

-Ecological material for technological applications-



Company Presentation

Delignit AG

Agenda

Business model & strategy

Half-year figures 2021

Recent developments

Guidance / vision

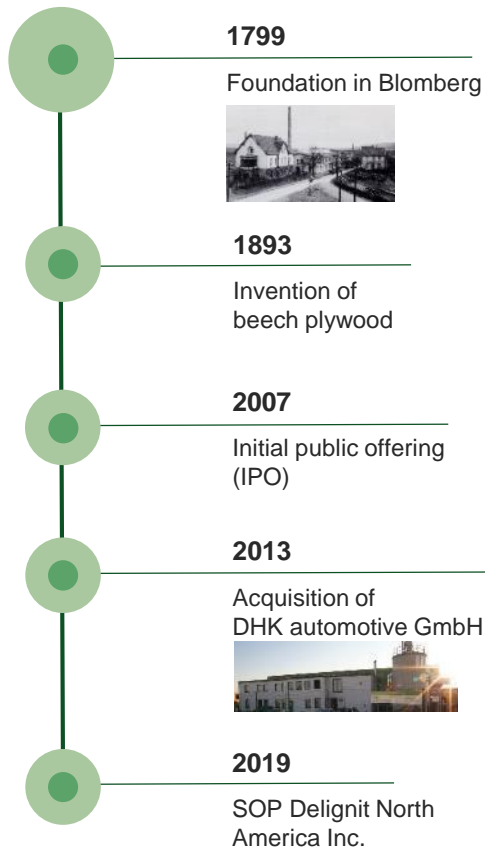
Delignit share



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

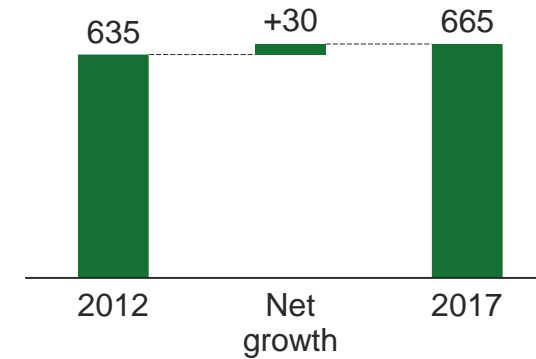
HISTORICAL HERITAGE / BEECH SUPPLY IN GERMANY

Historical heritage

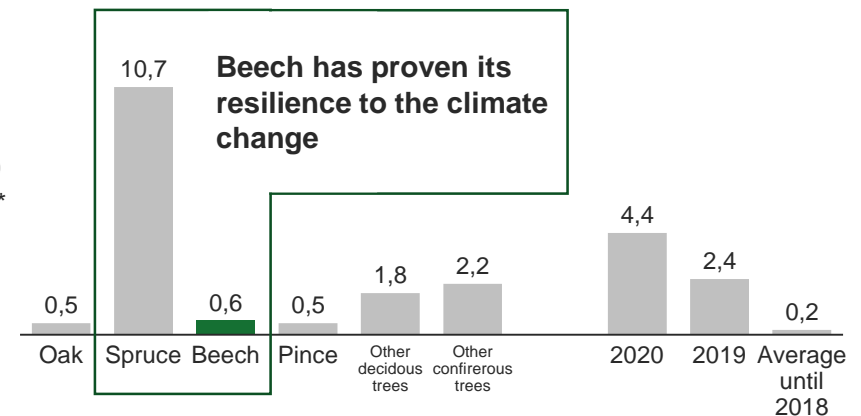


Sustainable raw material base

Natural beech supply in Germany, in million m³



Mortality rate 2020 of all tree species in %*



Source: State of the forest report NRW

OEMs are increasingly evaluating certified sustainable materials to meet ambitious carbon reduction targets

DELIGNIT CERTIFICATION/ OEM COMMITMENTS



Ambitious carbon reduction targets



„ Conserving resources is one of Volkswagen's goals. That is why Volkswagen also relies on **sustainable materials, for example renewable raw materials**. The goal is to reduce CO2 emissions over the entire life cycle. ”

DAIMLER

„ [We] want to continue to grow, yet still reduce resource consumption," he summarises. "In doing so, we rely on **innovative materials and the increased use of recycled materials in product development.**"

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)** with **5.7 % CAGR until 2030***



E-Mobility trend in LCV market with **24 % CAGR for eLCV's until 2030**** 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



