

-Ecological material for technological applications-



Company Presentation

Delignit AG

Agenda

Business model & strategy

Half-year figures 2021

Recent developments

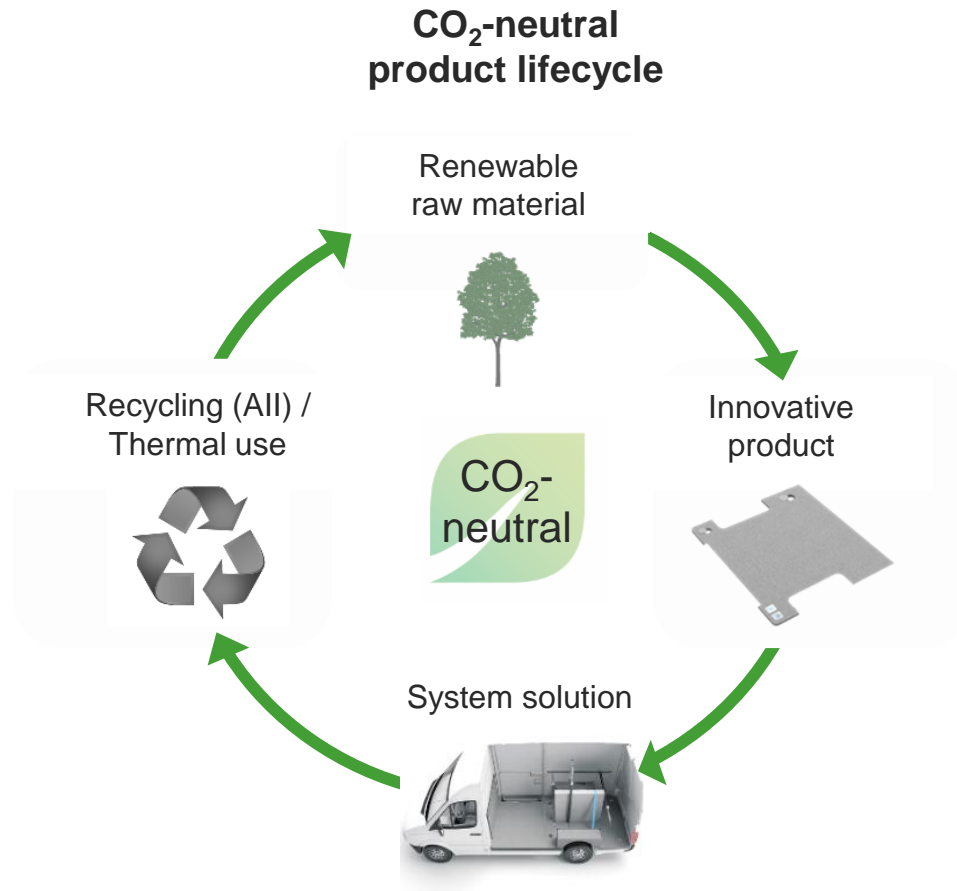
Vision

Appendix



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

PRODUCT LIFECYCLE / CERTIFICATIONS



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



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



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

Automotive



Technological Applications



Delignit growth strategy is based on technology leadership in attractive niches

ELEMENTS OF DELIGNIT GROWTH STRATEGY



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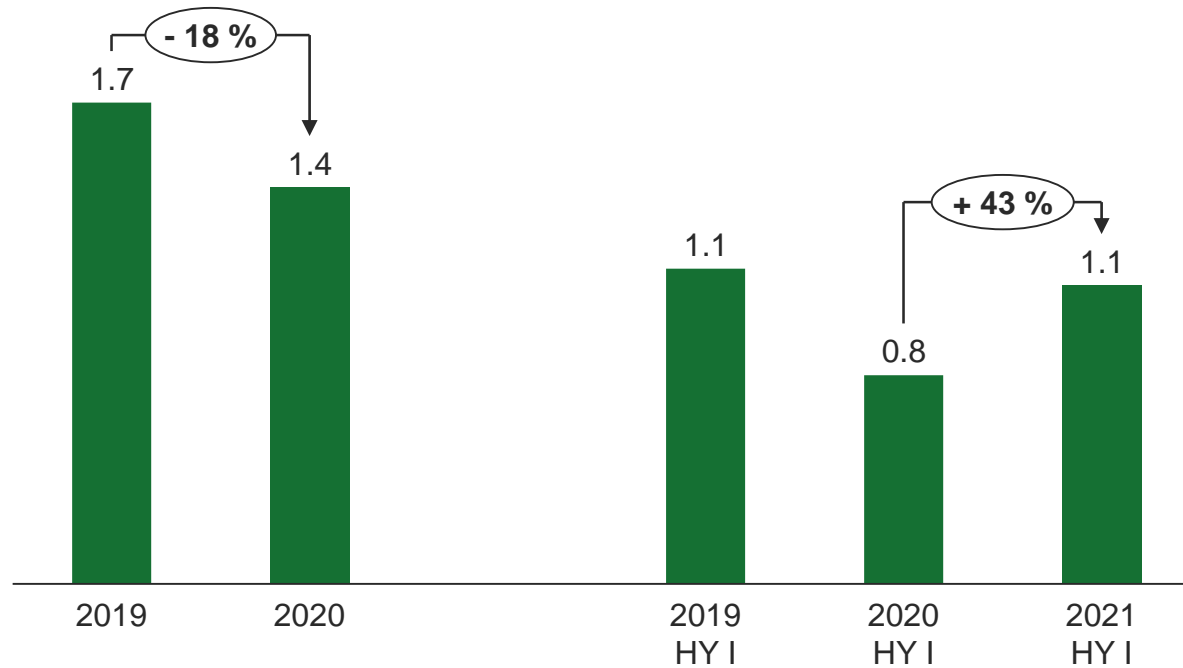
Vision

