

**YOUR GLOBAL MOBILITY  
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

# ANALYST-CALL Q1 2021

May 6<sup>th</sup>, 2021



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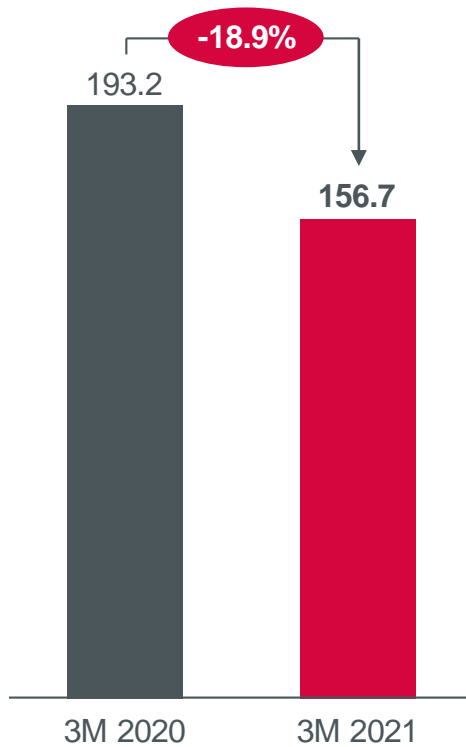


- Positive trend since Q3/2020 continues
- High requests for quotations from international but also domestic customers
- Start into 2021 very well with January and February above our internal expectations
- Restraining effects on the other hand side resulting from Corona restrictions, chip shortage and cyber incident
- Overall, prospects brighten up, although a higher level of volatility remains

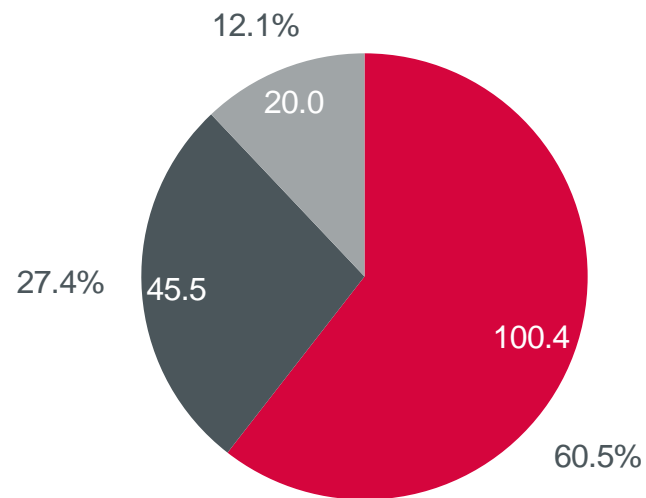
- Revenues at 156.7 m€ (-18.9%)
  - Tough comps, as Q1 2020 only with minor Corona-effects and small series production with low value added included
  - Catch-up effects from cyber incident in Q2 likely
- Adjusted EBIT at 1.4 m€; margin at 0.9%
  - Performance and savings measures effective
  - Margin improvements in VE and E/E
- Order intake in Q1 at 204.4 m€
  - Below Q1 2020 but significantly higher than Q4
  - January and February above estimates
- Groundbreaking for the new Munich based Test Centre



Revenues [m€] <sup>(1)</sup>



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



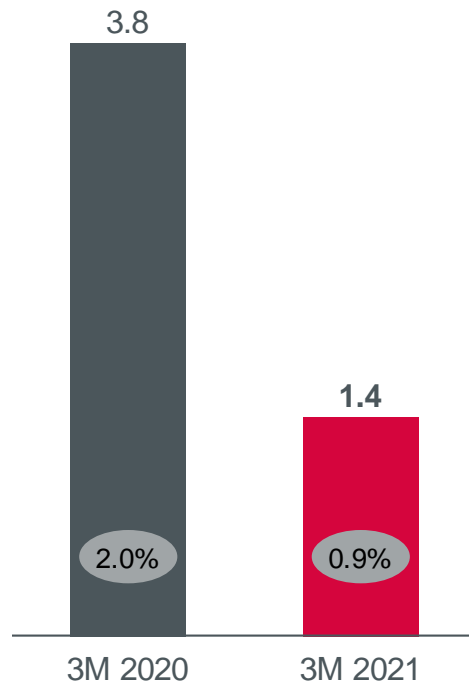
change to 3M 2020

- Vehicle Engineering - 18.9%
- Electrics / Electronics - 2.8%
- Production Solutions - 30.1%

