

Ecological material for technological applications



Delignit AG – Resilience & Sustainability since 1799

Company Presentation | Eigenkapitalforum 2022

Agenda



Ecological products from sustainable raw materials

Resilient business model in growing end-markets

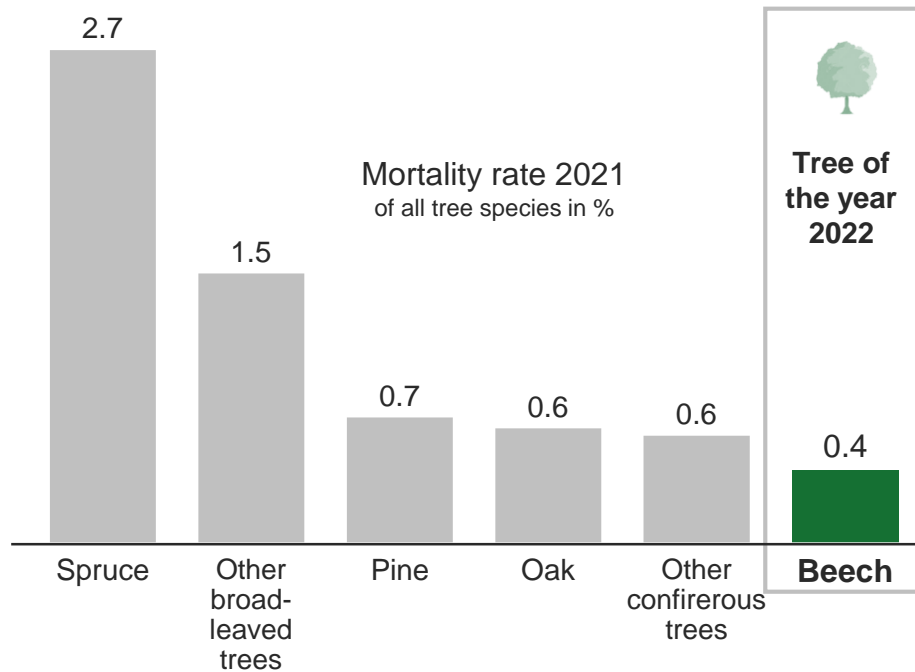
Figures & recent development

Delignit share

Ecological responsibility through a focus on renewable raw materials

SUSTAINABLE RAW MATERIAL BASE

Beech as a solid & sustainable raw material basis



Source: Waldzustandserhebung 2021



„...there is much to suggest that **beech can maintain and expand its place in the forests** despite the changing climatic conditions...“

Source: Dr. Silvius Wodarz Stiftung



“...young **beeches are better able to adapt to periods of drought** than initially thought..”

Source: TU Dresden



Only as much wood as grows back in the forests is used for processing

A valuable contribution to climate protection based on certified sustainability

DELIGNIT'S CERTIFIED SUSTAINABILITY



Approved recyclability for the majority of product portfolio



Climate-positive effects through carbon storage in wooden products

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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

