

-Ökologischer Werkstoff für technologische Anwendungen-



Company Presentation

Delignit AG

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Delignit at a glance

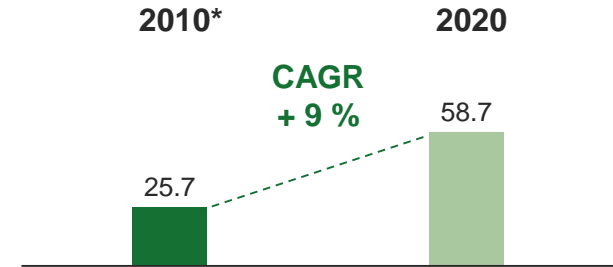
ENDMARKETS/ KEY FIGURES

Market leader for technological system solutions based on sustainable raw materials

System and development partner for the automotive & railway industries

Excellent visibility on growth thanks to strong order backlog

Automotive



Technological Applications

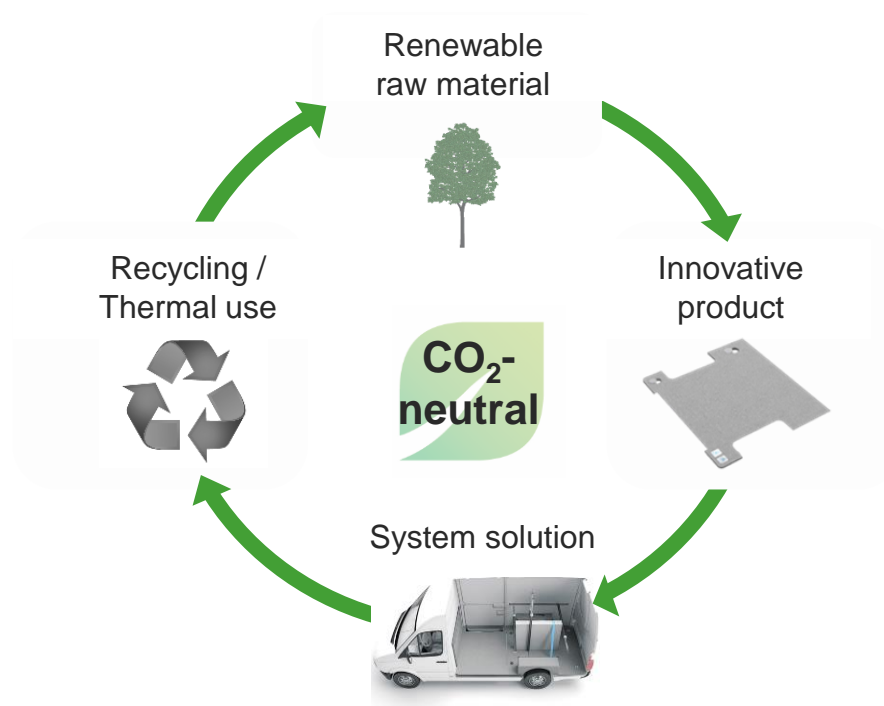


*Adjusted for the deconsolidation of the Romanian holdings; Revenue in € m

Sustainability and innovation have been part of Delignit's DNA since 1799

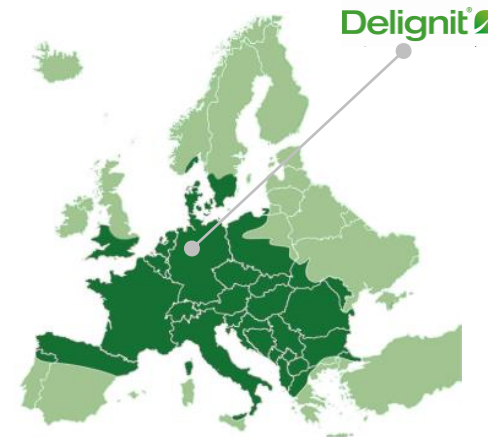
PRODUCT LIFECYCLE/ BEECH SUPPLY IN GERMANY

CO₂ neutral product lifecycle

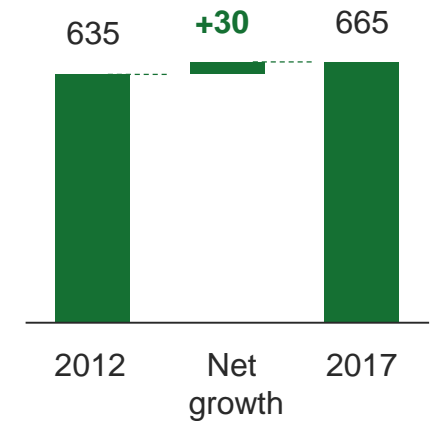


Sustainable raw material base

Natural occurrence of beech in Europe



Natural beech supply in Germany, in million m³



Delignit key end-markets are underpinned by strong and sustainable growth drivers

BUSINESS UNITS/ GROWTH DRIVERS

Key growth drivers



Growing e-commerce **drives demand for light commercial vehicles (LCV)**



E-Mobility trend in LCV market drives **demand for ecological lightweight system solutions**