Appendix

European LCV registrations returned to pre-crisis level

REGISTRATION FIGURES LCV* IN EUROPE

Registration figures LCV**
in million units



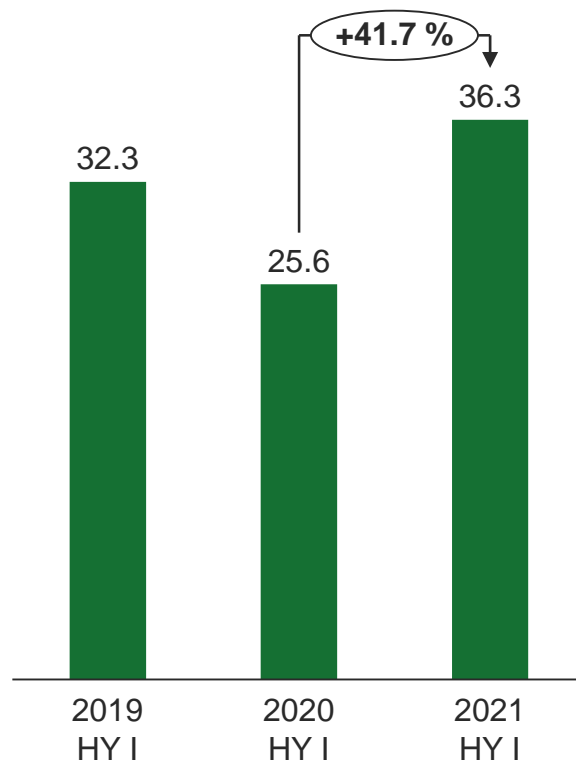
*LCV: Light Commercial Vehicle; European registrations
**Source: ACEA

- **COVID-19** led to significant drop in EU LCV registrations and **OEM shutdowns in 2020**
- **LCV registrations** have seen **recovery** witnessed by yoy registration and even **returned to pre-crisis level** in first half of 2021

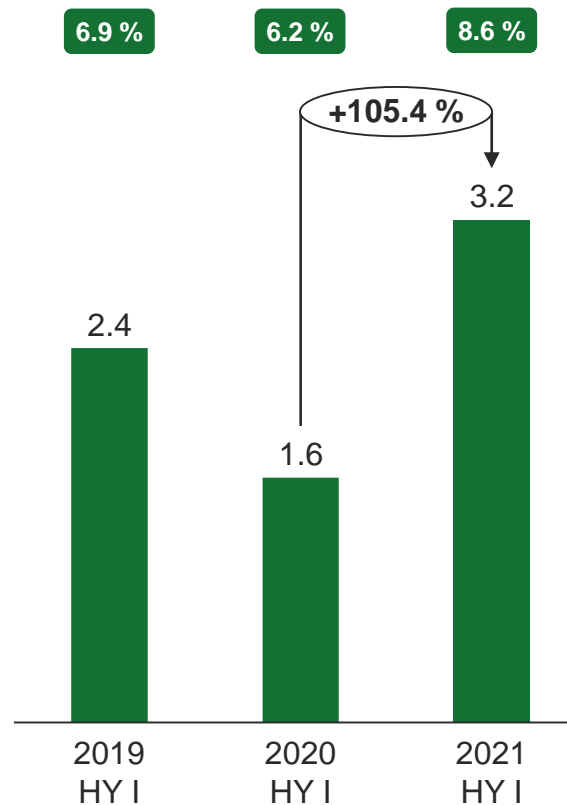
Delignit achieves record-level revenues and substantial profitability increase in HY I

HALF-YEAR FIGURES 2021 / FINANCIAL EFFECTS

Revenues in € million



EBITDA in € million



Financial effects in HY I 2021

Strong call-off figures in LCV business

High call-off figures from major OEMs in light commercial vehicle (LCV) core business

Positive development of caravan business

Positive growth of series production of interior components for new caravan model coupled with continuous cost management

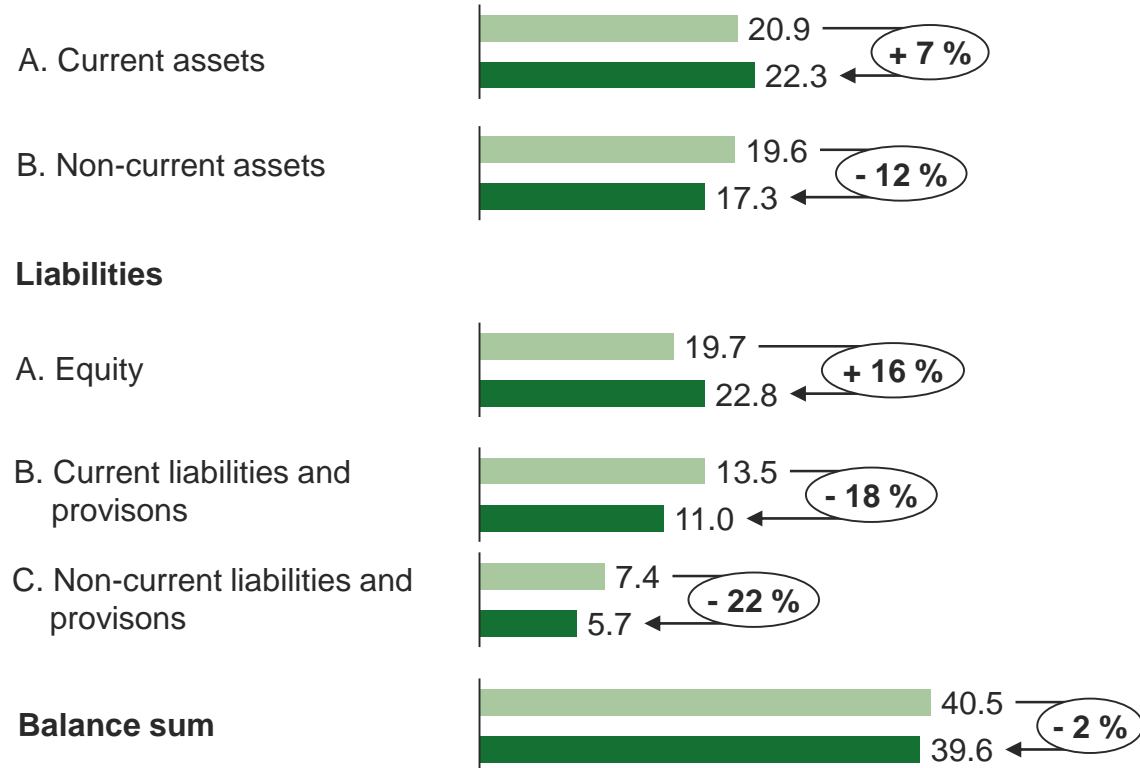
Financial impacts due to shortages of electronic components