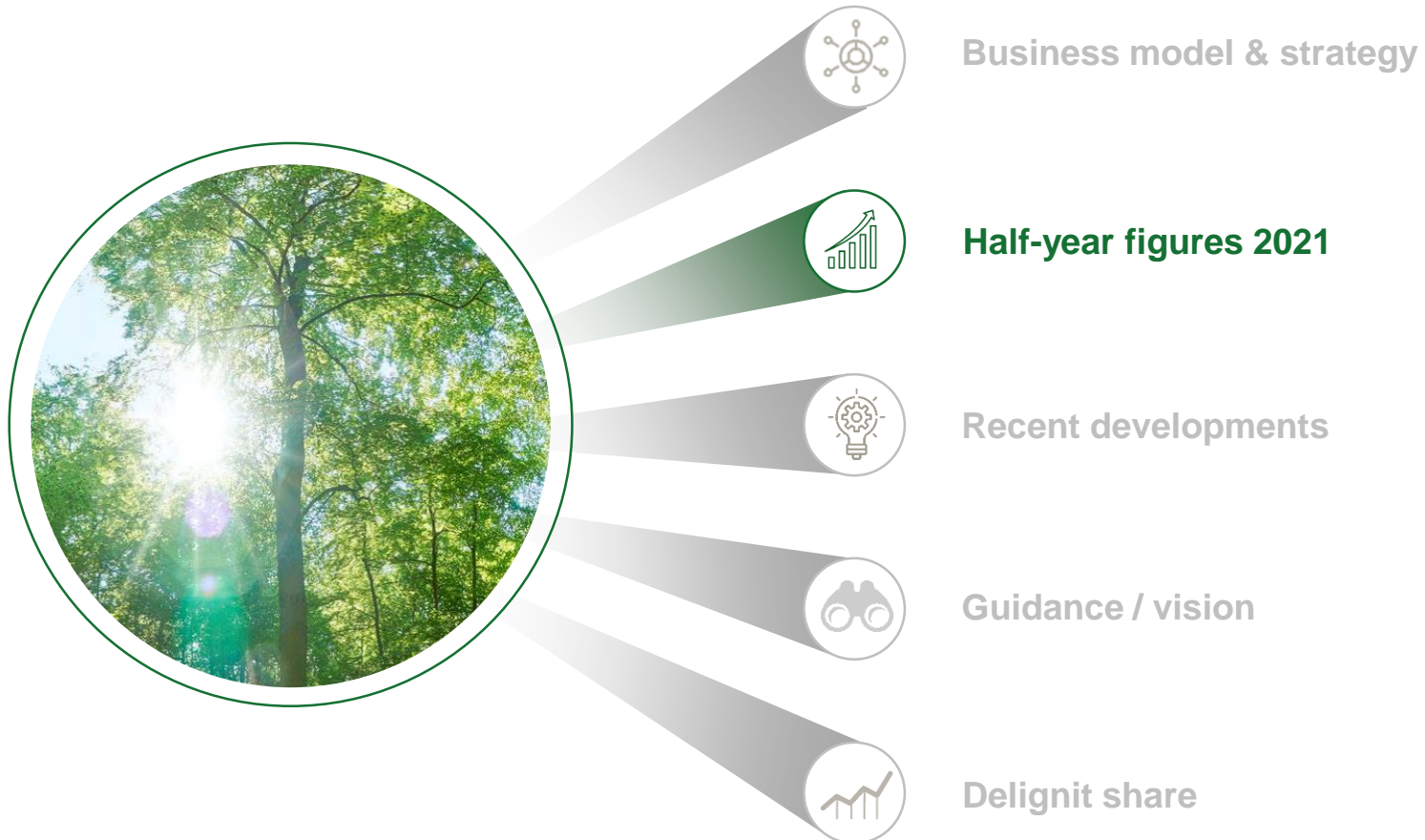
*Source: MRFR
**Source: IDtechex

Delignit growth strategy is based on technology leadership in attractive niches

ELEMENTS OF DELIGNIT GROWTH STRATEGY



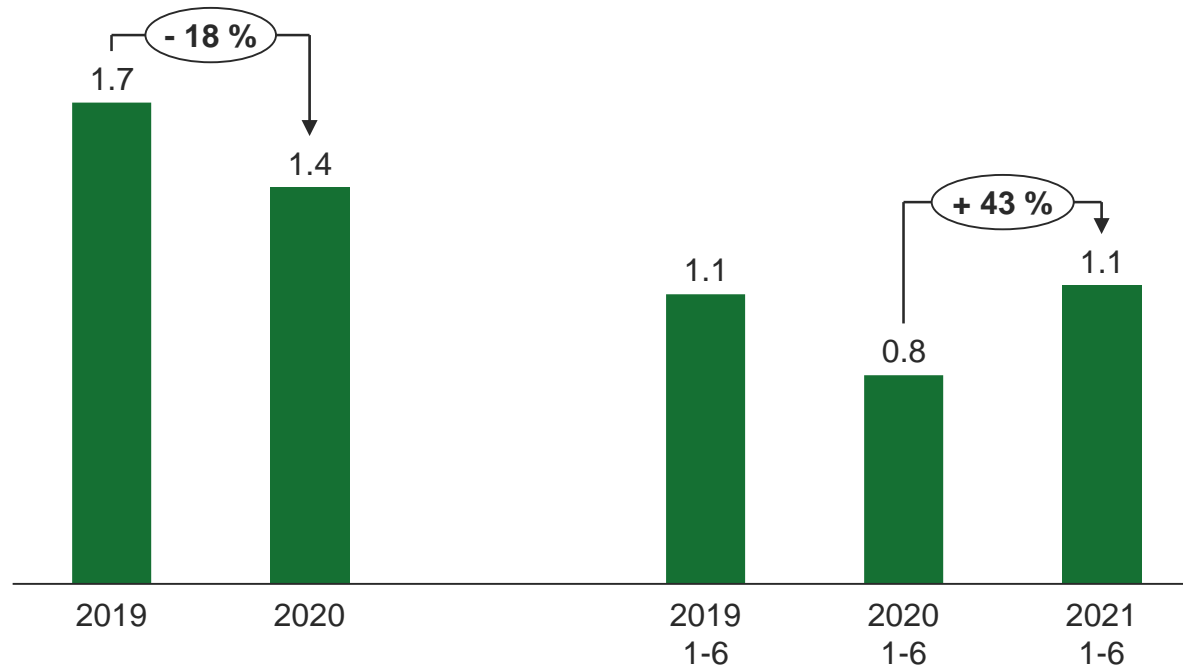
Agenda



European LCV registrations returned to pre-crisis level

REGISTRATION FIGURES LCV* IN EUROPE

Registration figures LCV**
in million units



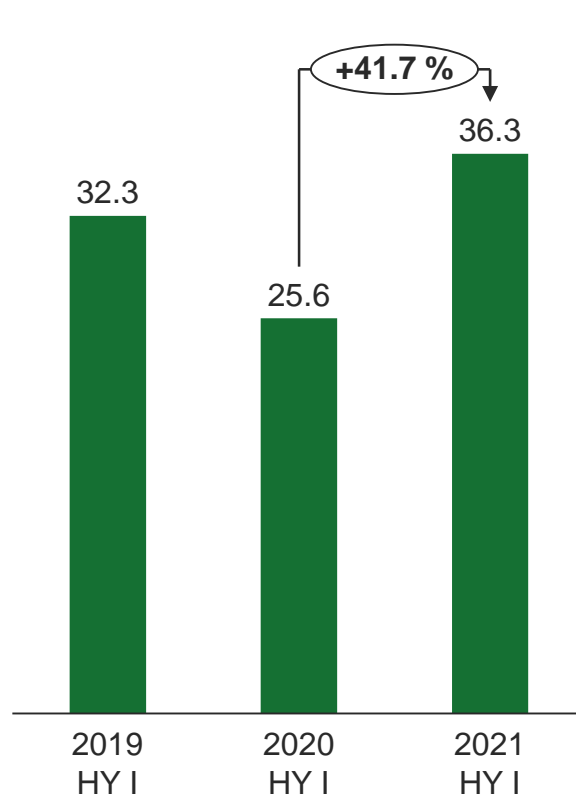