**Notes:**

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

## Adjusted EBIT [m€] <sup>(1)</sup>



## Adjusted EBIT by Segment [m€]

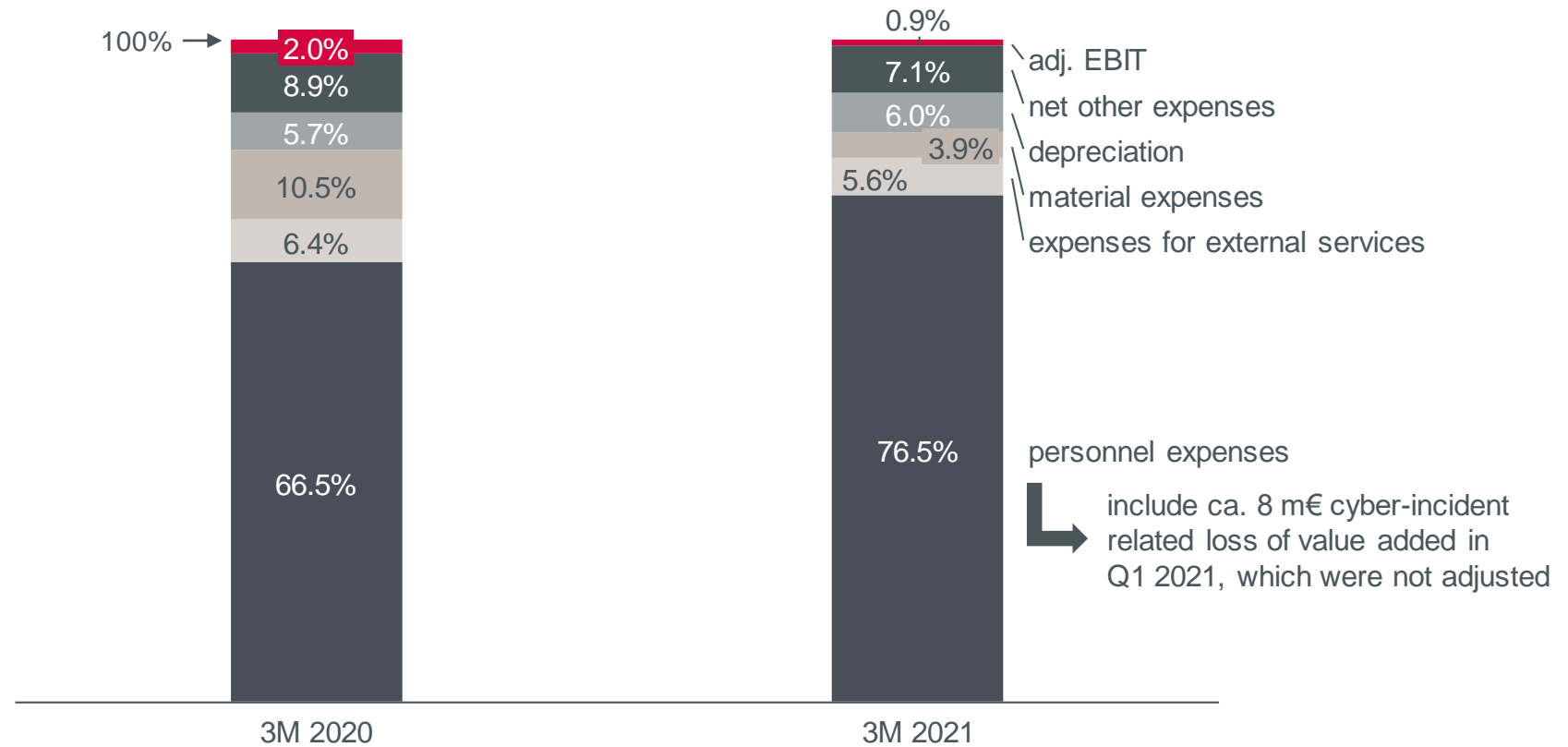
	3M 2020	margin	3M 2021	margin
Vehicle Engineering	3.1	2.5%	2.9	2.9%
Electrics / Electronics	2.2	4.7%	2.2	4.9%
Production Solutions	-1.5	-5.2%	-3.7	-18.4%