Rising demand for flexible independent travelling

Automotive



Continued urbanization and **government funding** drive demand for railway industry



Retailers investments in increasing offerings and service levels drive **warehousing and distribution market**

Technological Applications



Delignit growth strategy is based on technology leadership in attractive niches

ELEMENTS OF DELIGNIT GROWTH STRATEGY



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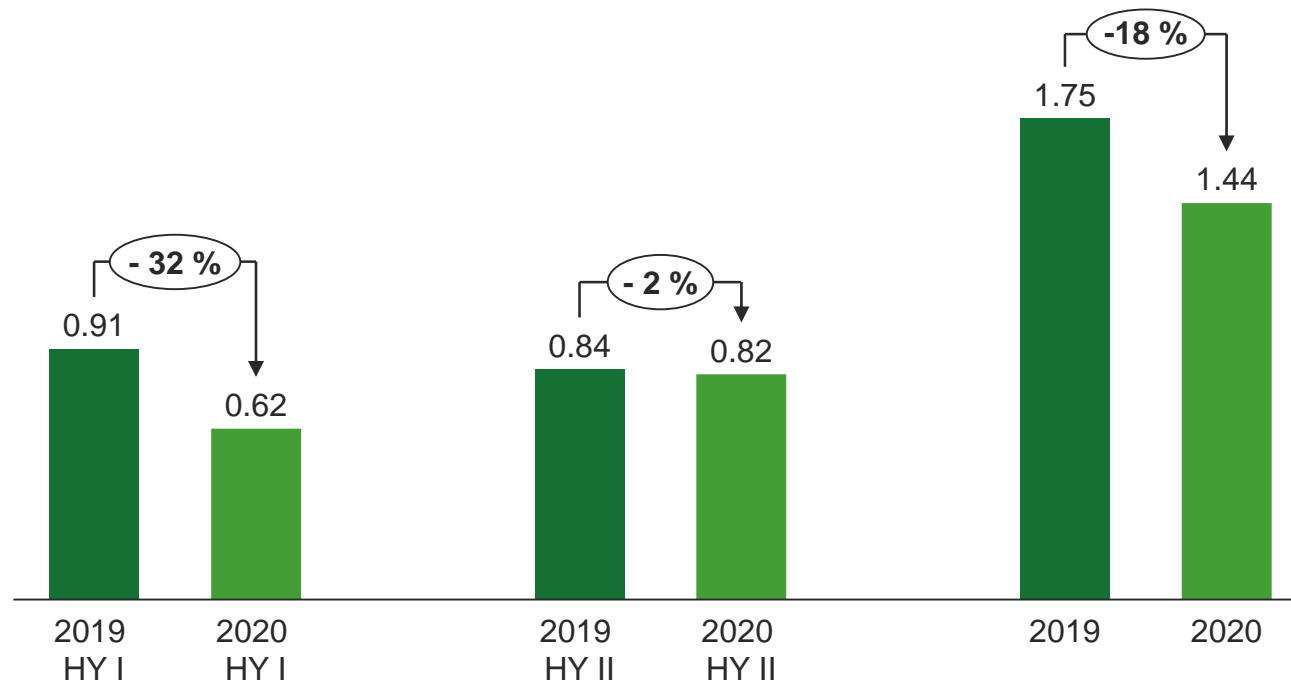
Delignit share