Spontaneous plant closures at various OEMs caused corresponding production disruptions which lead to major efficiency losses

Solid balance sheet and stable liquidity ensures sufficient financial basis to continue expansion and growth

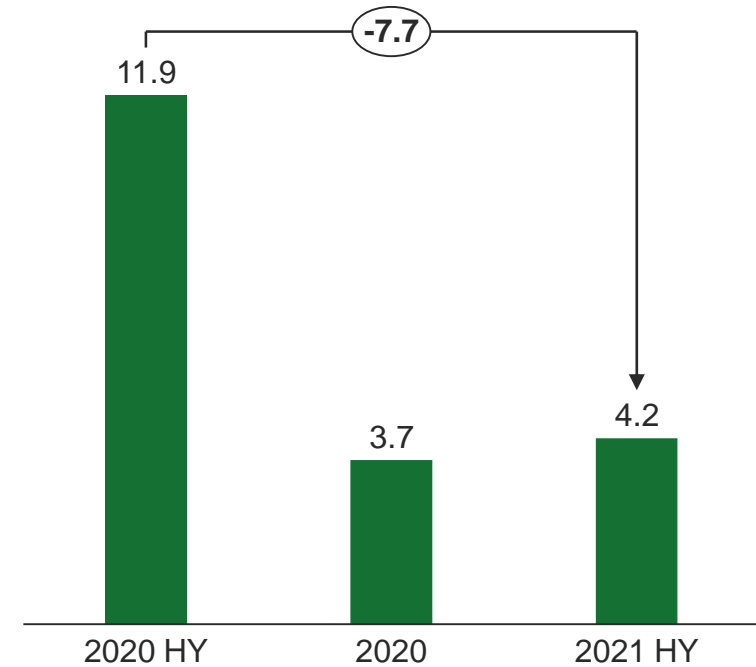
IFRS CONSOLIDATED BALANCE SHEET AS OF 30.06. IN € MILLION / NET DEBT IN € MILLION

Assets



2020 HY 2021 HY

Net debt
in € million



Agenda



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Delignit further expands production capacity for serial order of motor caravans

MOTOR CARAVAN REGISTRATIONS IN THOUSAND UNITS / ORDER EXTENSION

Order extension for motor caravan serial contract



Volume increase for serial order of motor caravan

Rising end market demand leads to increased call-off volumes for interior equipment components



Increased demand results in revenue contribution

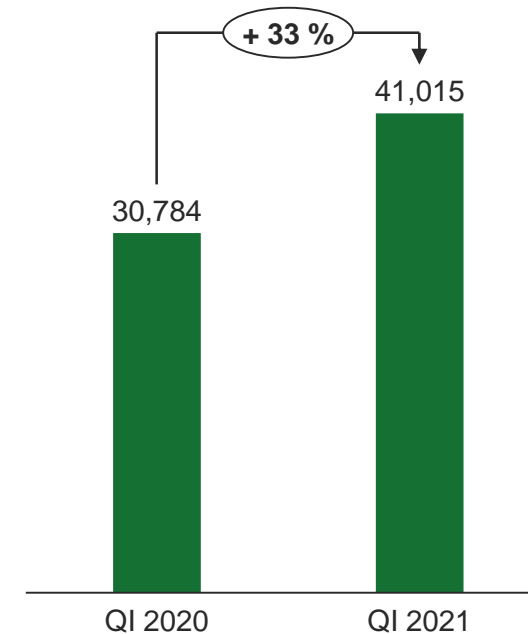
Revenue increase by a single-digit million euro amount per year from 2022 onwards leads to additional revenue of more than € 20 million over the complete contract term



Further expansion of production capacity

Production plant for the motor caravan business will be expanded by the end of Q1 2022

Motor Caravan registrations Europe



Source: European Caravan Federation

Delignit expanded serial delivery contract for a new eLCV model by ~10 m over lifetime

