

**YOUR GLOBAL MOBILITY  
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

# ANALYST-CALL Q1 2022

May 6<sup>th</sup>, 2022



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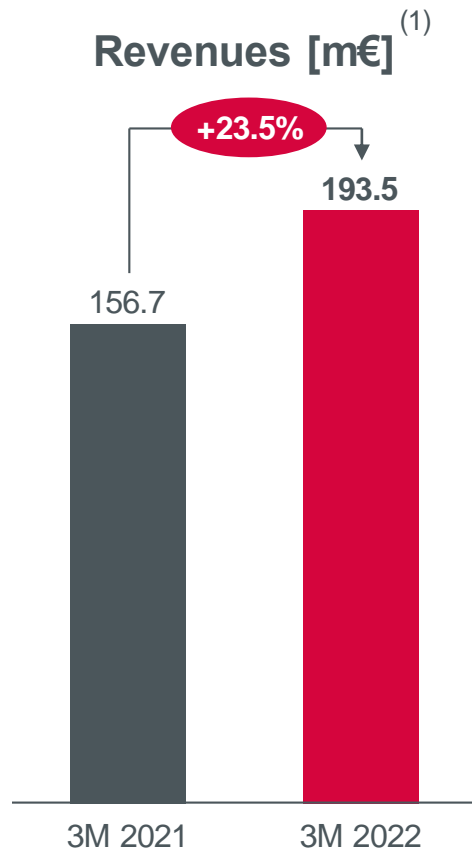
- IMF lowered global economic growth expectations for 2022 to 3.6% (from 4.4% pre-Ukraine war)
- Automotive industry impacted by supply chain disruptions from Ukraine war and corona-lockdowns in China
- Consequences from restraining factors on ESP-business rather limited at this point in time
- Automotive technological transformation continues to result in a high number of requests for quotations
- Confident outlook at the EDAG Group backed by very strong order intake in Q1

# KEY HIGHLIGHTS Q1 2022

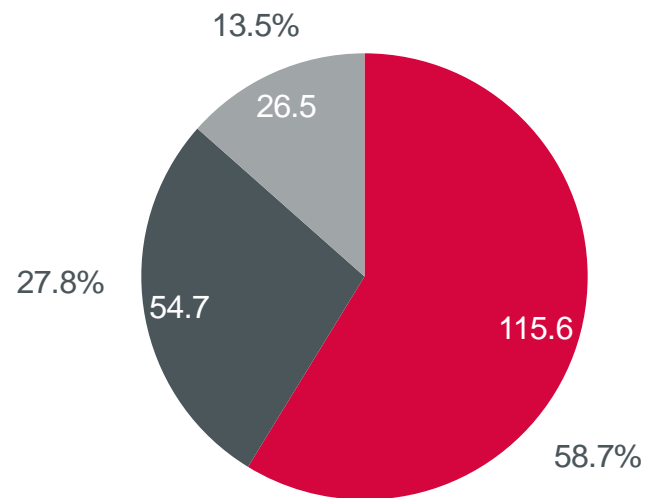


- Revenues up to 193.5 m€ (+23.5%)
  - Base effects from weak Q1 2021
- Adjusted EBIT at 14.7 m€
  - Margin at 7.6 %
- Order intake in Q1 up to 266.1 m€
  - 30.2% up against previous year
  - January, February and March above estimates
- New business unit "Energy Systems and Drive Train"
- EDAG Certified as Top Employer 2022





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



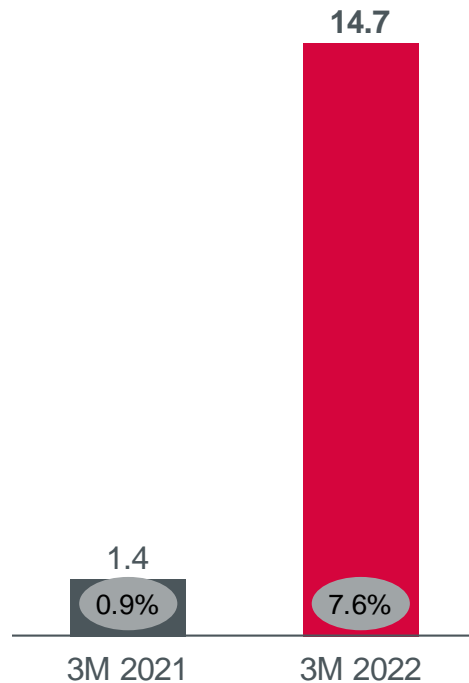
### change to 3M 2021

- Vehicle Engineering + 15.1%
- Electrics / Electronics + 20.3%
- Production Solutions + 32.4%