*LCV: Light Commercial Vehicle; European registrations
**Source: ACEA

- **COVID-19** led to significant drop in 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 six month of 2021
- Positive LCV registration trend of the first half of the year also **continued in the third quarter** despite several OEM shutdowns

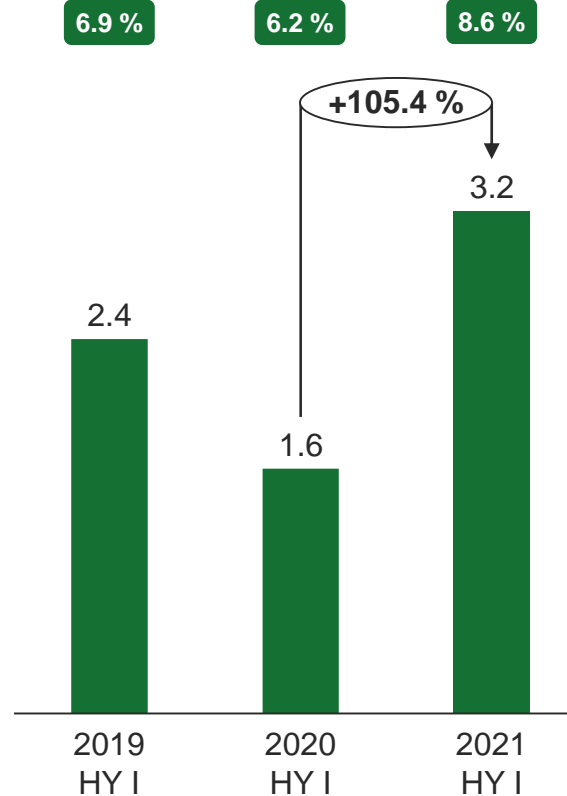
Delignit achieves record-level revenues and substantial profitability increase in HY I