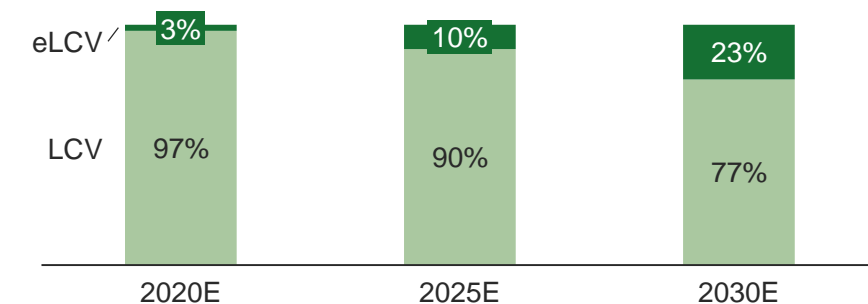
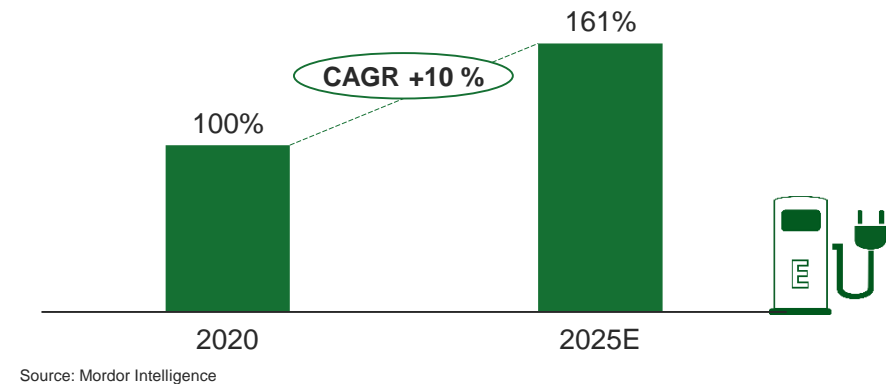
OVERVIEW NEW SERIAL CONTRACT IN eLCV SEGMENT/ eLCV REGISTRATIONS & MARKET SHARES

Order summary

- **Innovative system floor solution** (composite construction) for new pure-play eLCV model
- **Innovative composite material**, based on sustainable raw materials combined with **light-weight** honeycomb substructure
- Expanded order with additional components leads to cumulated **revenue potential of more than € 34 m** over total order lifetime, up from € 23 m in original order
- **Series production from 2022 to 2032**



eLCV registrations / market shares



Current shortages and price increases of raw materials also affect the Delignit group

INTERNATIONAL RAW MATERIAL DEVELOPMENT

Raw material price developments

Impact on the Delignit group

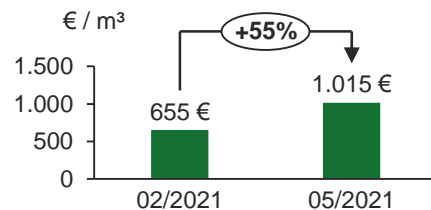
Sharp price increases for building materials in 2021

Higher demand during coronavirus crisis and bottlenecks in delivery of raw materials drive sharp price increases in May 2021

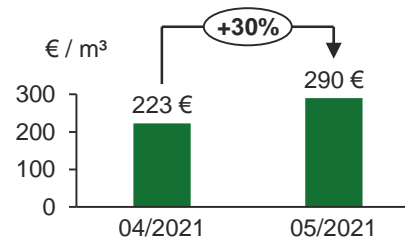
Trend towards timber as building material: proportion of 23% in single-family and two-family houses, timber prevails in prefabricated construction (88%) in 2020

DI STATIS
Statistisches Bundesamt

Birch plywood



MDF Standard



EUWID

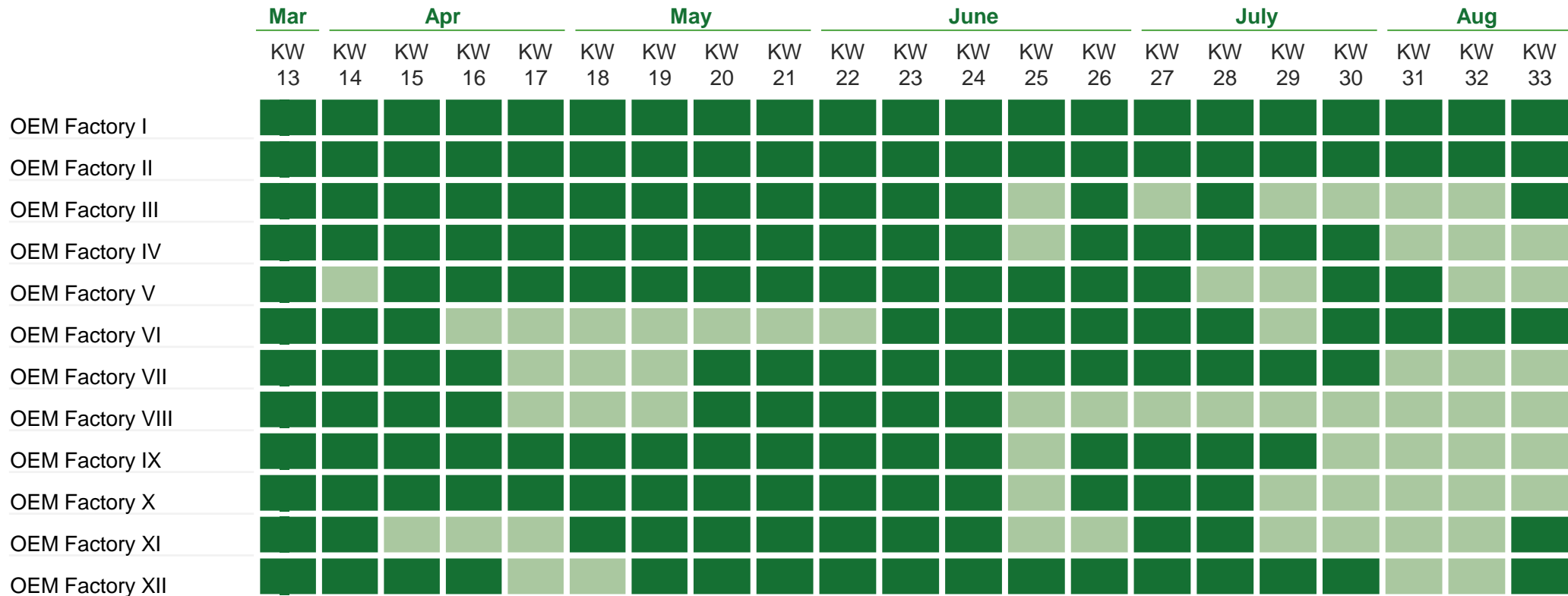
Almost all material groups of Delignit's product portfolio are affected by price increases