**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€]

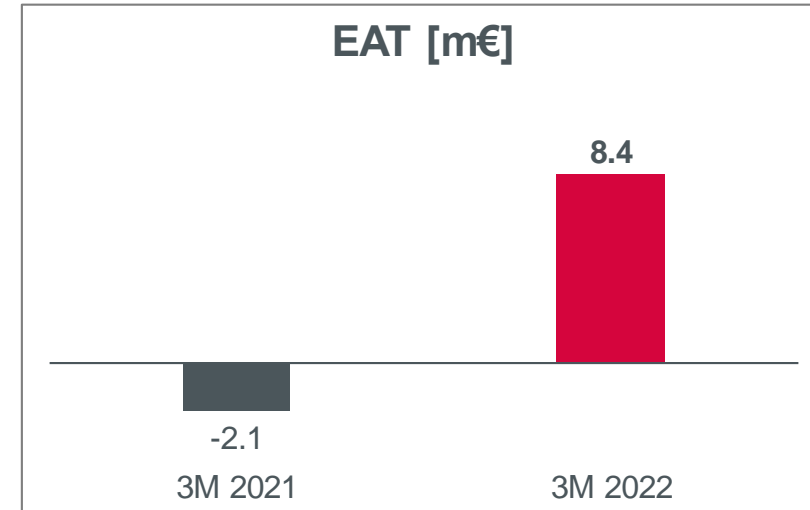
	3M 2021	margin	3M 2022	margin
Vehicle Engineering	2.9	2.9%	9.6	8.3%
Electrics / Electronics	2.2	4.9%	4.6	8.3%
Production Solutions	-3.7	-18.4%	0.5	2.1%

**Notes:**

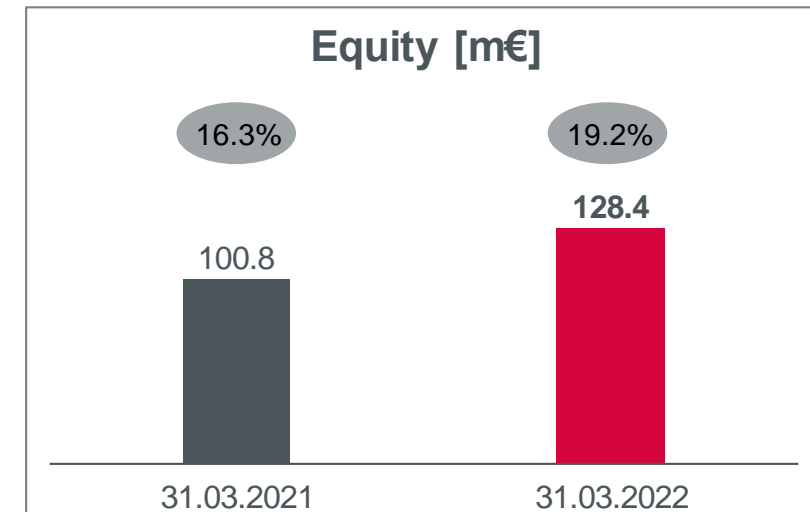
1. Adj. f for one-offs (purchase price allocation, consolidation effects, restructuring, a. o.)