Appendix

After significant drop in H1, European LCV registrations have picked up again

REGISTRATION FIGURES LCV* IN EUROPE IN MILLION UNITS

Registration figures LCV**

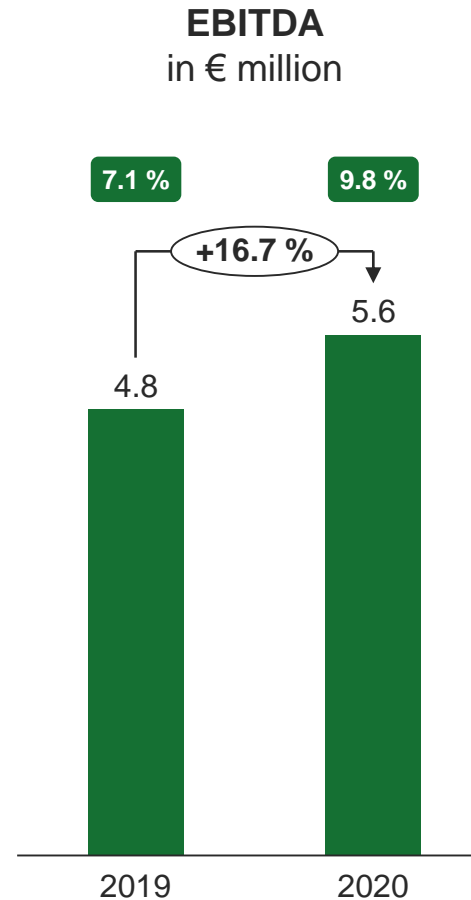
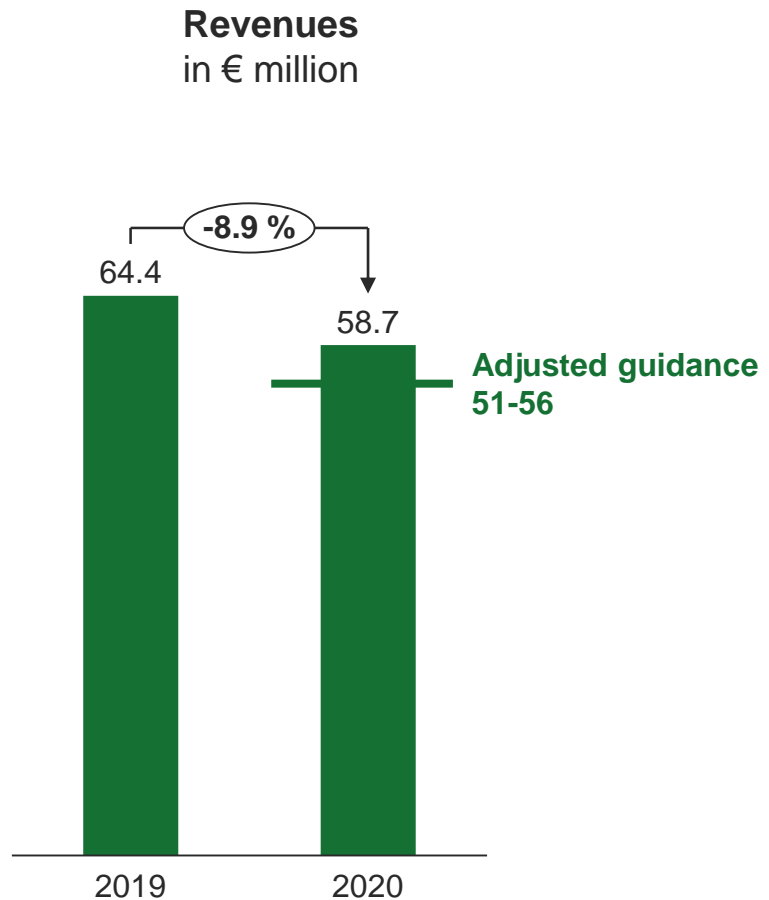


- **COVID-19** led to significant drop in EU LCV registrations and **OEM shutdowns**
- **LCV registrations** have seen **recovery** witnessed by yoy registration in second half of 2020 and see **stable call-off situation in 2021**

*LCV: Light Commercial Vehicle; European registrations
**Source: ACEA

Delignit's financial figures for 2020 outperform revenue guidance and earnings expectations

FISCAL 2020 / FINANCIAL EFFECTS



Positive financial effects in 2020 vs. 2019

Systematic insourcing strategy

Systematic insourcing of external services throughout COVID-19 pandemic

Successful ramp-up of caravan business

Systematic cost management of series production of interior components for new caravan model

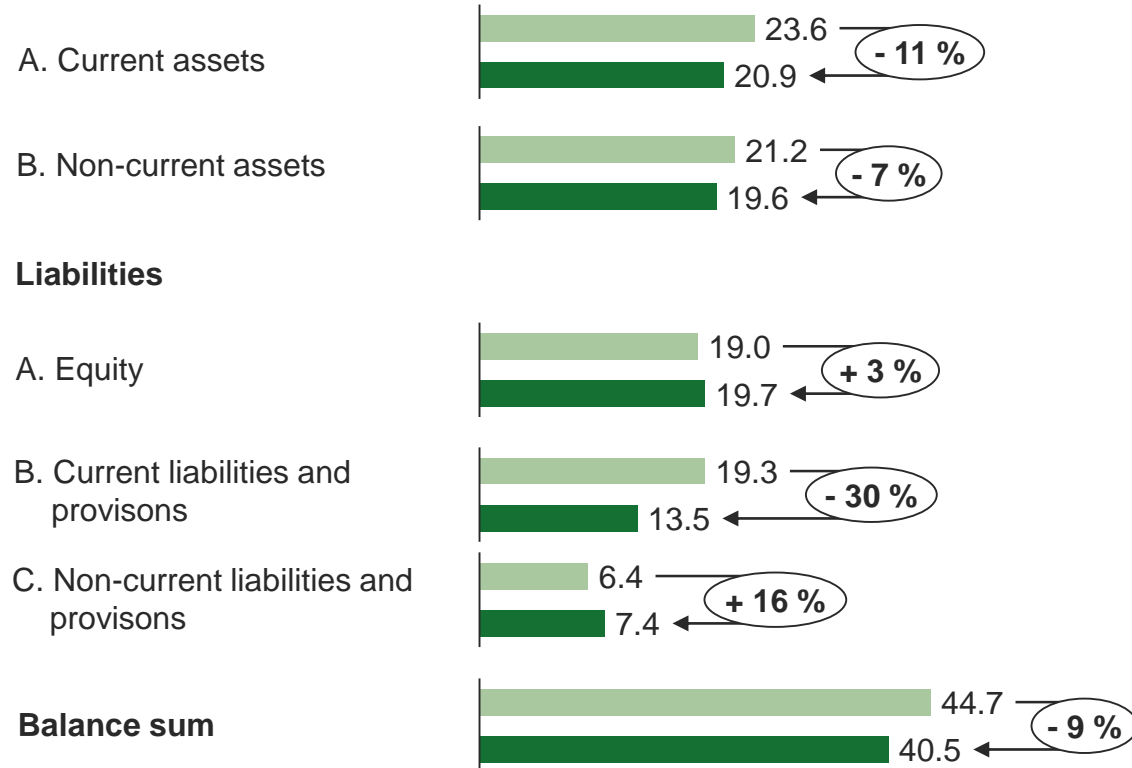
No more follow-up costs after short-term order adjustments