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

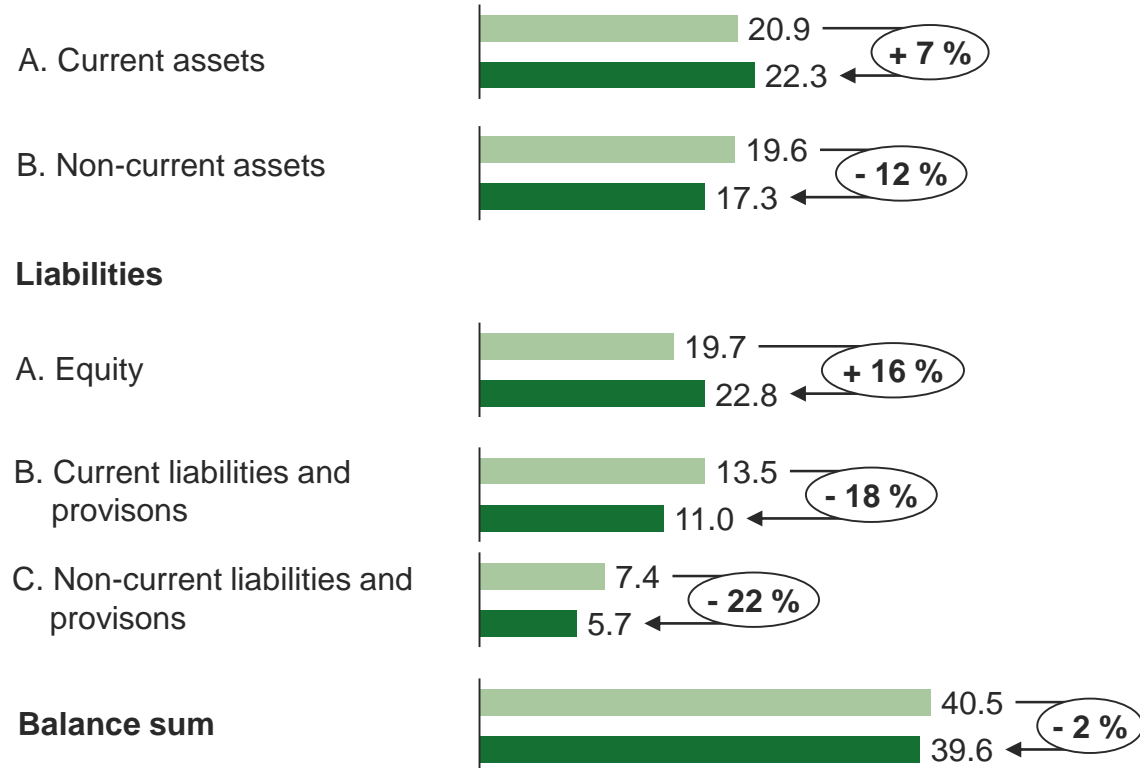
Financial impacts due to shortages of electronic components

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

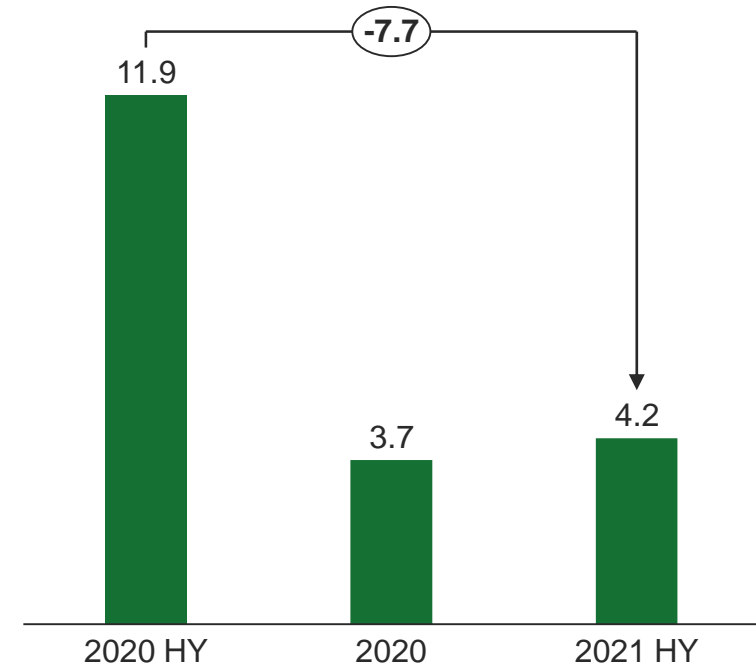
IFRS CONSOLIDATED BALANCE SHEET AS OF 30.06. IN € MILLION / NET DEBT IN € MILLION

Assets



2020 HY 2021 HY

Net debt
in € million



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

INTERNATIONAL RAW MATERIAL DEVELOPMENT

Raw material price developments

Higher lumber prices expected to continue into 2022

High lumber prices are back, and the projections are that it will continue to rise into next year.

