

**YOUR GLOBAL MOBILITY
ENGINEERING EXPERTS**

EDAG ENGINEERING GROUP AG

ANALYST-CALL 9M 2022

November 10th, 2022



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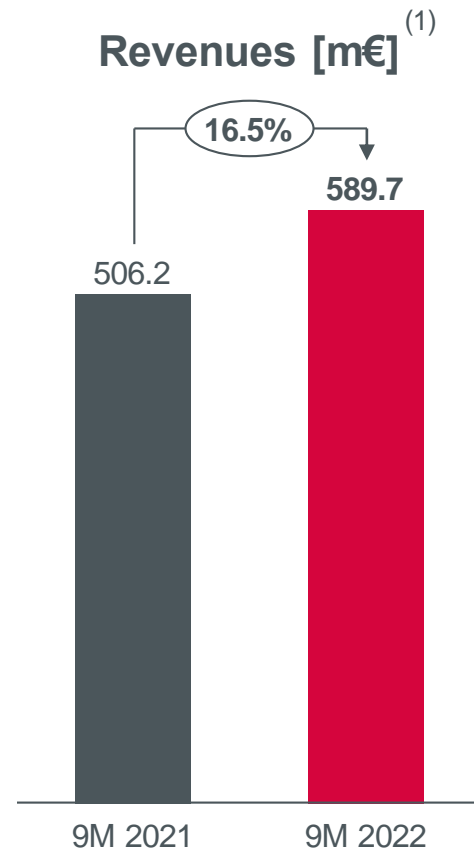
- Global economy negatively impacted by multiple factors (Covid-19, war on Ukraine, supply-chain disruptions, high inflation, energy costs)
- IMF lowered global economic growth expectation again to 3.2% in 2022 and 2.7% in 2023 – recession for Germany expected in 2023
- Automotive output slightly up, but demand expected to slow down in 2023
- Several Automotive OEM announced rising R&D budgets and new factories
- Current market environment for ESPs characterized by robust demand, but rising challenges at a macro level

KEY HIGHLIGHTS 9M 2022

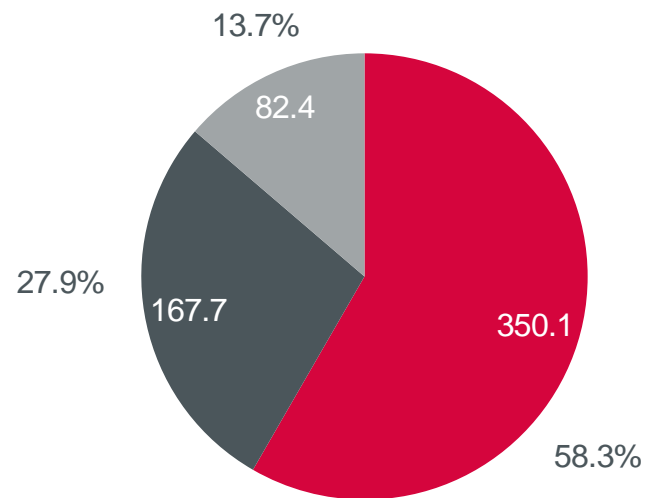


- Revenues at 589.7 m€ (+16.5%)
 - Q3 up by 19.9%
 - All segments are growing
- Adjusted EBIT up to 37.5 m€ (+57.6%)
 - margin at 6.4%
 - All segments profitable
- Order intake up by 183.2 m€ to 709.9 m€ (+34.8%)
- Successful certification ISO / SAE 21434 Cybersecurity – Road Vehicles
- EDAG and Eintracht Tech launch partnership