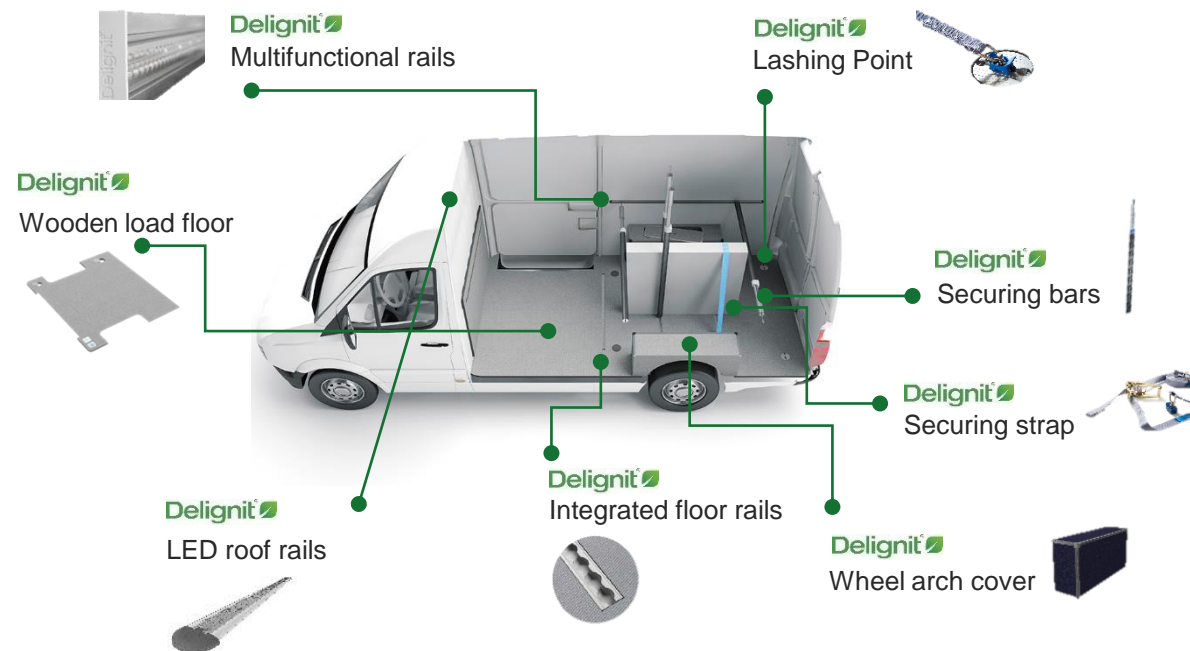


*Source: MRFR
**Source: IDtechex

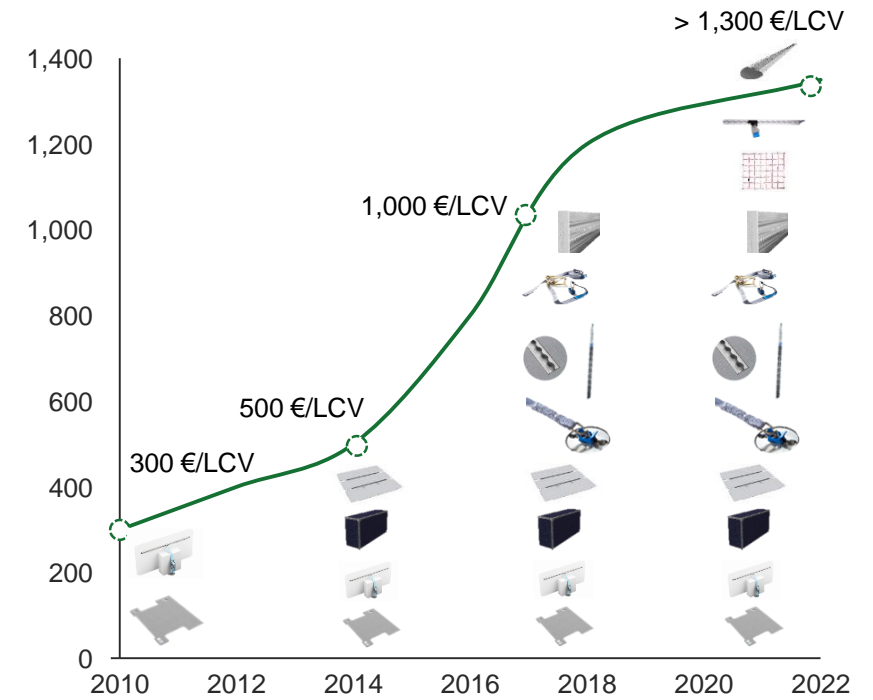
The strategy „more revenue per vehicle“ has been consistently implemented

DELIGNIT PRODUCT PORTFOLIO IN LCV MARKET / REVENUE PER VEHICLE

Delignit LCV solutions



Revenue per vehicle



The majority of Delignit's series contracts run beyond 2030 and are secured by a well-filled order backlog

KEY MARKET DRIVERS OVERVIEW

Key market drivers



Classic LCV transporter <3,5 tons Leasure vehicle e-transporter



Majority of series supply contracts of Delignit are signed **for more than 10 years**