“When compounded by severe disruptions in the supply chain impacting all building materials and components, the housing sector and the economy cannot help but be negatively affected”

Woodworking Industry News

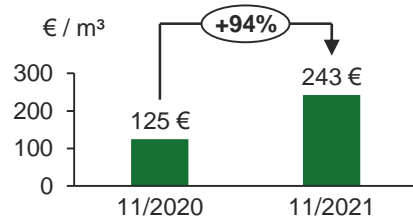
Impact on the Delignit group

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

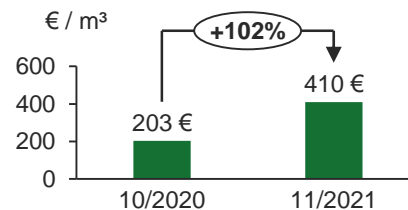
Pass-through clauses in contracts enable pass-through to customers – yet with time delays

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

Chipboard Standard



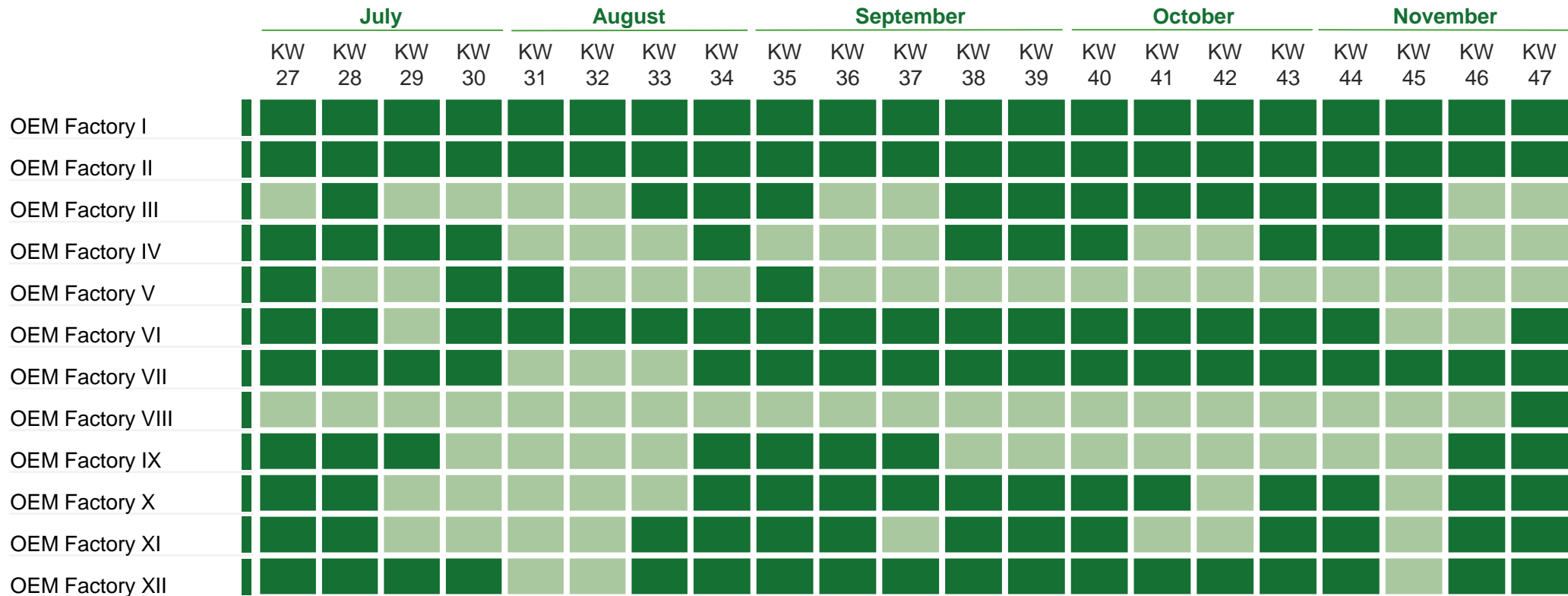
MDF Standard



EUWID

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 / reduced production
 Production

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

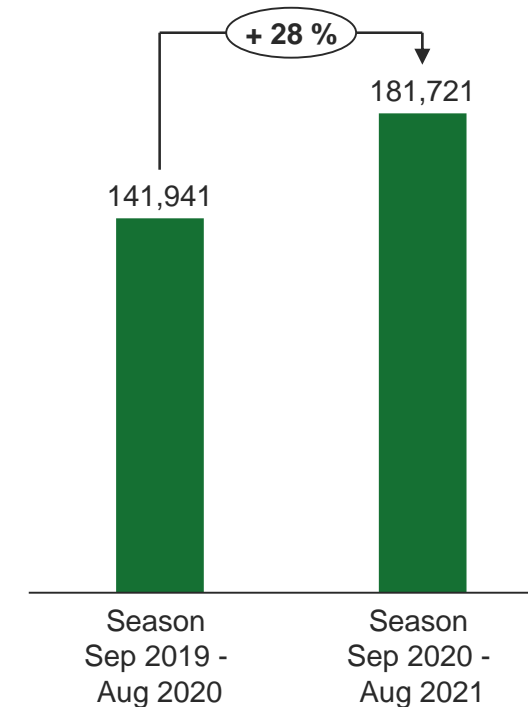
Revenue increase by a single-digit million euro amount per year from 2022 onwards leads to additional revenue of more than € 20 million over the complete contract term