Negative profitability effect of short-term order adjustment in 2019 fully processed and partly compensated in 2020

Solid balance sheet and reduced net debt in fiscal year 2020

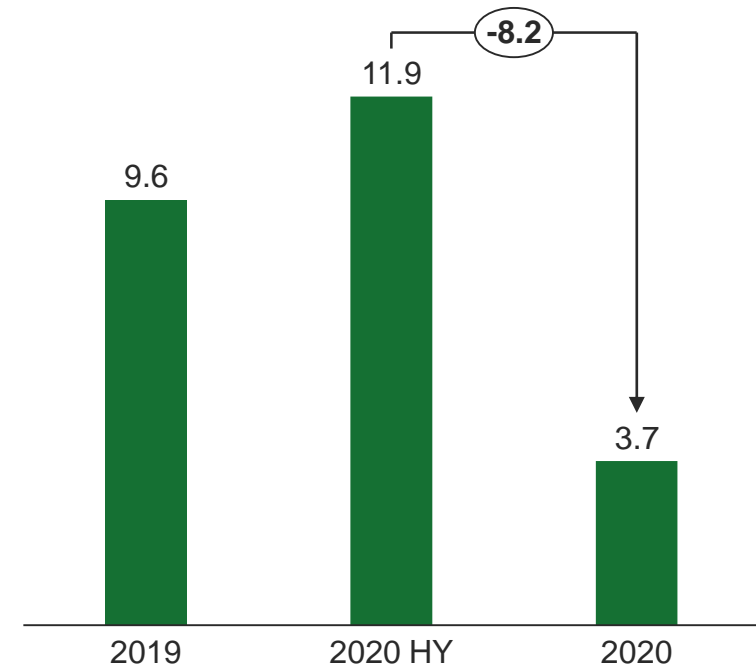
IFRS CONSOLIDATED BALANCE SHEET AS OF 30.06. IN € MILLION / NET DEBT IN € MILLION

Assets



2019 HY 2020 HY

Net debt in € million



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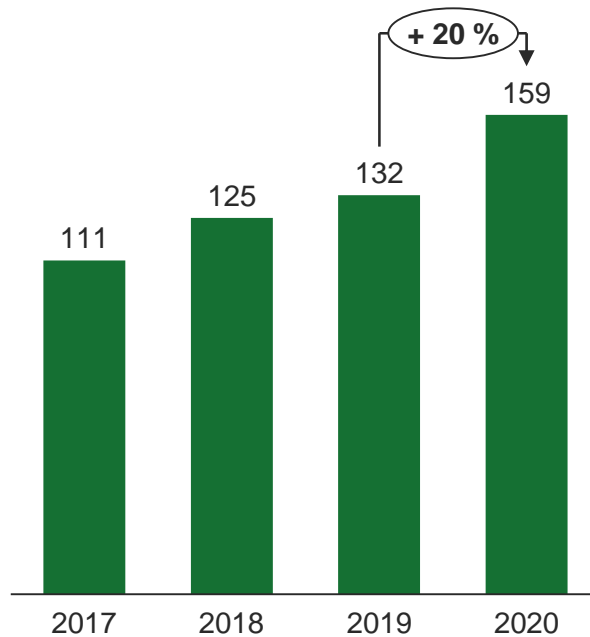
Delignit share

Appendix

Profitability of the caravan series production was improved significantly throughout 2020

MOTOR CARAVAN REGISTRATIONS IN THOUSAND UNITS / ORDER OVERVIEW

Motor Caravan registrations Europe



Source: European Caravan Federation



Record year for Caravanning Industry

A new record every year – that sums up the past decade in the motor caravan market



Development of caravan business

Significant improvement in profitability in the course of first half of 2020

Continuous increase in call-off figures



Delignit has successfully secured a major serial delivery contract for a new eLCV model

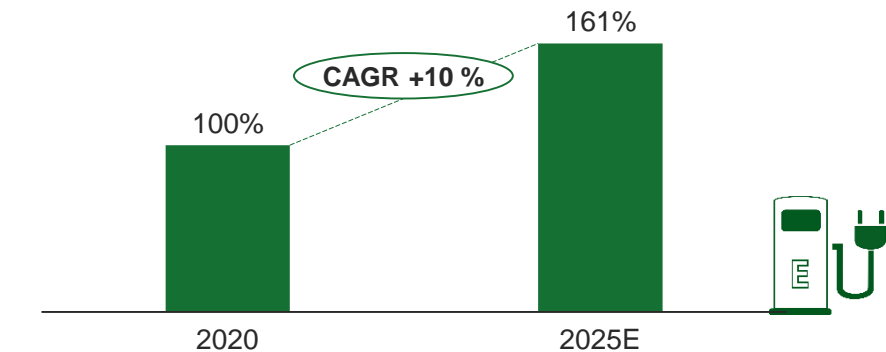
OVERVIEW NEW SERIAL CONTRACT IN eLCV SEGMENT/ eLCV REGISTRATIONS & MARKET SHARES