90 % of models foresee an **EOP after 2030**



OEM **order backlog** for most models **secured for >12 month**

Delignit growth strategy is based on technology leadership in attractive niches

ELEMENTS OF DELIGNIT GROWTH STRATEGY



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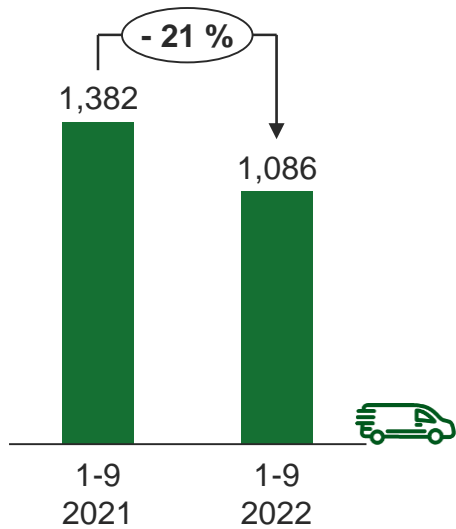
Figures & recent development

Delignit share

Global supply shortages during the first half of 2022 year led to decreased registrations numbers; supply chain seems to ease recently

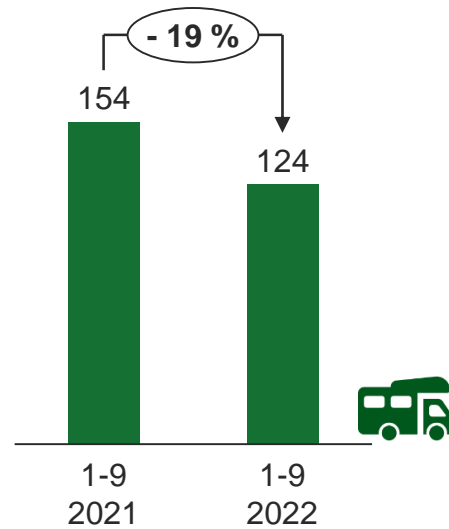
REGISTRATION FIGURES LCV* IN EUROPE / REGISTRATION FIGURES MOBILE CARAVAN IN GERMANY