x.x% adjusted EBIT-Margin

- EPS at 0.33 EUR



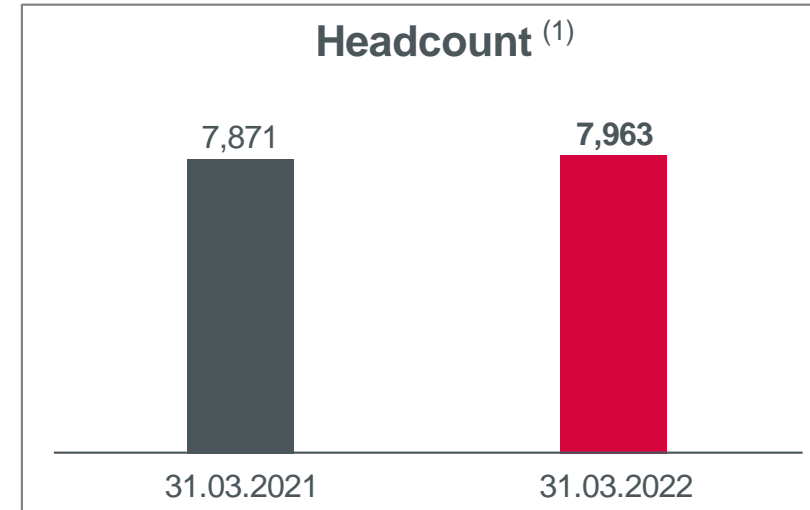
- Equity ratio increased yoy due to higher profit in 2021 and Q1 2022



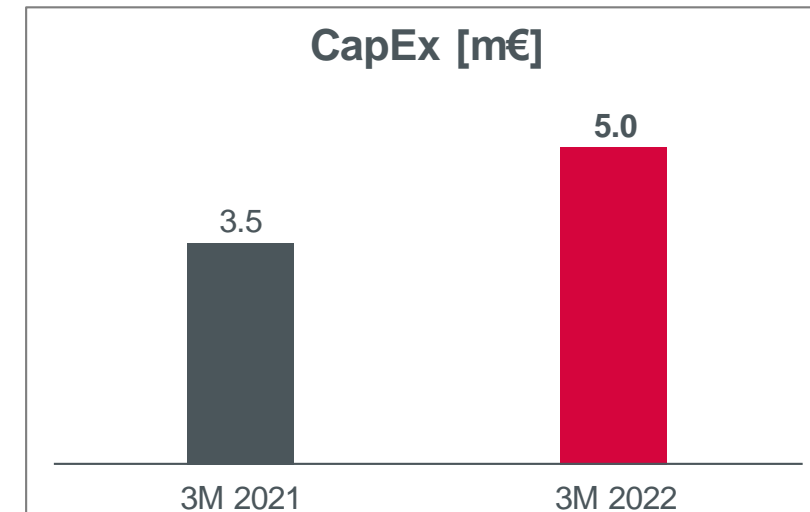
# HEADCOUNT AND CAPEX



- Headcount up by 92 employees (yoy)
  - Utilization significantly better
  - Hiring mode expected to continue