**Notes:**

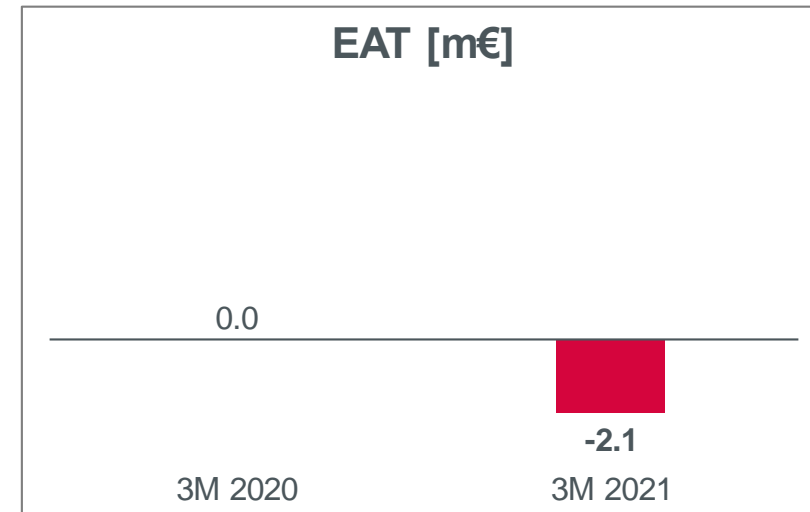
1. Adj. f for one-offs (purchase price allocation, consolidation effects, restructuring, a. o.)

x.x% adjusted EBIT-Margin

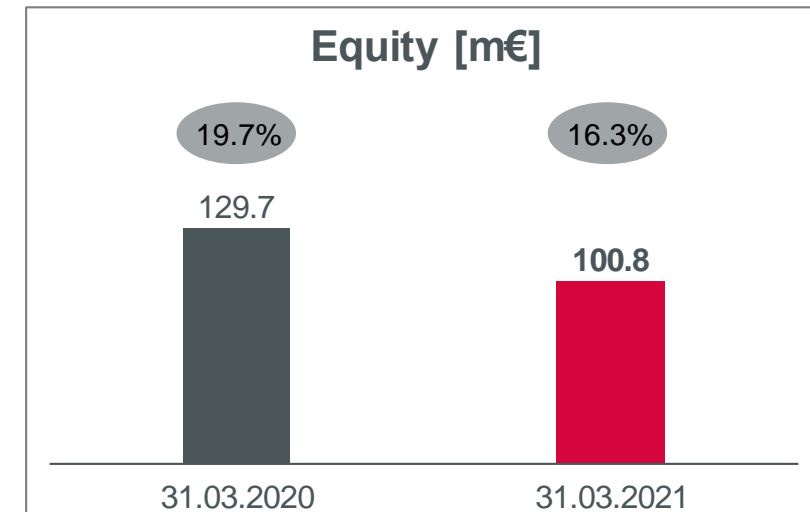
## Total cost structure breakdown (as % of revenues)