Revenues by Segment [m€] ⁽²⁾



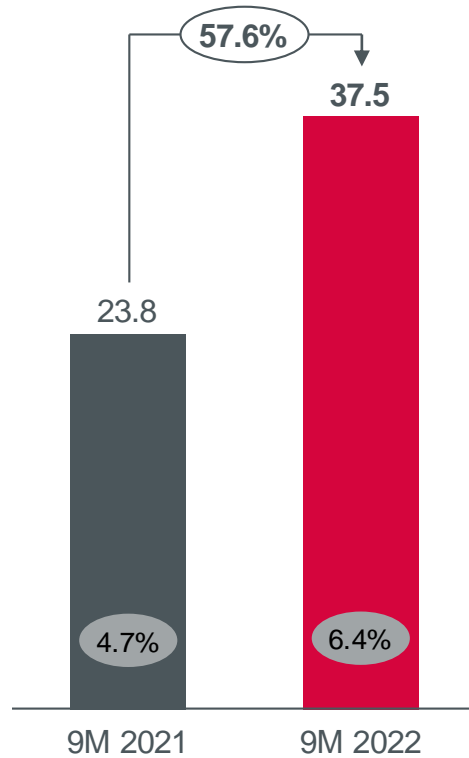
change to 9M 2021

- Vehicle Engineering + 7.8%
- Electrics / Electronics + 20.6%
- Production Solutions + 15.3%

Notes:

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

Adjusted EBIT [m€] ⁽¹⁾



Adjusted EBIT by Segment [m€]

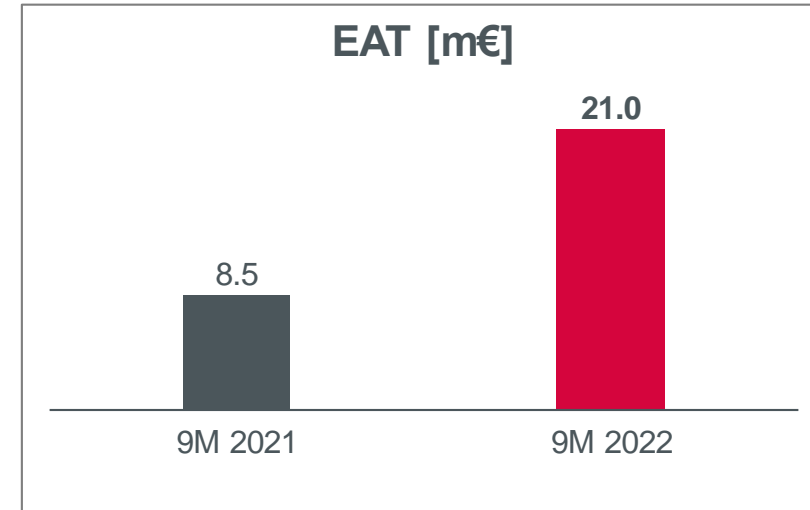
	9M 2021	margin	9M 2022	margin
Vehicle Engineering	18.9	5.8%	24.0	6.8%
Electrics / Electronics	8.9	5.9%	12.4	7.4%
Production Solutions	-3.2	-4.5%	1.2	1.4%

Notes:

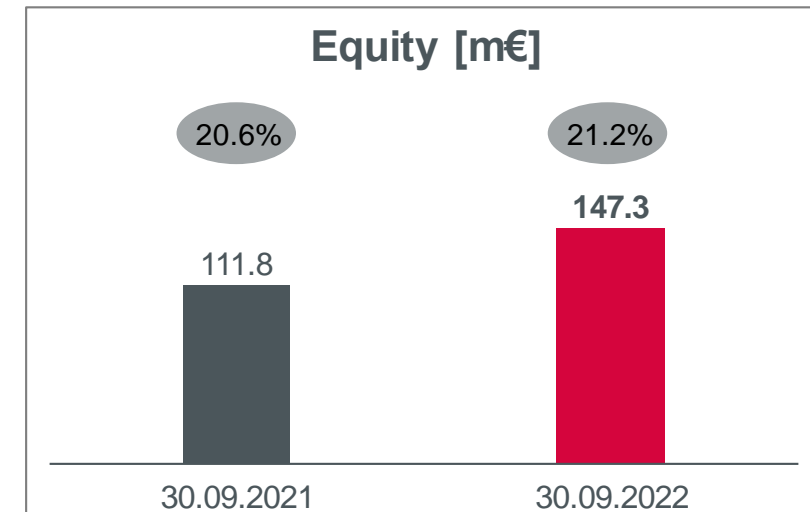
1. Adj. f for one-offs (purchase price allocation, restructuring, a. o.)