Pass-through clauses in contracts enable pass-through to customers – yet with time delays

Long-term procurement strategy has prevented any production stops due to supply constraints

Global shortages of electronic components cause disruptions to OEM customer's production

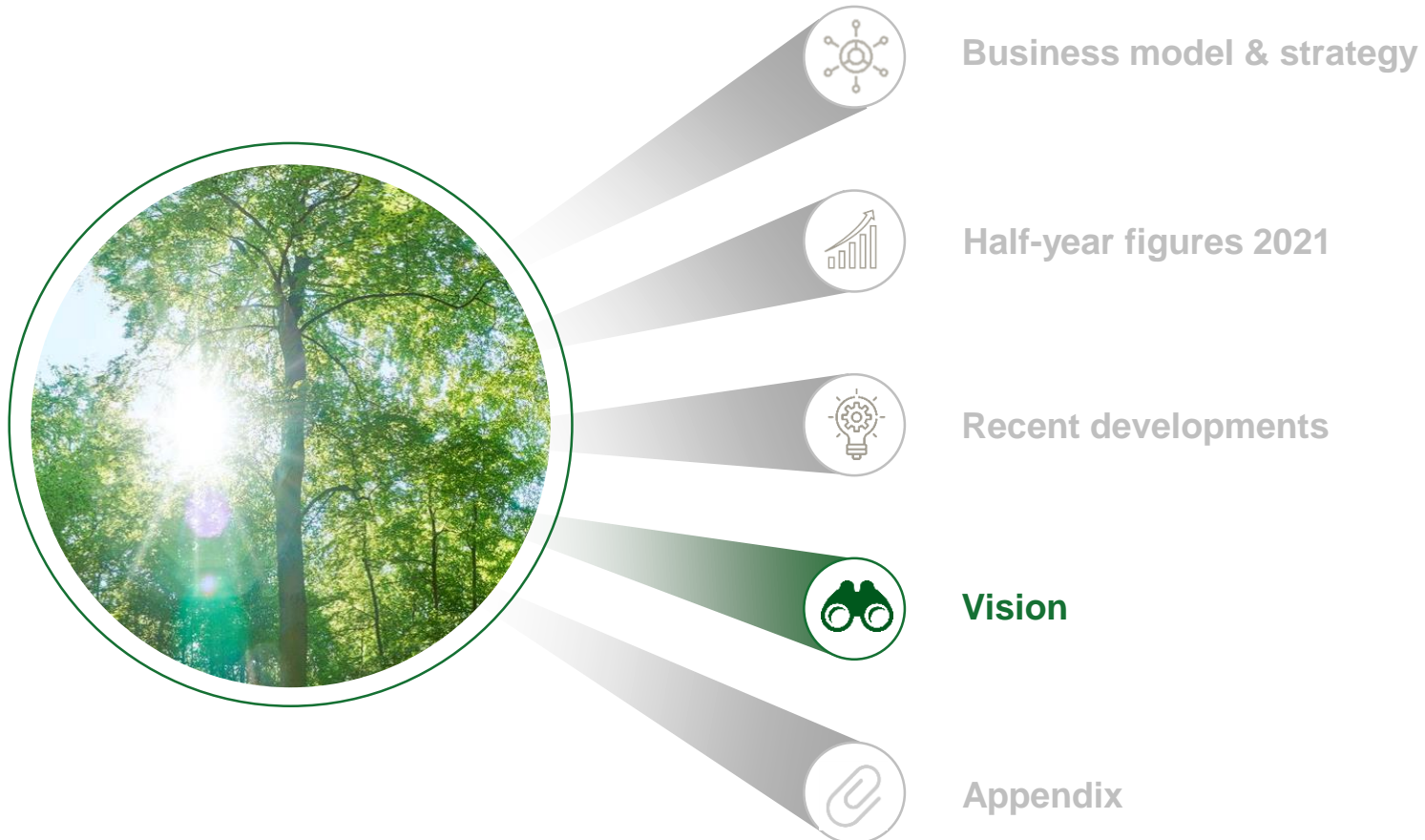