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*

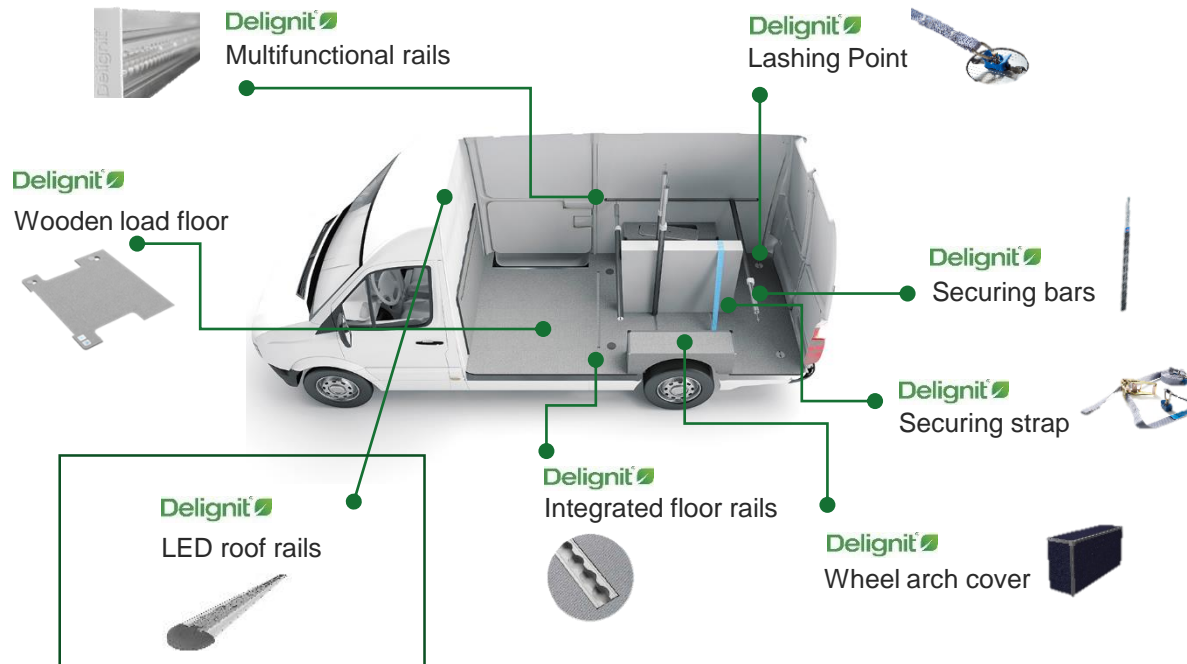



*Source: European Caravan Federation


Delignit's product development for cargo securing system with lighting elements „Illumination“ leads to new order from a North American OEM

DELIGNIT PRODUCT SOLUTIONS IN LCV MARKET / REVENUE PER VEHICLE

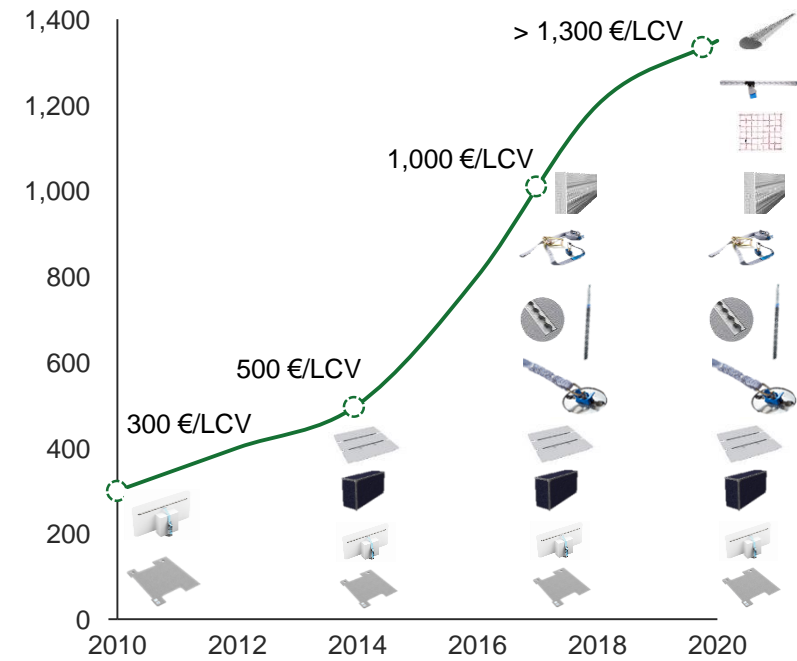
Delignit LCV solutions



 **Illuminated rail order from North American OEM for cargo securing for two LCV models**

 Contribution of potential revenue by a **mid-seven-figure amount** already for 2022