Order summary

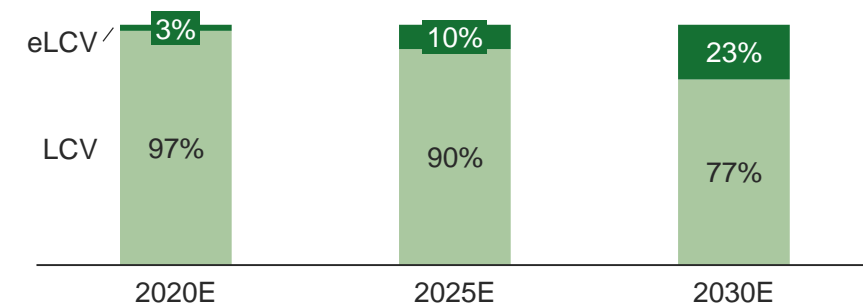
- **Innovative system floor solution** (composite construction) for new eLCV model
- **Composite material**, based on sustainable raw materials combined with **light-weight** honeycomb substructure
- Cumulated **revenue potential of more than € 23 m** over total order lifetime
- **Series production from 2022 to 2032**



eLCV registrations / market shares



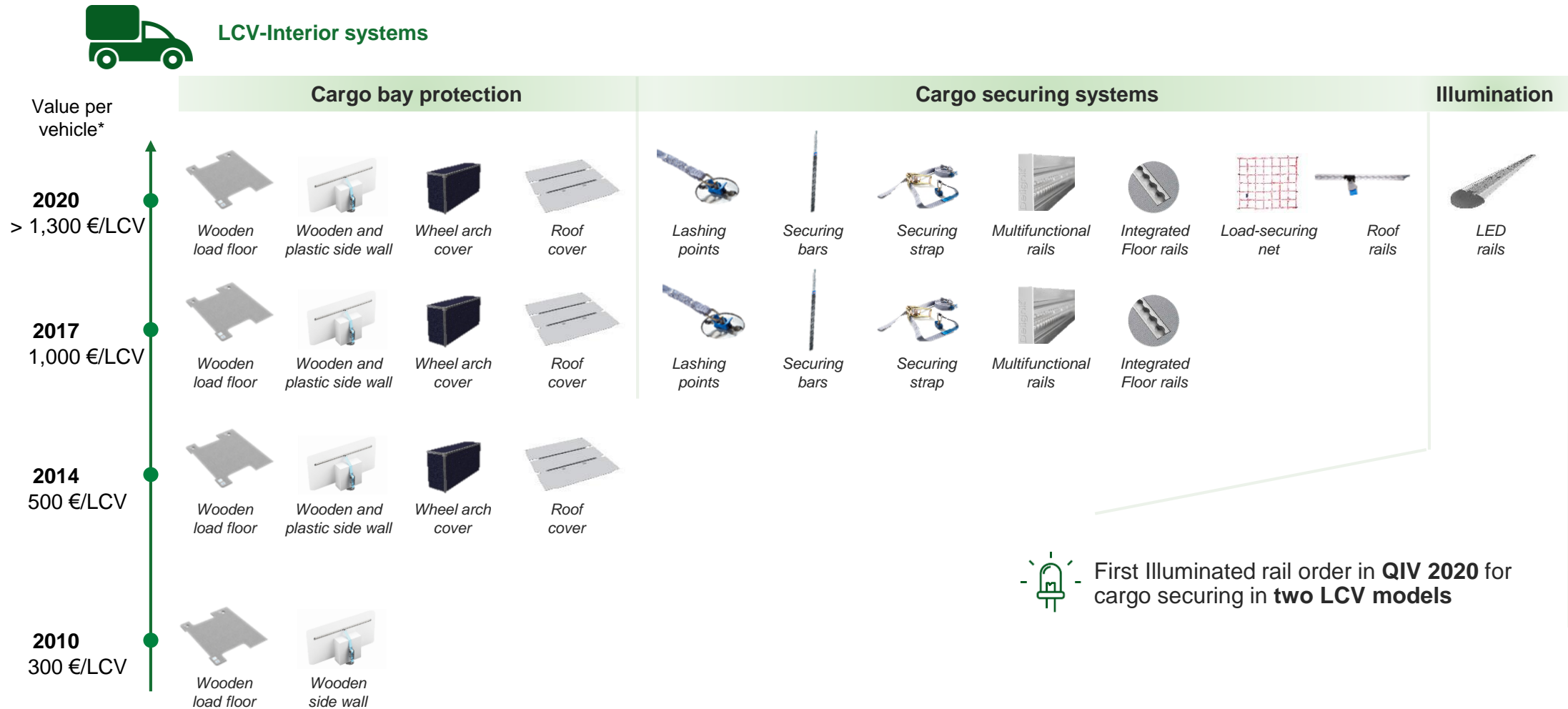
Source: Mordor Intelligence



Source: IDTechEx Electric Light Commercial Vehicles 2020-2030

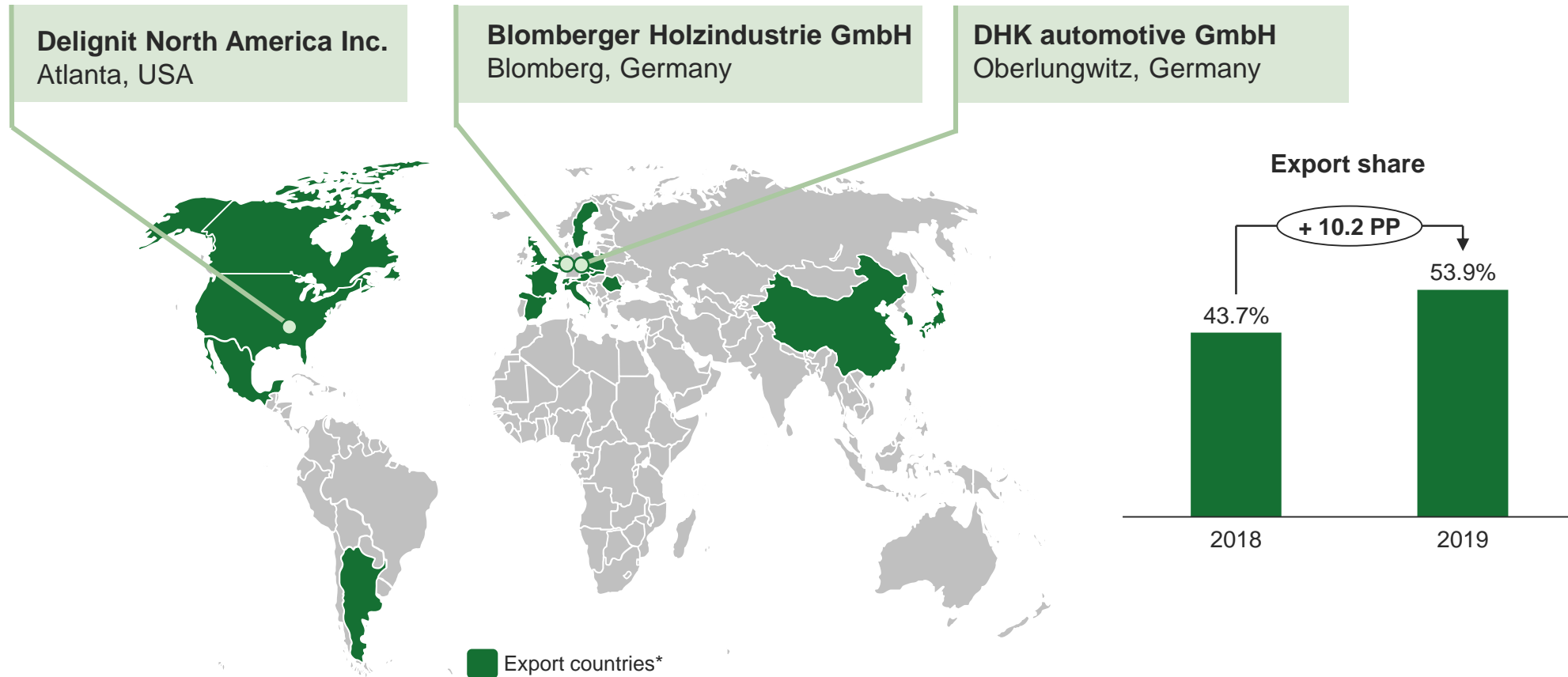
Delignit's interior systems are used extensively by leading OEMs in the LCV market

PRODUCT DEVELOPMENT LCV INTERIOR SYSTEMS



Delignit intends to focus on further growth opportunities through geographic expansion