x.x% adjusted EBIT-Margin

- EPS at 0.84 EUR

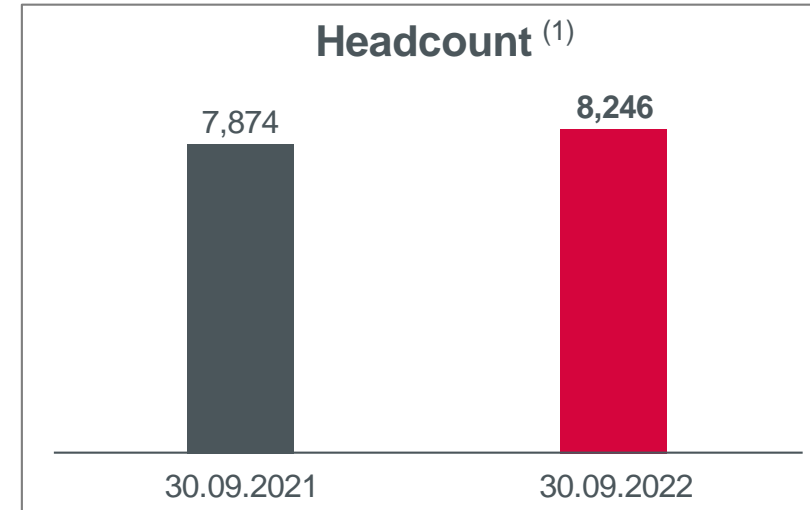


- Equity ratio further increased

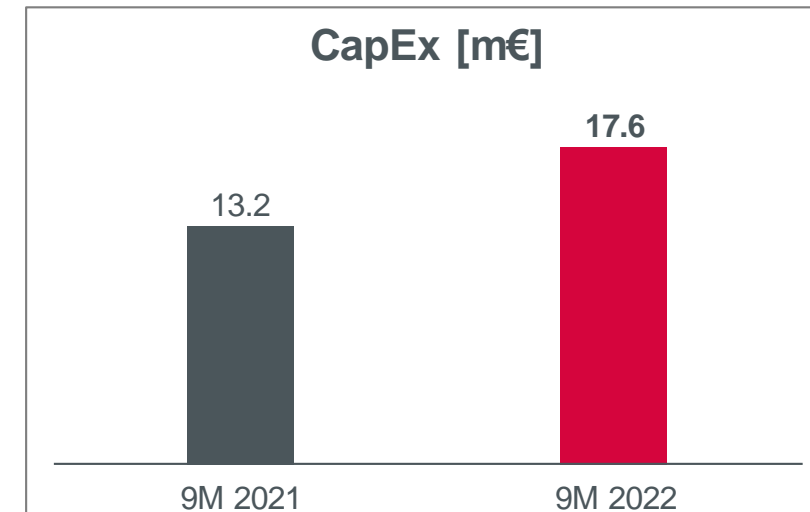


HEADCOUNT AND CAPEX

- Headcount up by 372 employees (yoy)