Revenue per vehicle



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

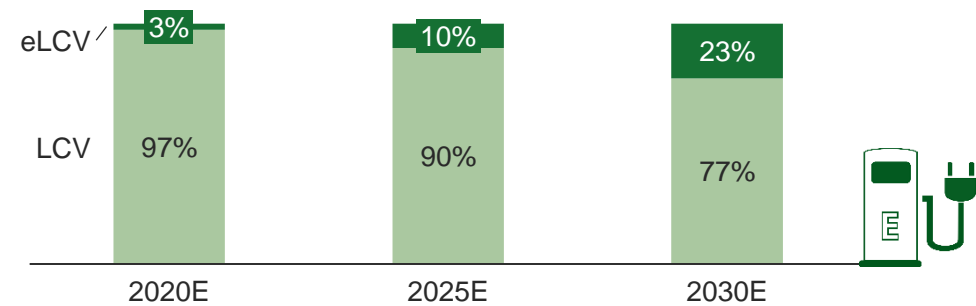
OVERVIEW NEW SERIAL CONTRACT IN eLCV SEGMENT/ eLCV REGISTRATIONS & MARKET SHARES

Order summary

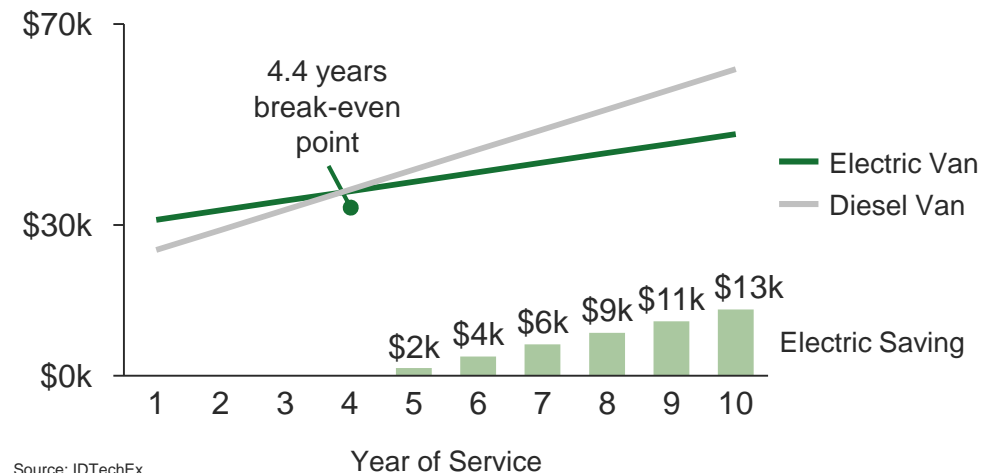
- **Innovative system floor solution** (composite construction) for new pure-play eLCV model
- **Innovative composite material**, based on sustainable raw materials combined with **light-weight** honeycomb substructure
- Expanded order with additional components leads to cumulated **revenue potential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



eLCV market shares / TCO advantage



Source: IDTechEx Electric Light Commercial Vehicles 2020-2030



Source: IDTechEx

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Successful market entries provided the basis for sustainable growth during the last decade and for the future

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

EBITDA margin [%]



