year 2024, the EDAG Group faces a challenging and tight market situation with project postponements and reduced capacity utilization. The management initiated restructuring measures and had to revise the financial outlook for 2024.

However, these estimates are subject to several external factors that could impact their accuracy, including geopolitical events as well as energy and labor costs.

- **Revenue** is expected to be in a range of **previous year's level to -3 percent**

- The **adjusted EBIT** margin is expected in a range of **around 4 percent to around 5 percent**

- The **investment rate** is expected in a range of **around 3 percent**

# Q & A

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## Financial Calendar

- **07 Nov 24**
  - Publication interim report 3Q24
  - Analyst Call 3Q24



THANK YOU



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