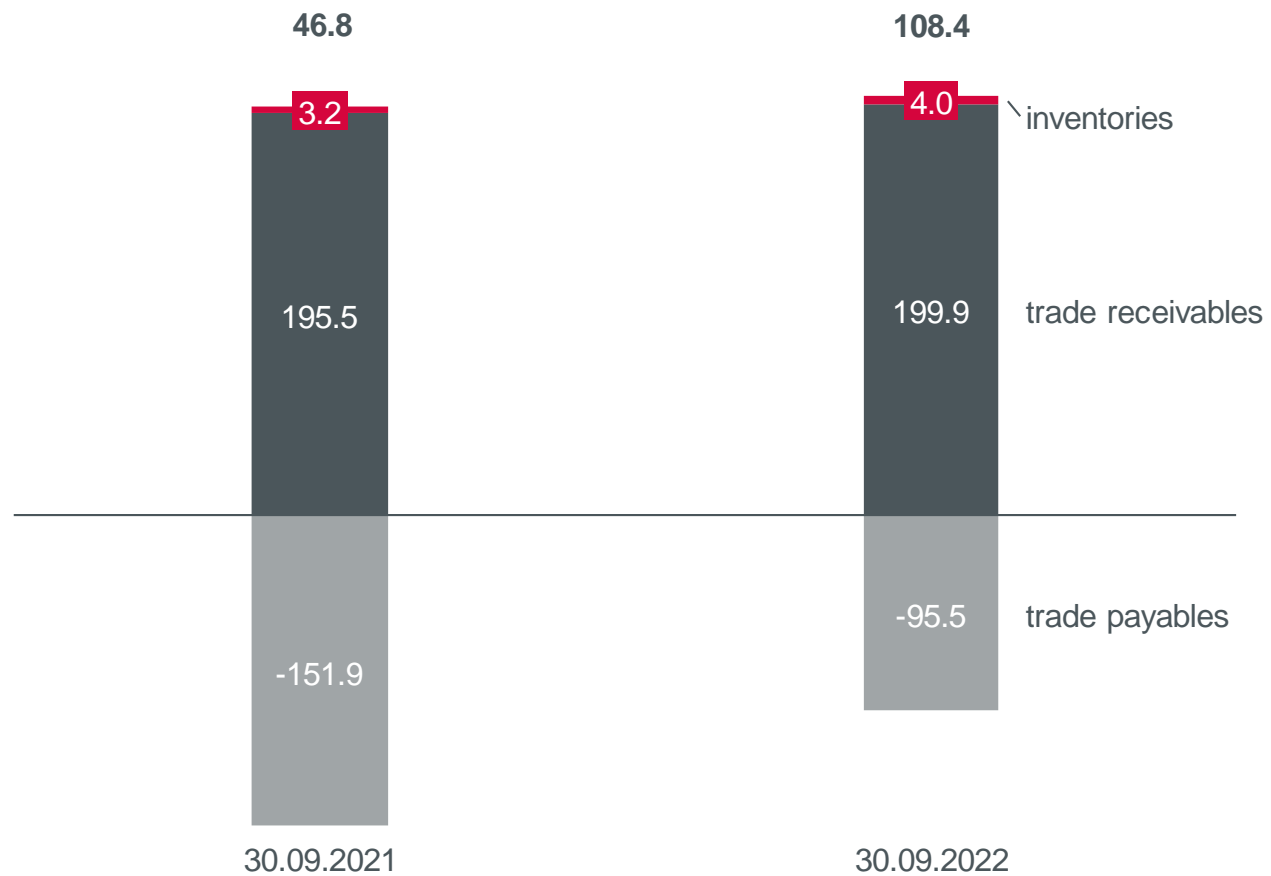
- CapEx levels at about 3.0% of revenues
- Further increase over coming months expected – in accordance with planning