Management vision

Market entry passenger cars



Major order Rail



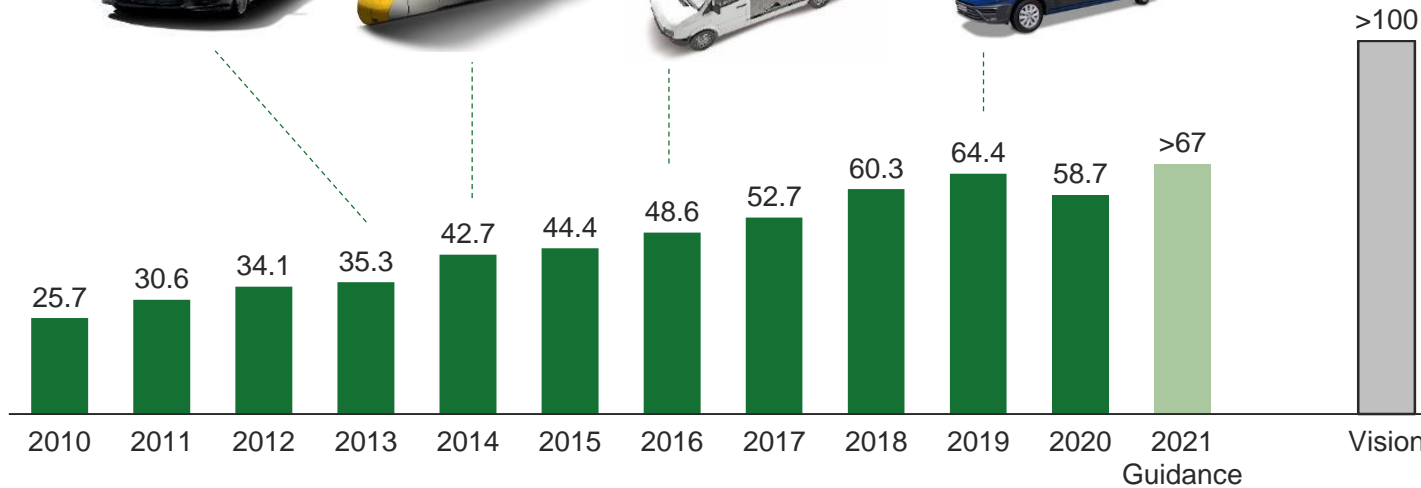
Start major LCV serial production



Market entry caravan



Revenues*



Revenue CAGR

> 10 %

EBITDA-Margin

> 10 %

Increasing

Dividend

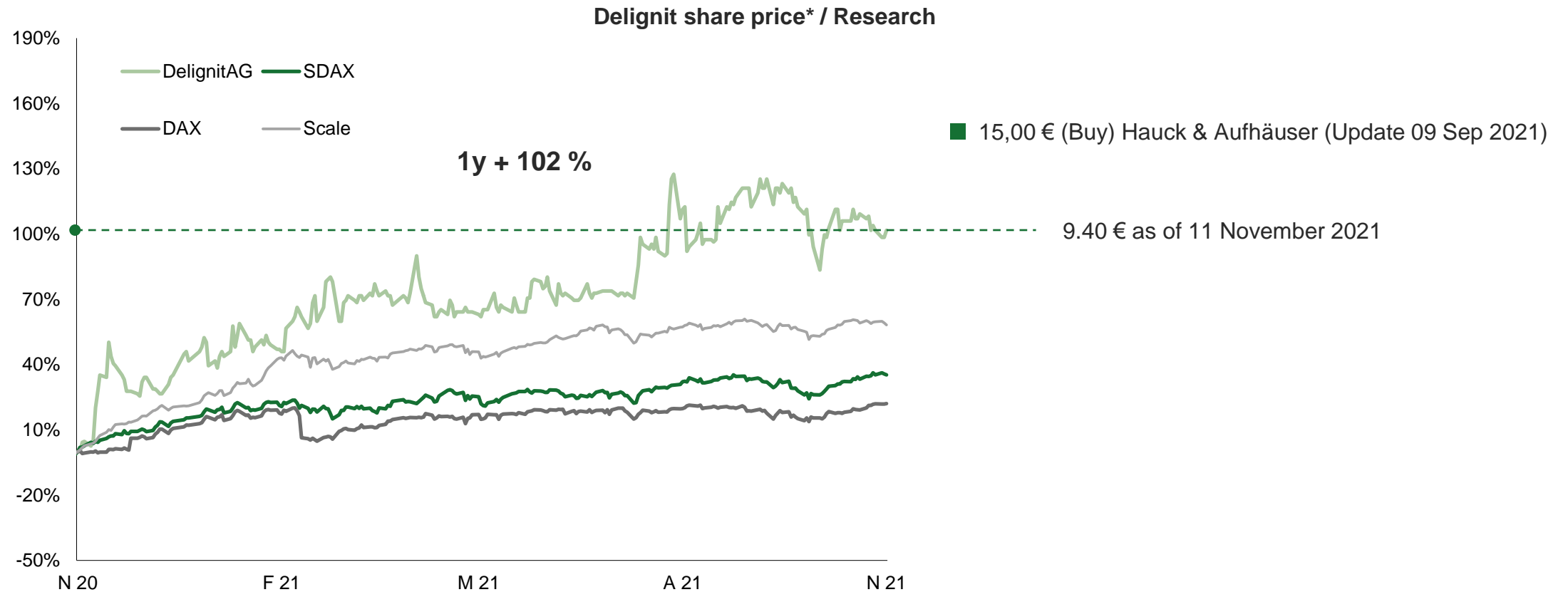
*Adjusted for the deconsolidation of the Romanian holdings; Revenue in € m

Agenda



The Delignit share has seen an upward trend by +102% compared with the previous year

DELIGNIT SHARE PRICE / RESEARCH



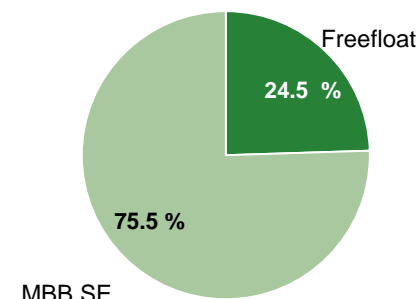
*11 Nov 2020 – 11 Nov 2021

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

SHAREHOLDER STRUCTURE



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* Adjusted for the deconsolidation of the Romanian holdings
** 11 November 2020 – 11 November 2021

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 %)

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

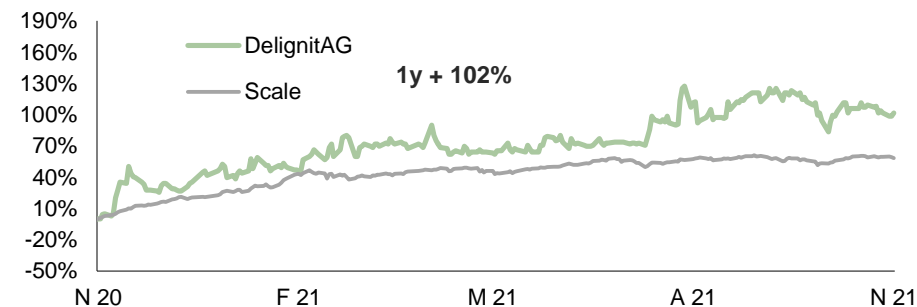
BASIC SHARE DATA

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)



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