LCV Registrations
in T units

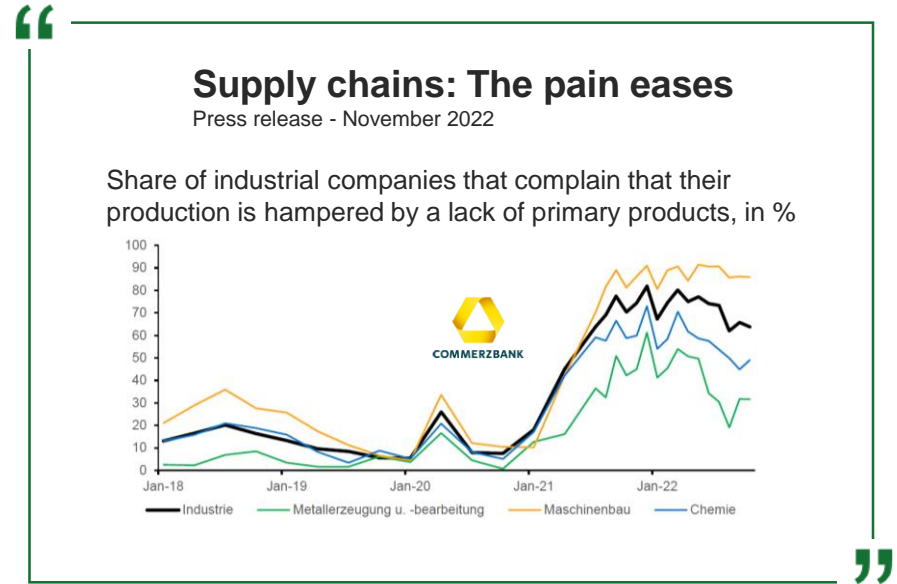


Source: LMC; Western Europe

Mobile Caravan Registrations
in T units



Source: CIVD; Germany



First price increases were already successfully passed on in 2022

OVERVIEW PRICE INCREASES

Key driver of the price increases

Energy supplies
such as electricity prices

Logistic costs
especially freight rates

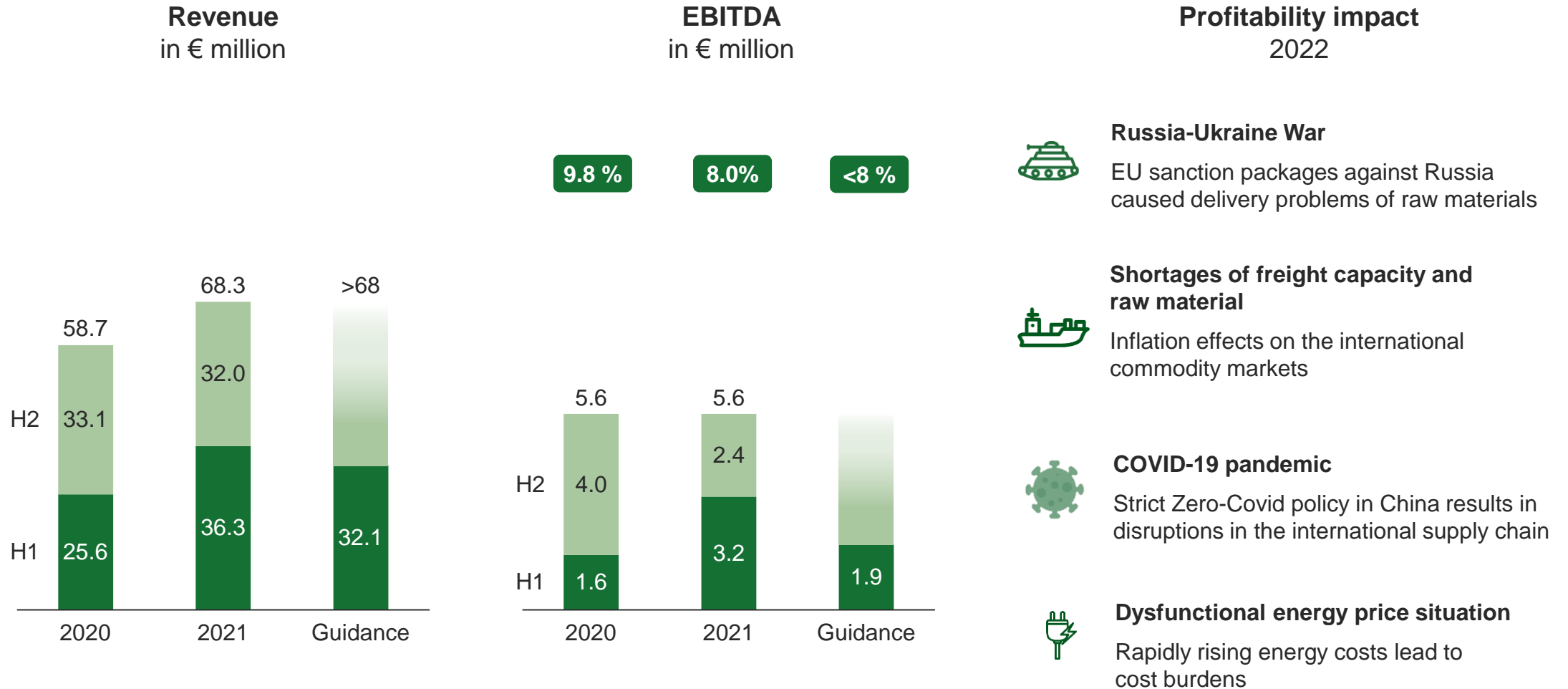
Material costs
Higher raw material prices