GEOGRAPHIC FOOTPRINT OF DELIGNIT GROUP / EXPORT SHARE IN %



*Top 20 as of 31.12.2019

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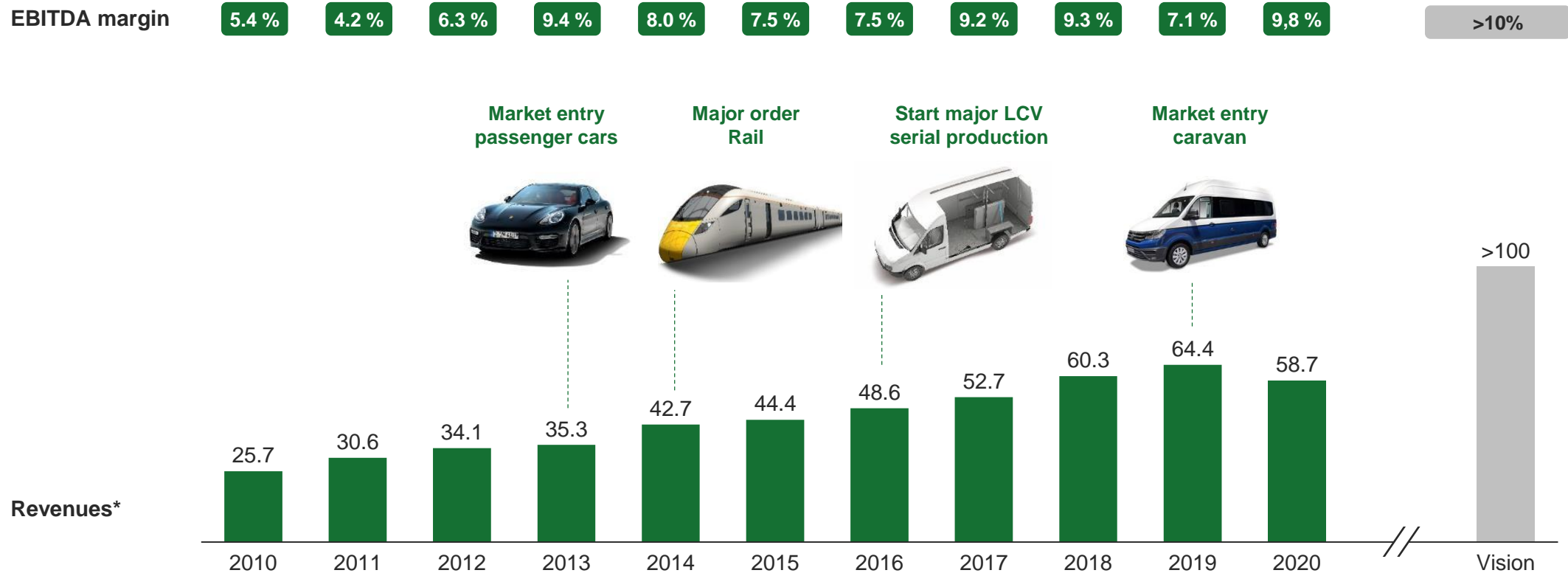
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Successful market entries provided the basis for sustainable growth

GROUP REVENUES AND EBITDA MARGIN 2010 - 2020 / VISION



*Adjusted for the deconsolidation of the Romanian holdings; Revenue in € m

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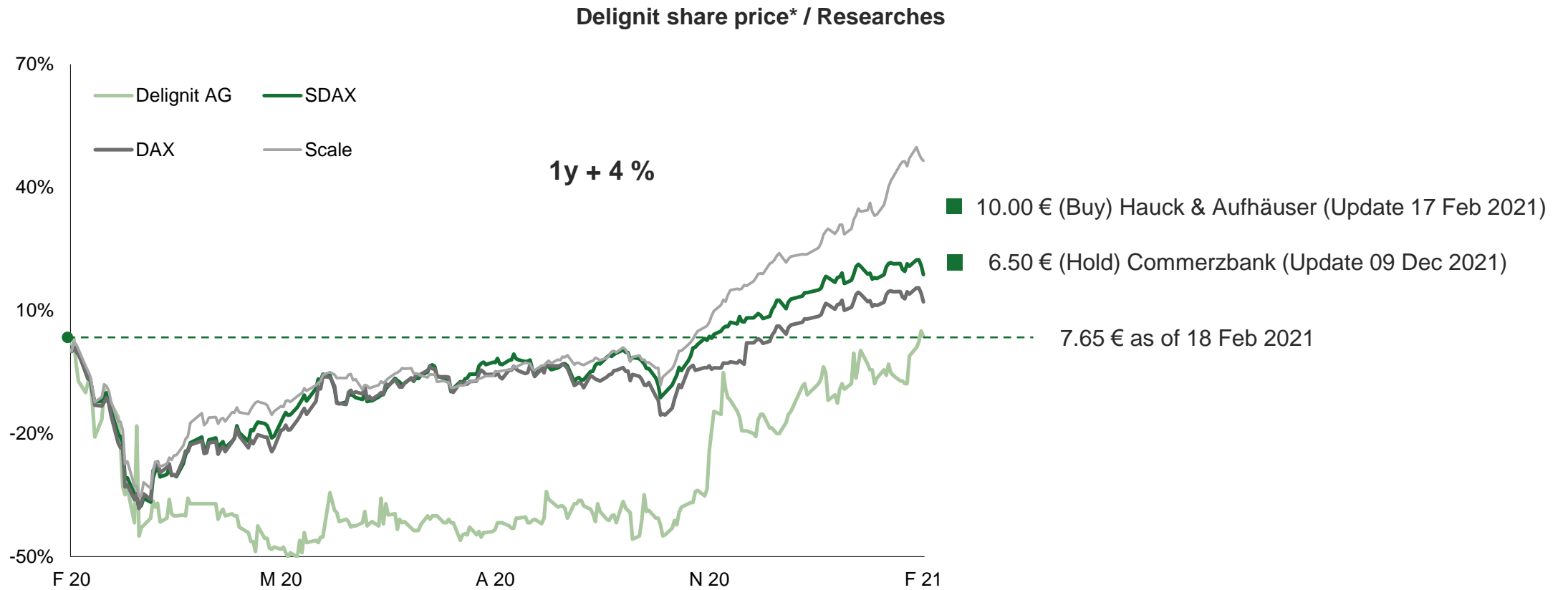
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The Delignit share started to recover after the drop due to the COVID-19 pandemic