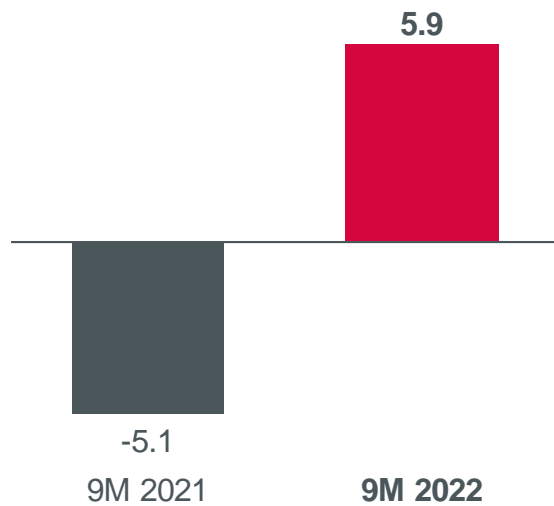
Notes

1. Including Trainees and work-study students

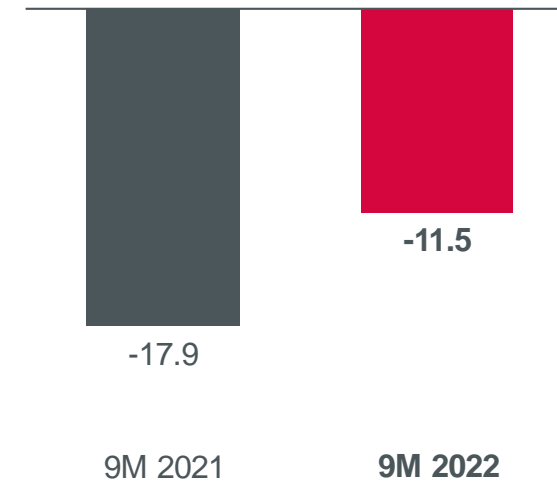
Trade Working Capital [m€]



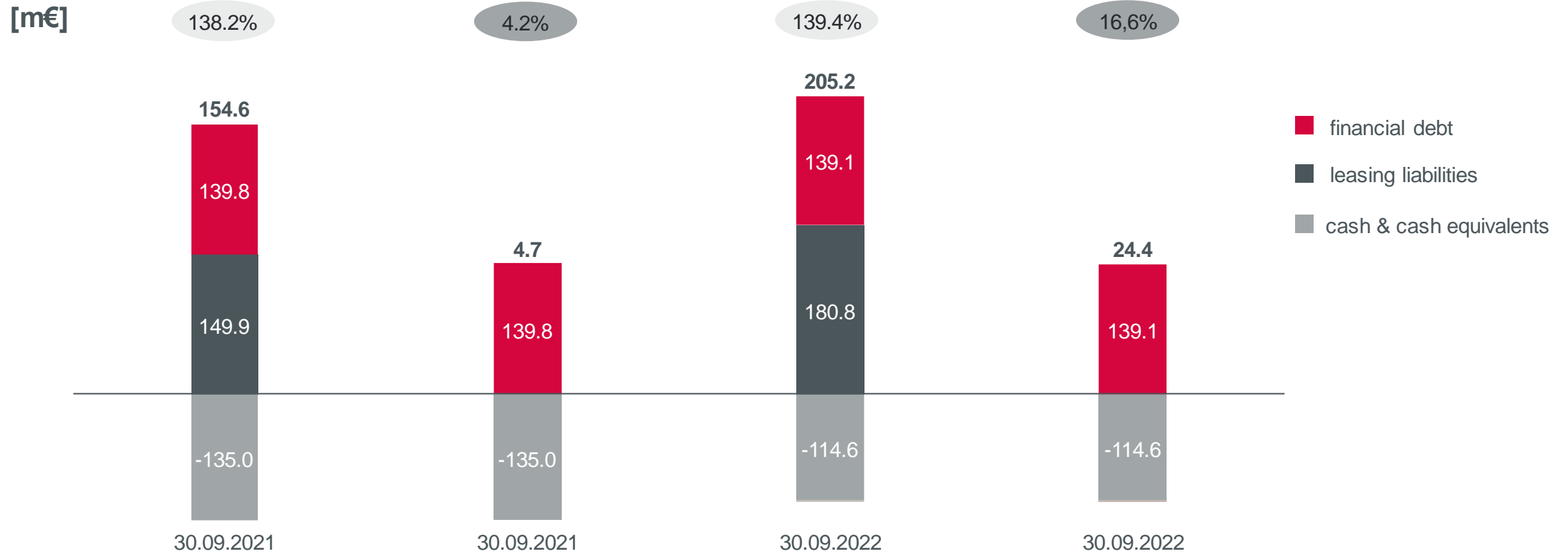
Operating CF [m€]