First successes in
passing on price
increases were already
achieved in 2022

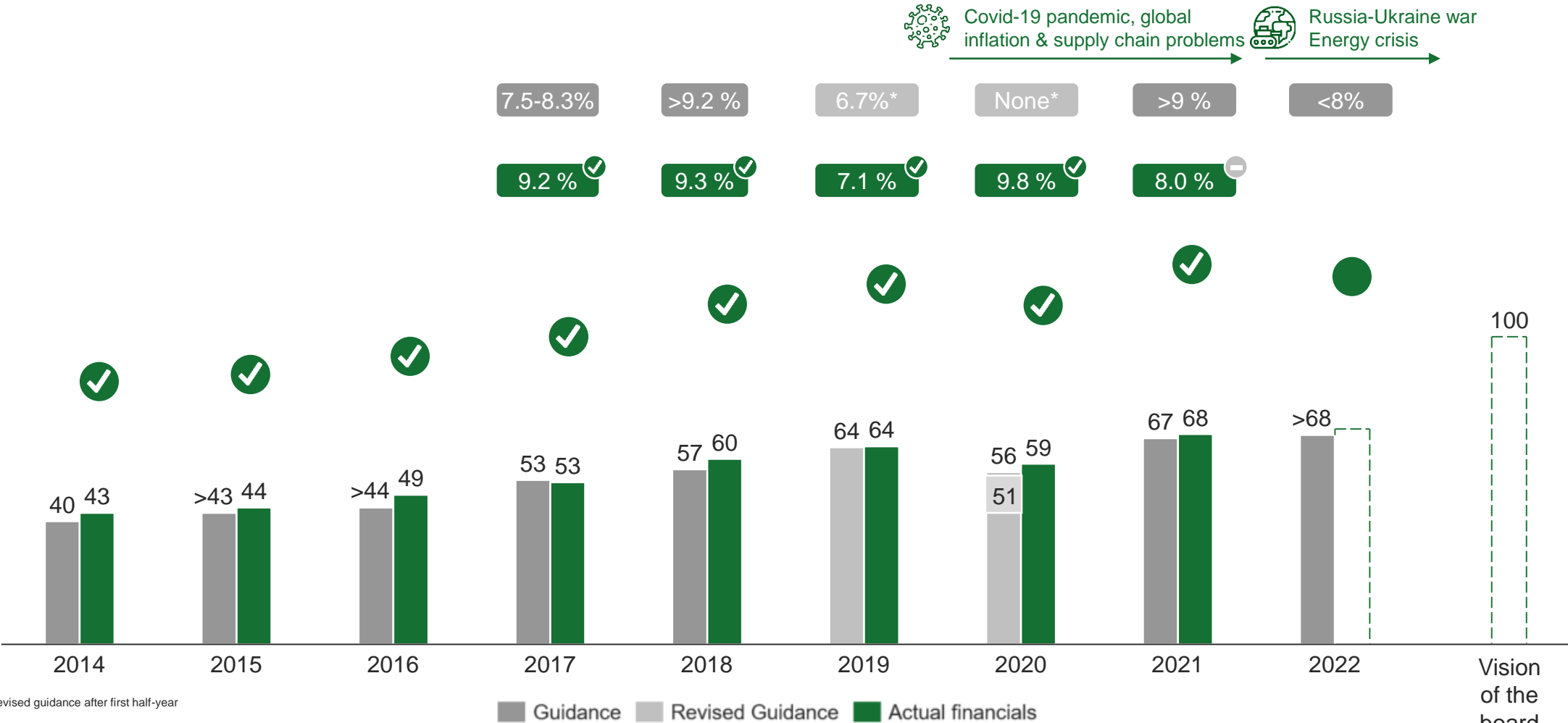
Even in the challenging market environment in 2022, Delignit expects to continue its resilient path of growth and profitability

FIGURES / PROFITABILITY IMPACTS



Delignit's resilient business model has a proven track-record for meeting or exceeding capital market expectations