DELIGNIT SHARE / RESEARCHES



*18 Feb 2020 – 18 Feb 2021

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FACTSHEET

COMPANY

Under the Delignit brand name, the Delignit AG develop, manufacture and sell ecological materials and system solutions from renewable natural resources. In its capacity as a development, project, and serial provider for such technology sectors as the automotive and railway industry, the Delignit Group focuses its activities on developing and executing technological and customized applications based largely on beechwood. The company was founded over 200 years ago and is listed in the Scale segment of the Frankfurt's Stock Exchange

MANAGEMENT BOARD

Markus Büscher (CEO)
Thorsten Duray (CSO)

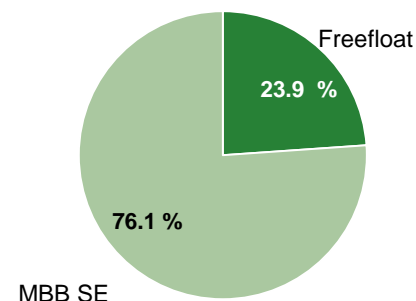
SUPERVISORY BOARD

Dr. Christof Nesemeier (chairman)
Gert-Maria Freimuth (deputy chairman)
Anton Breitkopf

FULLY-CONSOLIDATED COMPANIES (share)

Blomberger Holzindustrie (100 %)
DHK automotive (100 %)
Delignit North America (100 %)
Delignit Immobiliengesellschaft (100 %)

SHAREHOLDER STRUCTURE



FIGURES (in € thousand)

	2010*	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020**
Revenue	25,651	30,628	34,140	35,299	42,718	44,402	48,565	52,683	60,273	64,360	58.7
EBITDA	1,383	2,077	3,079	3,468	3,517	3,455	3,722	4,865	5,639	4,817	5.6
EBIT	621	1,285	2,217	2,448	2,037	1,964	2,360	3,132	4,024	2,328	
Consolidated results	388	725	1,249	1,731	1,031	1,107	1,448	1,928	2,572	1,399	
Operating cash flow	1,081	2,704	2,151	1,964	786	1,594	1,831	3,390	-245	5,864	
EPS in €	0,05	0,09	0,15	0,21	0,13	0,14	0,18	0,24	0,31	0,17	
Balance sum	21,975	22,497	21,365	25,975	26,747	29,574	32,471	32,548	38,325	40,149	
Equity	9,052	9,768	10,506	11,952	12,673	13,677	14,777	16,508	18,646	19,602	
Equity ratio	41.2%	43.4%	49.2%	46.0%	47.4%	46.2%	45.5%	50.7%	48.7	48.8	
Net Debt (-) / Net Cash (+)	- 4,039	- 1,858	- 712	- 1,887	- 2,356	- 2,402	- 4,457	- 4,038	- 7,824	-9,576	-3.7
Employees	178	202	213	258	268	294	318	330	361	390	370

CONTACT

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Email: info@delignit.com

* Adjusted for the deconsolidation of the Romanian holdings
** Preliminary figures in € m
*** 18 February 2020 – 18 February 2021

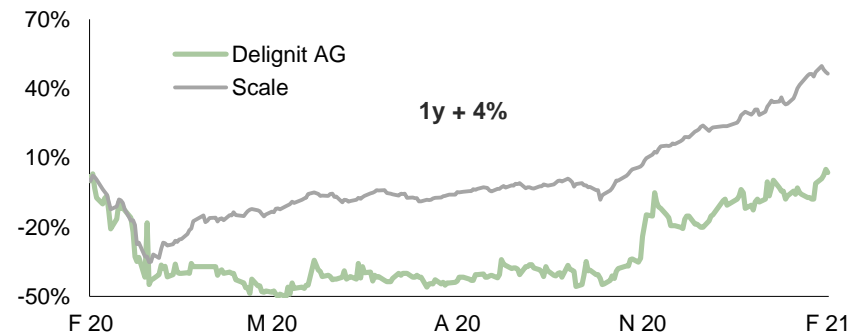
BASIC SHARE DATA

ISIN DE000A0MZ4BO
Class of shares Ordinary share
Reuters code DLX
Admission segment Scale
Number of shares 8,193,000

FINANCIAL CALENDER

01 Sep 2020 Edison Research
09 Dec 2020 Commerzbank Research
09 Dec 2020 MKK Muenich
25 Feb 2021 ODDO Sedler Conference
April 2021 Annual Report
15 Jun 2021 Annual General Meeting 2021
31 Dec 2021 End of fiscal year 2021

SHARE PRICE PERFORMANCE*** (1 YEAR)



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