CLOSURE / INTERRUPTION OF PRODUCTION PLANTS OEM*-CUSTOMER 2021



*OEM: Original Equipment Manufacturer

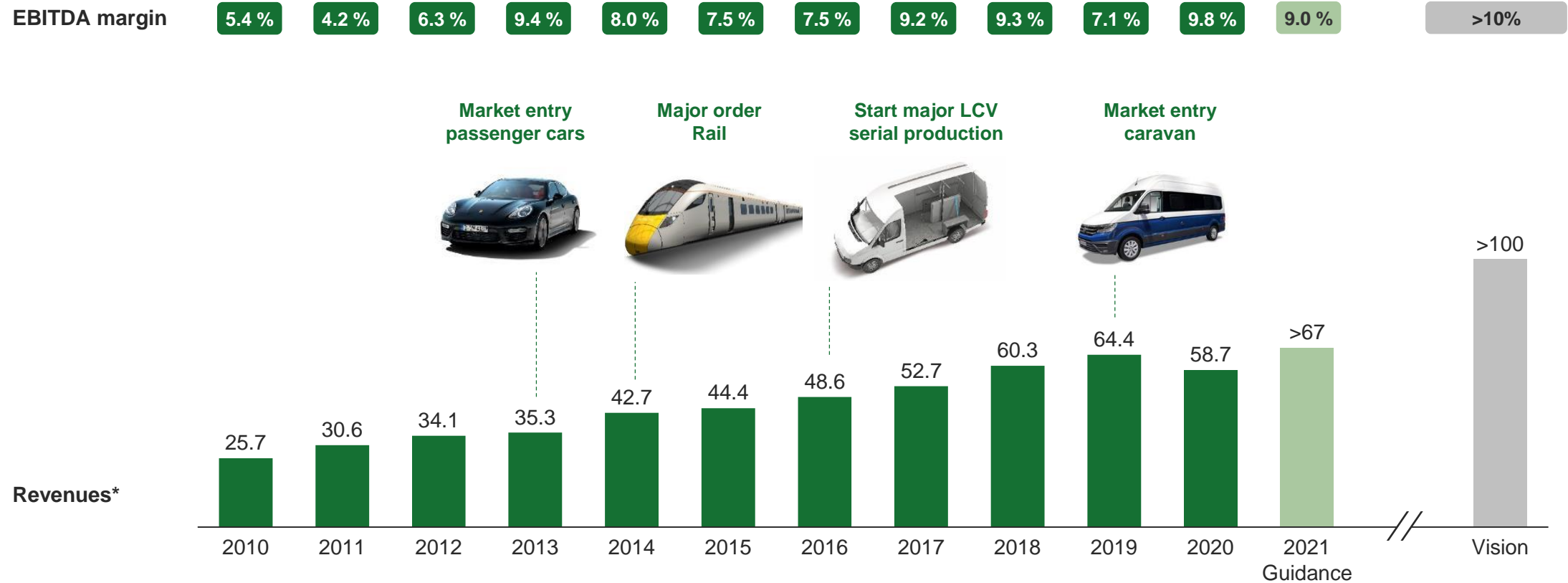
Closure / production stop
 Production

Agenda



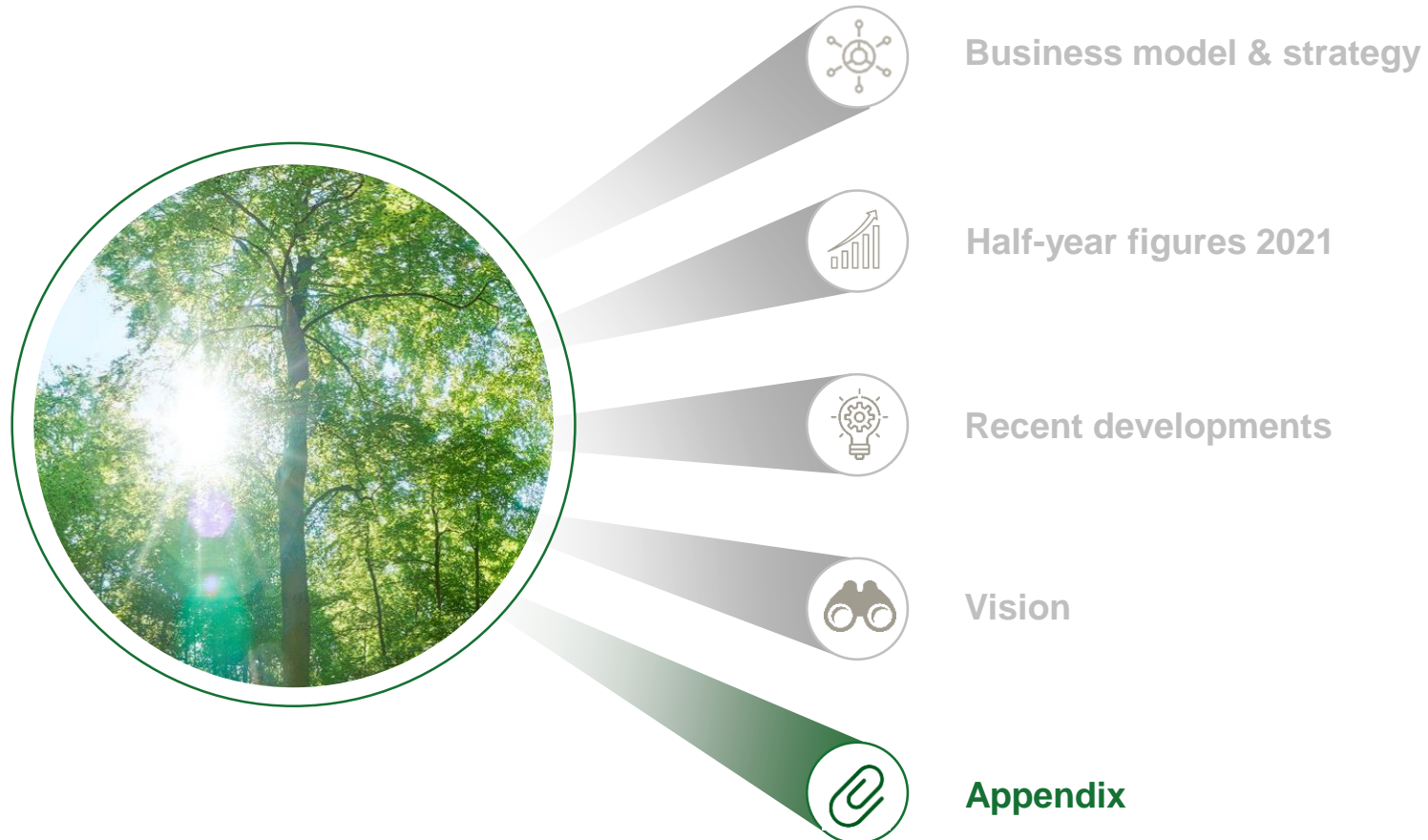
Successful market entries provided the basis for sustainable growth