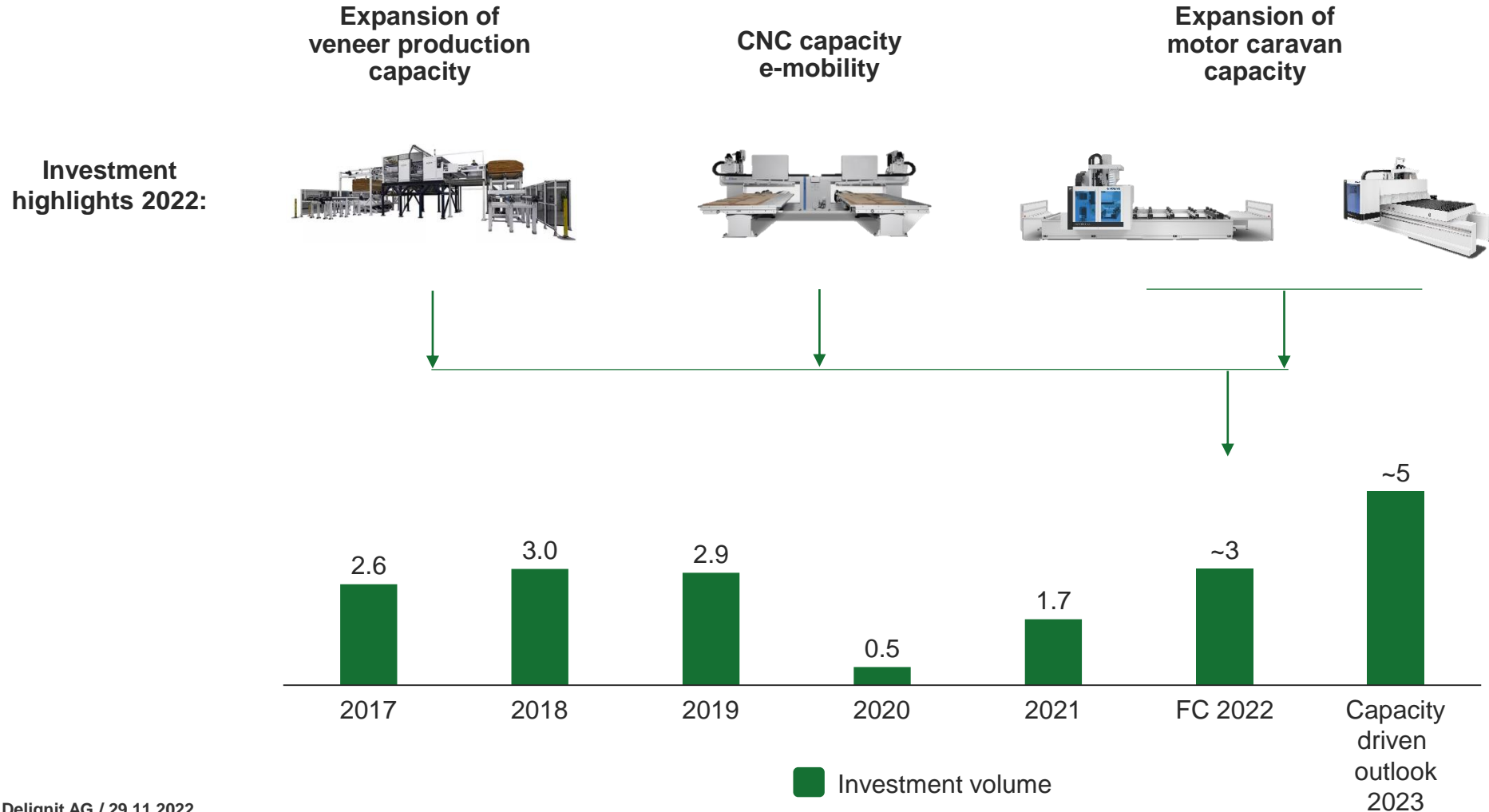
GUIDANCE / ACTUAL FINANCIALS 2014-2021 / GUIDANCE 2022 / VISION IN MIO. €



* Revised guidance after first half-year

Investment activity is to be further increased with a focus on rationalization and capacity expansion