Free CF [m€]



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

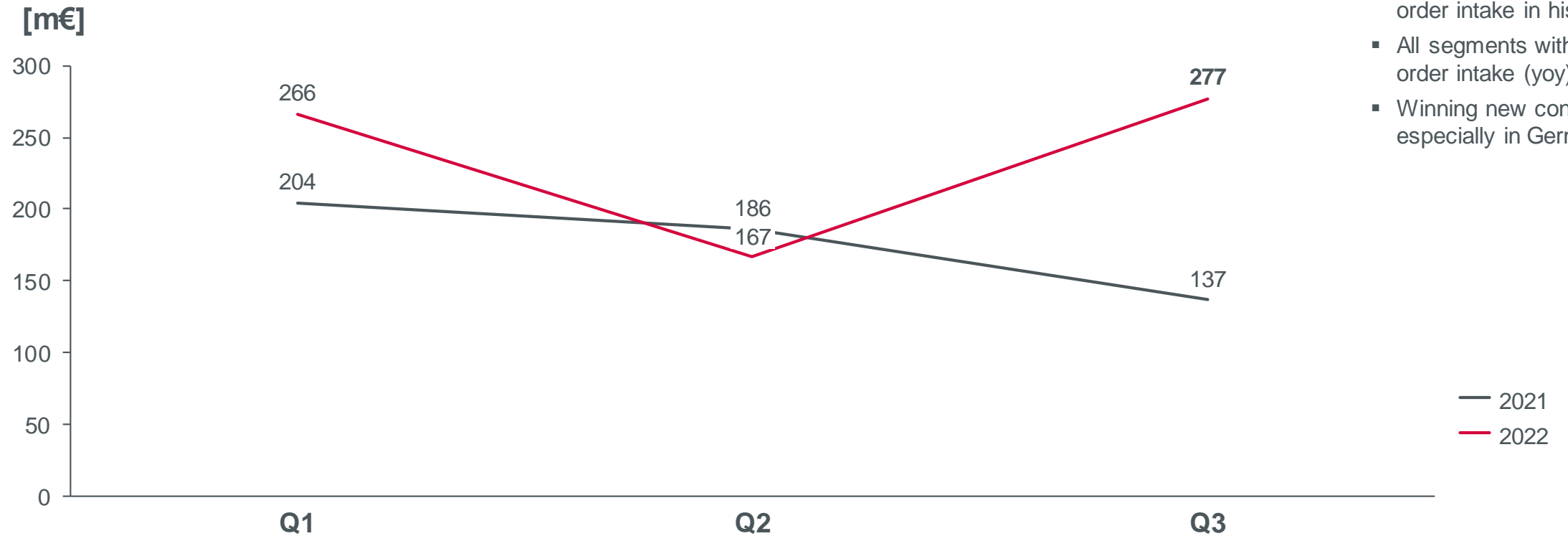


ORDER INTAKE BY QUARTER



Comment:

- One of the highest Q3 order intake in history
- All segments with higher order intake (yoy)
- Winning new contracts especially in Germany



Further increasing R&D budgets of our customers and order wins led to a reassessment of the forecast for the revenue development of EDAG in the current financial year.

- Revenue is now expected to grow in a range of around 14 percent to 16 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.

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.

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Financial Calendar

Date	
30 Mar 23	- Publication Annual Report 2022 - Analyst Call FY 2022
30 Mar 23	- Annual press briefing
05 May 23	Publication interim report 1Q23
28 Jun 23	General Shareholders' Meeting
31 Aug 23	- Publication interim report 1H23 - Analyst Call 1H23
09 Nov 23	Publication interim report 3Q23