- EAT at -2.1 m€ due to one-off effects



- Equity ratio decreased yoy due to net loss 2020 and Q1 2021

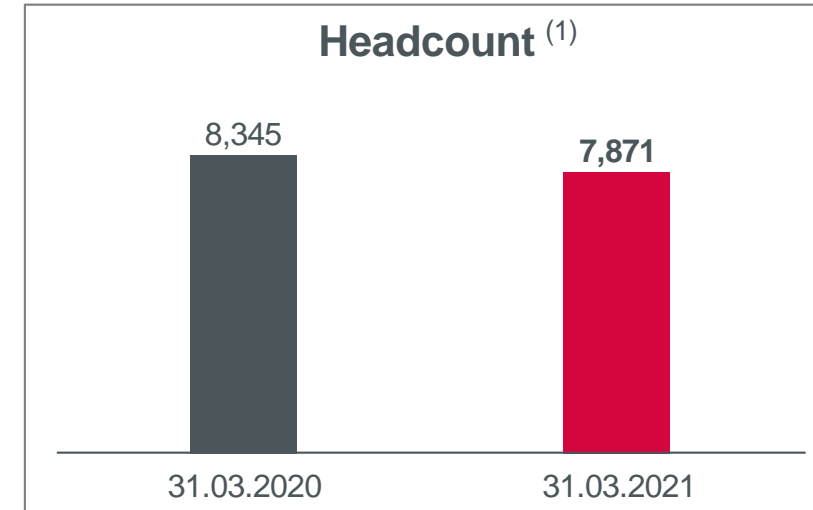




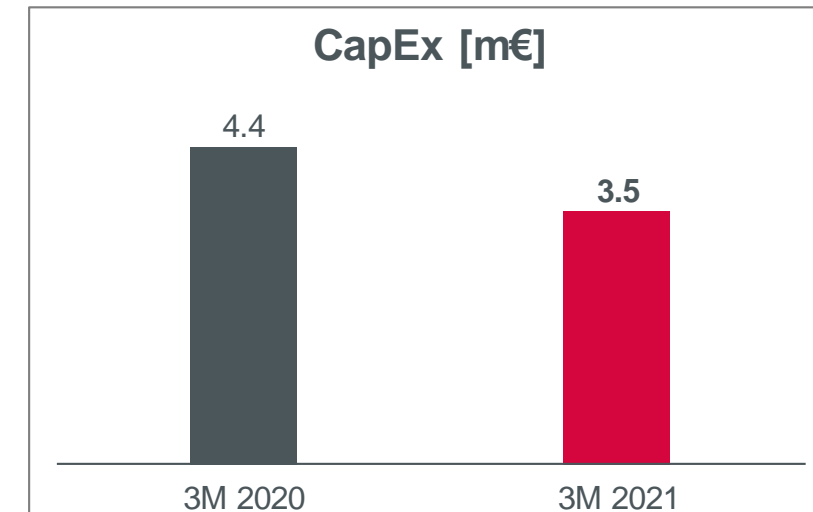
# HEADCOUNT AND CAPEX



- Headcount down by 474 employees (yoy)
  - Down by 113 employees (qoq)
  - Decline in VE and PS; growth in E/E