INVESTMENTS 2017 - 2021 & FC 2022 & OUTLOOK 2023 IN € MILLION / SELECTED INVESTMENT PROJECTS



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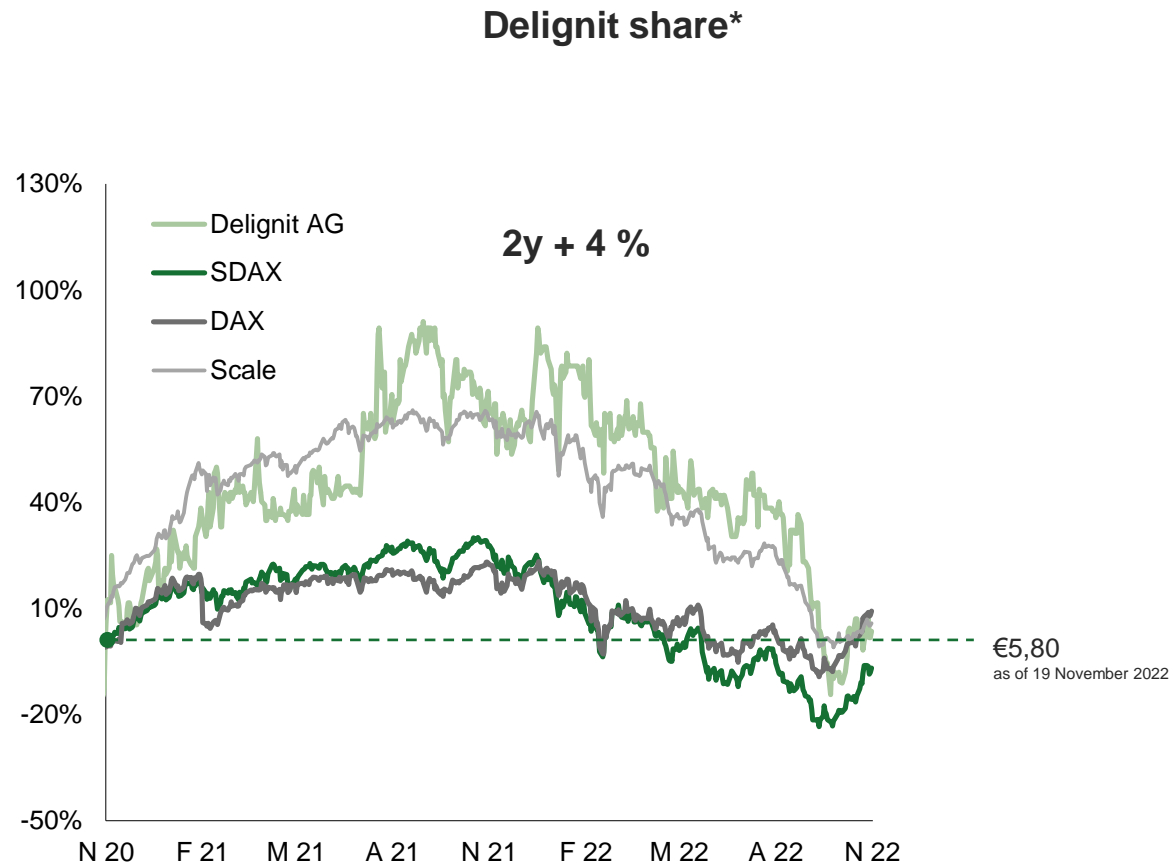
Resilient business model in growing end-markets

Figures & recent development

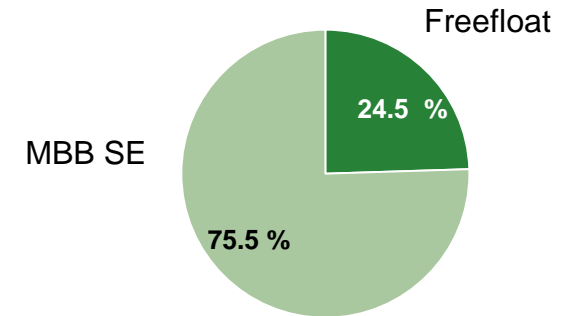
Delignit share

Researches see clear upside potential in the Delignit share

DELIGNIT SHARE PRICE / RESEARCH / SHAREHOLDER STRUCTURE



Shareholder structure



researches

- €10.50 (Buy) SMC Research (Update 01 July 2022)
- €12,00 € (Buy) HAIB (Update 31 August 2022)