- CapEx up to 5.0 m€
- CapEx level at about 2.6% of revenues

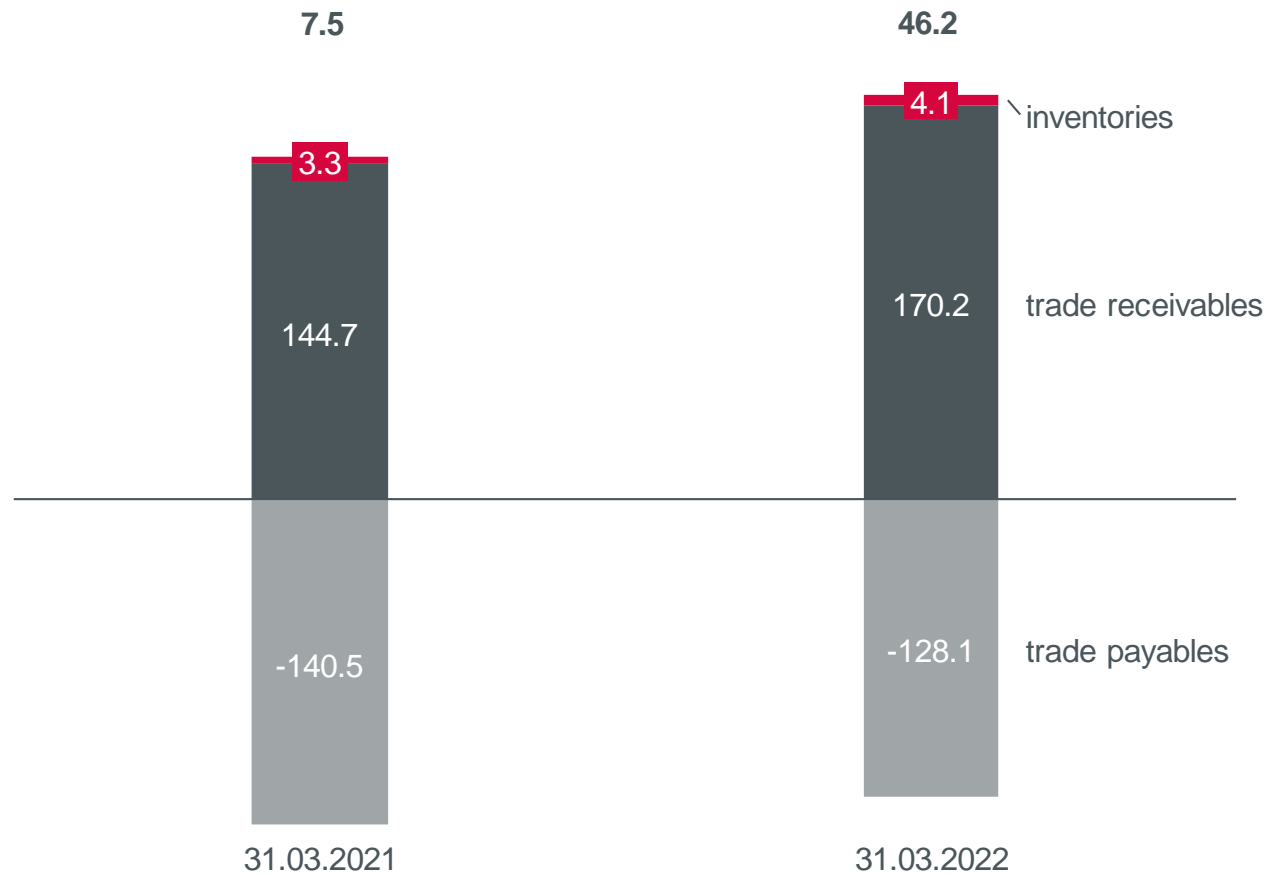


#### Notes

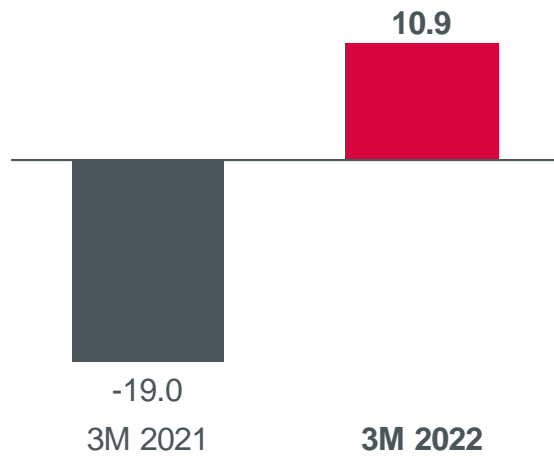
1. Including Trainees and work-study students



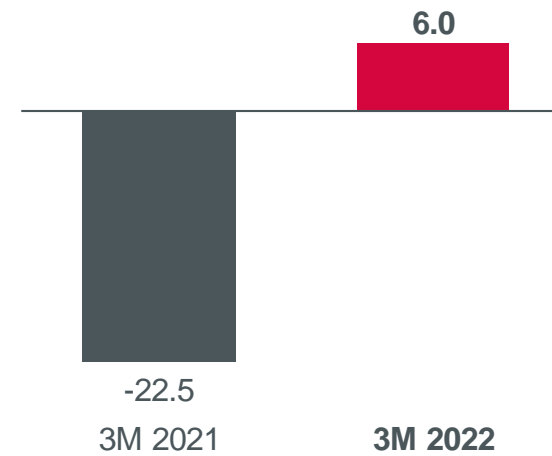
## Trade Working Capital [m€]