GROUP REVENUES AND EBITDA MARGIN 2010 - 2020 / GUIDANCE / VISION



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

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Delignit at a glance

ENDMARKETS/ KEY FIGURES

Market leader for technological system solutions based on sustainable raw materials

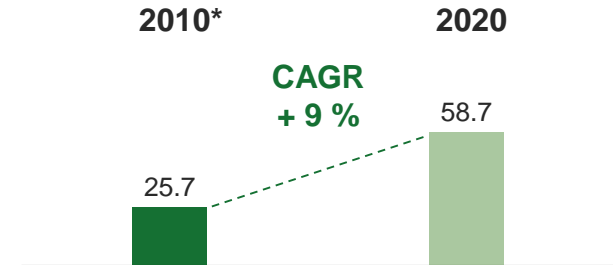
System and development partner for the automotive & railway industries

Excellent visibility on growth thanks to strong order backlog

Automotive



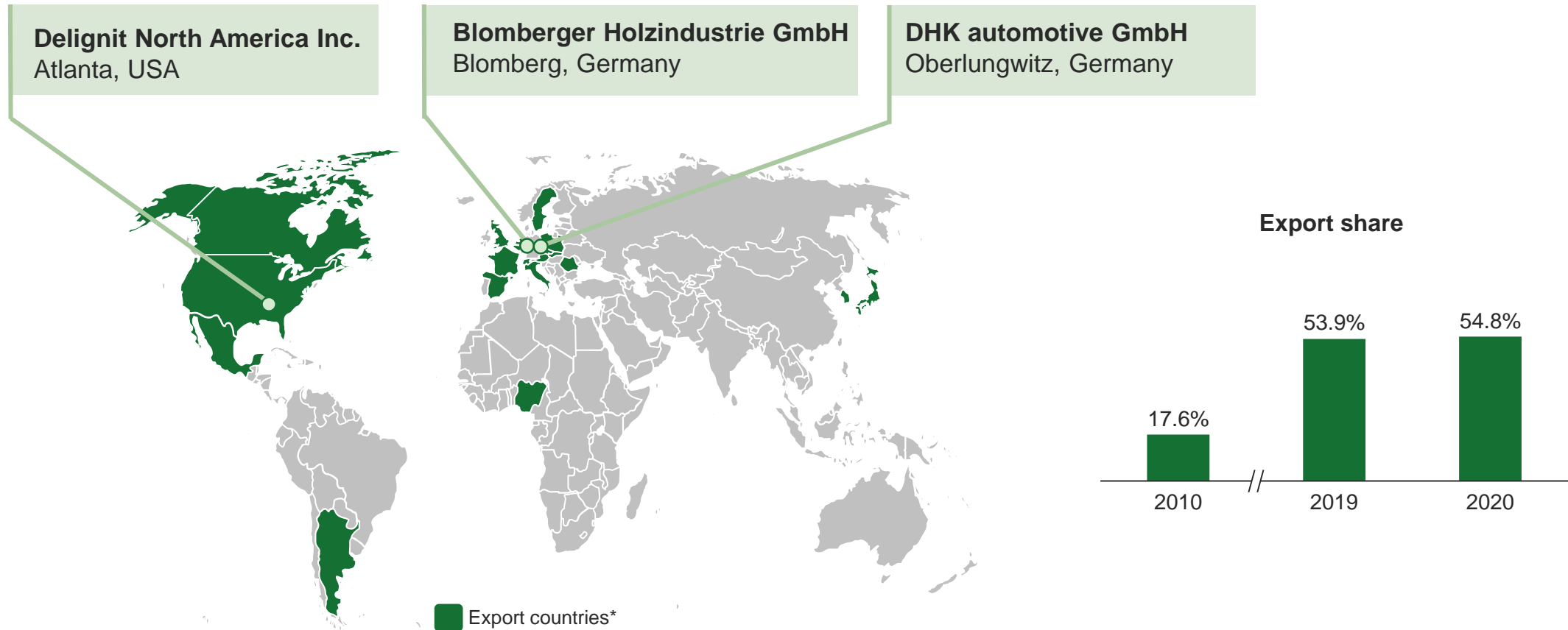
Technological Applications



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

Delignit intends to focus on further growth opportunities through geographic expansion