Market leader

for cargo bay protection and security systems for LCVs

Sustainable business model since 1799

through focus on ecological materials and system solutions

Long-lasting order backlog

as basis for sustainable and profitable growth

High organic growth potential

through strong niche positioning in attractive growth markets

Experienced management team

with extensive experience in both renewable raw materials and the automotive industry



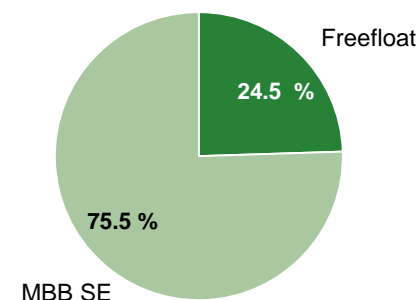
Markus Büscher
CEO

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
** 19 November 2020 – 19 November 2022
*** EBITDA-margin in %

MANAGEMENT BOARD

Markus Büscher (CEO)
Thorsten Duray (CSO)

SUPERVISORY BOARD

Gert-Maria Freimuth (chairman)
Anton Breitkopf (deputy chairman)
Bettina Hausmann

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	2021	Guidance 2022
Revenue	25,651	30,628	34,140	35,299	42,718	44,402	48,565	52,683	60,273	64,360	58,693	68,328	>68
EBITDA	1,383	2,077	3,079	3,468	3,517	3,455	3,722	4,865	5,639	4,817	5,619	5,641	<8%***
EBIT	621	1,285	2,217	2,448	2,037	1,964	2,360	3,132	4,024	2,328	3,030	3,315	
Consolidated results	388	725	1,249	1,731	1,031	1,107	1,448	1,928	2,572	1,399	2,083	2,337	
Operating cash flow	1,081	2,704	2,151	1,964	786	1,594	1,831	3,390	-245	5,864	6,264	-1,073	
EPS in €	0,05	0,09	0,15	0,21	0,13	0,14	0,18	0,24	0,31	0,17	0,25	0,29	
Balance sum	21,975	22,497	21,365	25,975	26,747	29,574	32,471	32,548	38,325	40,149	37,850	39,566	
Equity	9,052	9,768	10,506	11,952	12,673	13,677	14,777	16,508	18,646	19,602	21,671	23,803	
Equity ratio	41.2%	43.4%	49.2%	46.0%	47.4%	46.2%	45.5%	50.7%	48.7	48.8	57.3	60.2%	
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	-6,430	
Employees	178	202	213	258	268	294	318	330	361	390	370	391	

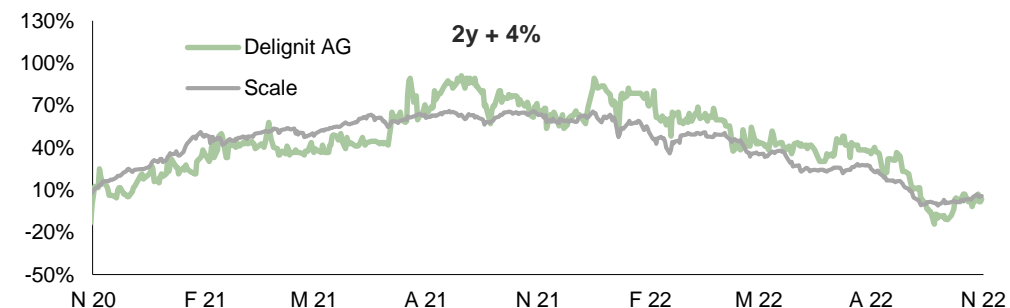
BASIC SHARE DATA

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

FINANCIAL CALENDER

22 April 2022 Annual report 2021
02 Jun 2022 General Meeting
25 Aug 2022 Hamburger Investorentag (HIT)
28 - 30 Nov 2022 German Equity Forum
31 Dec 2022 End of fiscal year

SHARE PRICE PERFORMANCE** (2 YEARS)



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