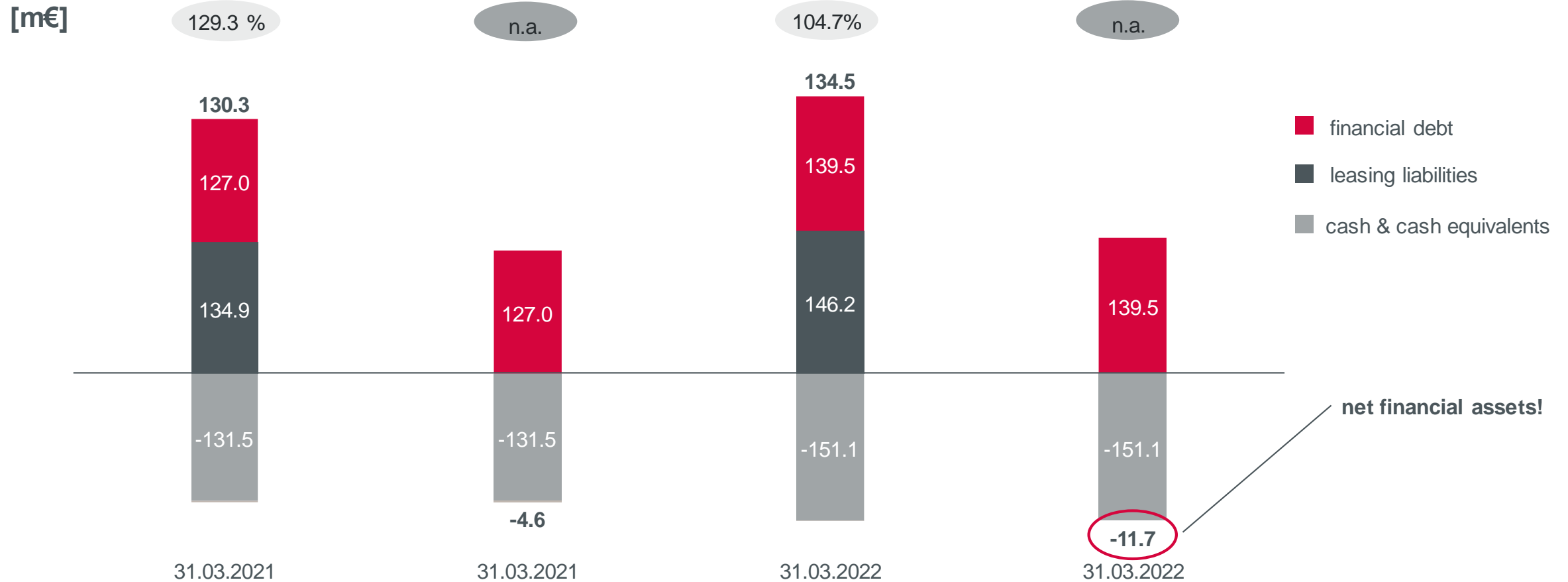
## Operating CF [m€]



## Free CF [m€]



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



For fiscal year 2022, EDAG expects accelerated growth momentum and a positive development in key performance indicators. This estimation depends largely on the war in Ukraine and possible further geopolitical disputes, as well as ongoing disruptions in global supply chains and further pandemic developments.

- Revenue is expected to grow by around 6 percent to 9 percent.
- The adjusted EBIT margin is expected in a range of around 6 percent to 8 percent.
- The investment rate is expected in a range of around 4 percent to 5 percent.

# QUESTIONS / ANSWERS



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## Financial Calendar

<b>Date</b>	
31 Mar 22	- Publication Annual Report 2021 - Analyst Call FY 2021
31 Mar 22	- Annual press briefing
06 May 22	Publication interim report 1Q22
23 Jun 22	General Shareholders' Meeting
25 Aug 22	- Publication interim report 1H22 - Analyst Call 1H22
10 Nov 22	Publication interim report 3Q22