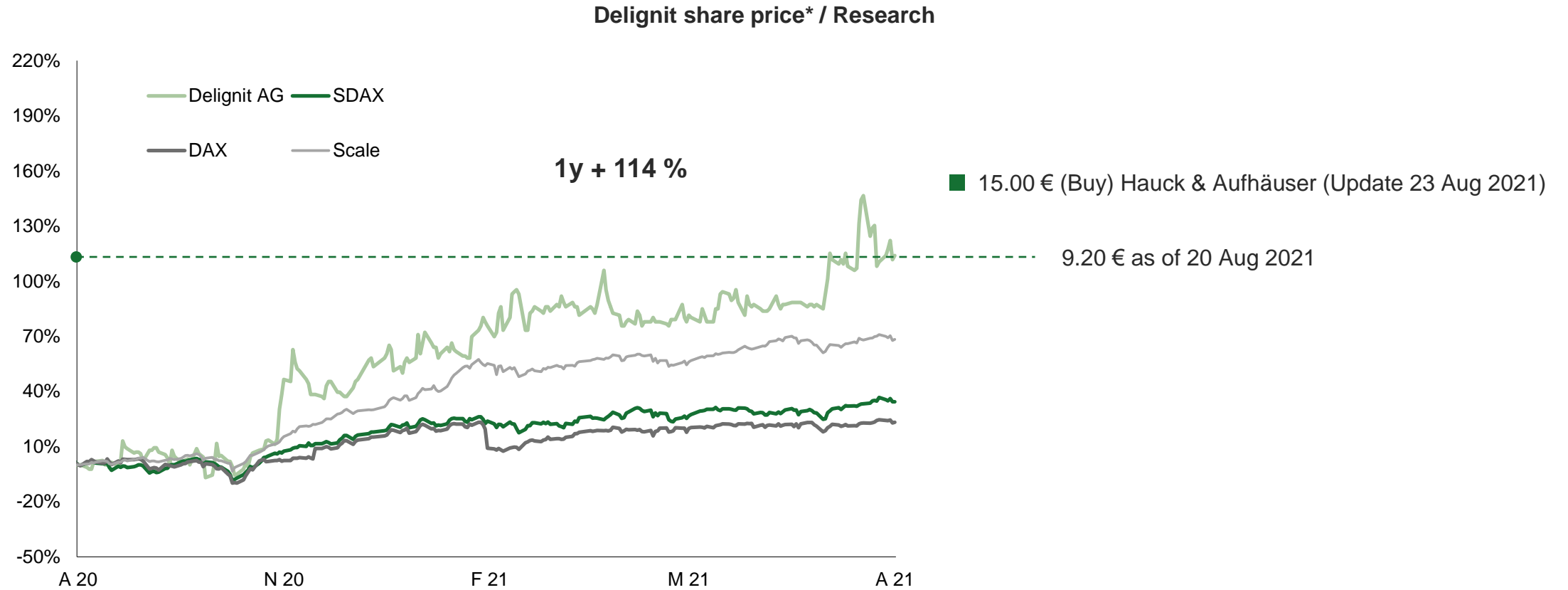
GEOGRAPHIC FOOTPRINT OF DELIGNIT GROUP / EXPORT SHARE IN %



*Top 20 as of 31.12.2020

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

DELIGNIT SHARE / RESEARCH



*20 Aug 2020 – 20 Aug 2021

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)

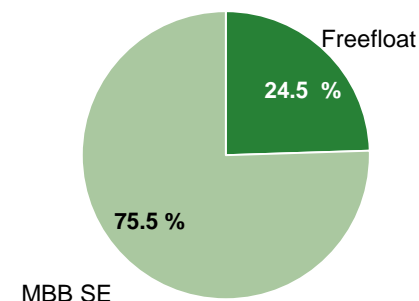
SUPERVISORY BOARD

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

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	58,693
EBITDA	1,383	2,077	3,079	3,468	3,517	3,455	3,722	4,865	5,639	4,817	5,619
EBIT	621	1,285	2,217	2,448	2,037	1,964	2,360	3,132	4,024	2,328	3,030
Consolidated results	388	725	1,249	1,731	1,031	1,107	1,448	1,928	2,572	1,399	2,083
Operating cash flow	1,081	2,704	2,151	1,964	786	1,594	1,831	3,390	-245	5,864	6,264
EPS in €	0,05	0,09	0,15	0,21	0,13	0,14	0,18	0,24	0,31	0,17	0,25
Balance sum	21,975	22,497	21,365	25,975	26,747	29,574	32,471	32,548	38,325	40,149	37,850
Equity	9,052	9,768	10,506	11,952	12,673	13,677	14,777	16,508	18,646	19,602	21,671
Equity ratio	41.2%	43.4%	49.2%	46.0%	47.4%	46.2%	45.5%	50.7%	48.7	48.8	57.3
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

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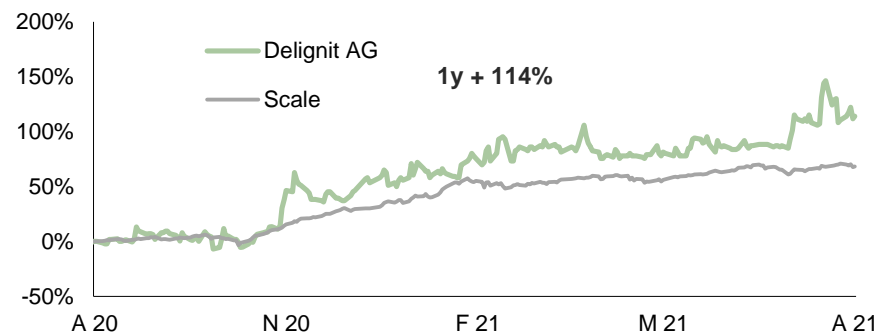
BASIC SHARE DATA

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

FINANCIAL CALENDER

15 Jun 2021 Annual General Meeting 2021
20 Aug 2021 Half-year report 2021
23 Aug 2021 H&A Research
25 Aug 2021 Hamburger Investorentag
22.-24 Nov 2021 Deutsches Eigenkapitalforum
31 Dec 2021 End of fiscal year 2021

SHARE PRICE PERFORMANCE** (1 YEAR)



* Adjusted for the deconsolidation of the Romanian holdings
** 20 August 2020 – 20 August 2021

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