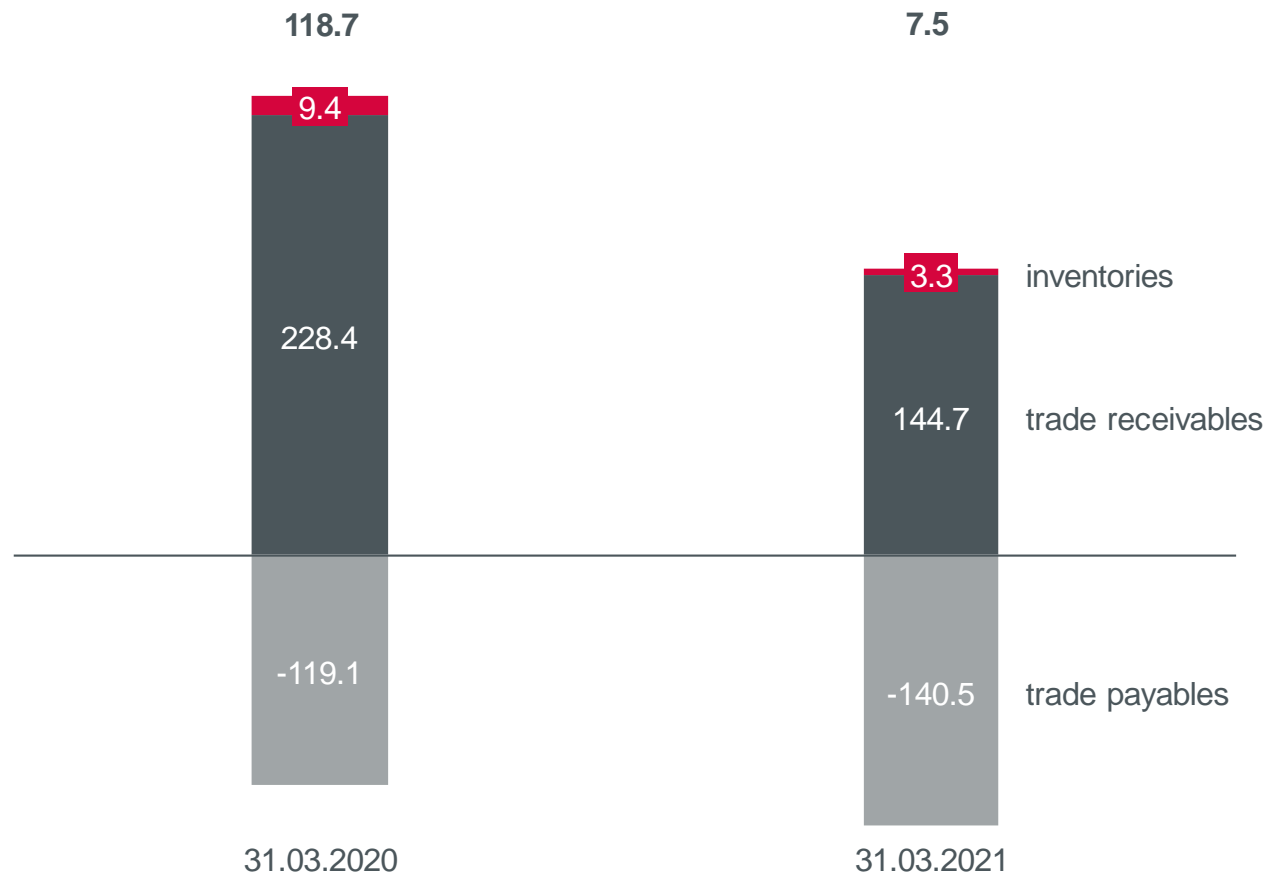
- CapEx down to 3.5m€
- CapEx level at about 2.2% of revenues



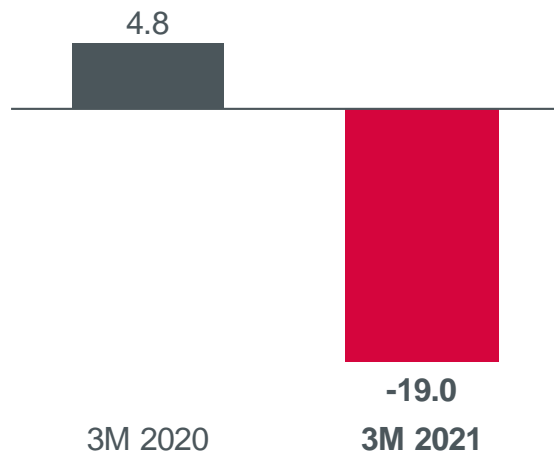
#### Notes

1. Including Trainees and work-study students

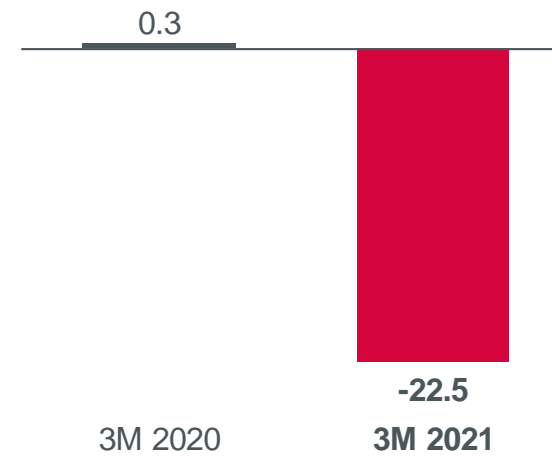
## Trade Working Capital [m€]



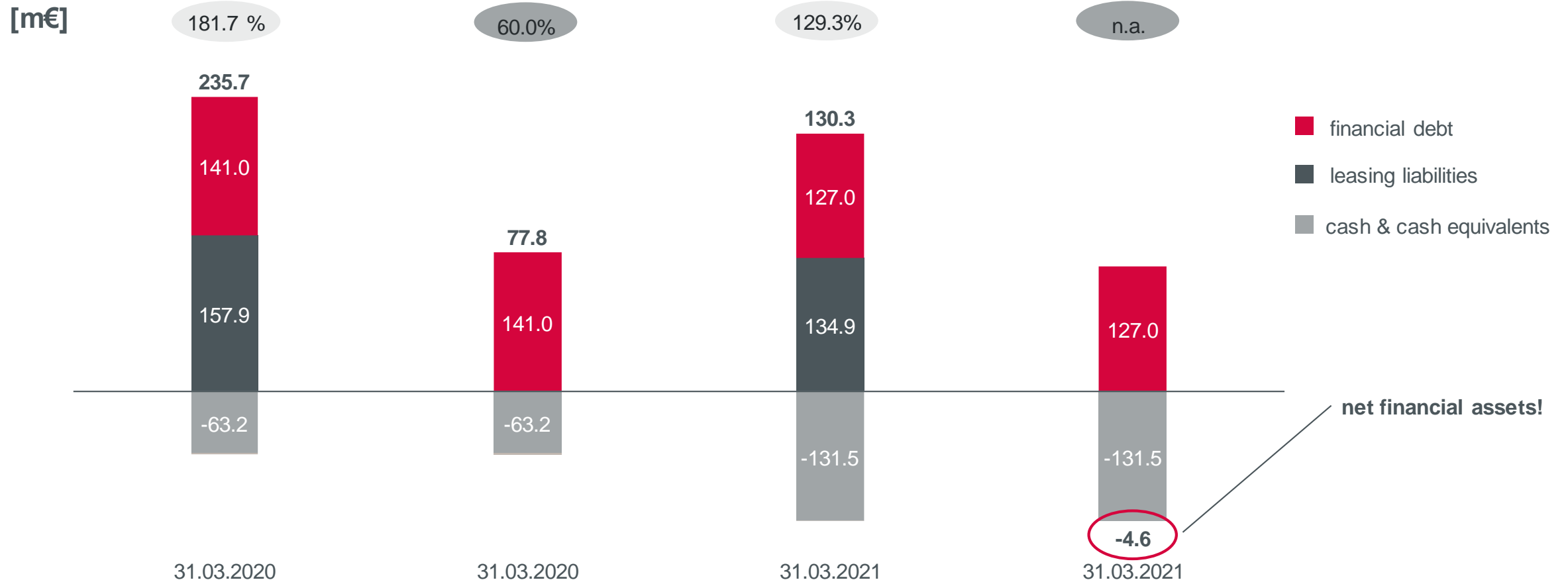
## Operating CF [m€]



## Free CF [m€]



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



- Against the backdrop of the development in the previous year, we expect a moderate increase in sales in 2021. Based on current estimates, we anticipate a relatively weaker first half of 2021 and a relatively better second half of 2021, whereby this assessment largely depends on further pandemic developments. In the worst case, sales may stagnate or decline.
- In both cases, we expect a notable improvement in adjusted EBIT in the positive range as a result of the cost-cutting measures implemented.
- The Management continually monitors possible effects on the business and takes comprehensive measures to ensure the protection of employees and the continuation of business operations in the group companies.

# QUESTIONS / ANSWERS



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## Financial Calendar

Date	
24 Mar 21	- Publication Annual Report 2020 - Analyst Call FY 2020
24 Mar 21	- Annual press briefing
06 May 21	Publication interim report 1Q21
23 Jun 21	General Shareholders' Meeting
26 Aug 21	- Publication interim report 1H21 - Analyst Call 1H21
11 Nov 21	Publication interim report 3Q21