



Company Presentation

Delignit AG

Delignit at a glance

STRONG COMPETITIVE POSITION & SOUND GROWTH PROFILE

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

Extensive material know-how & product innovation



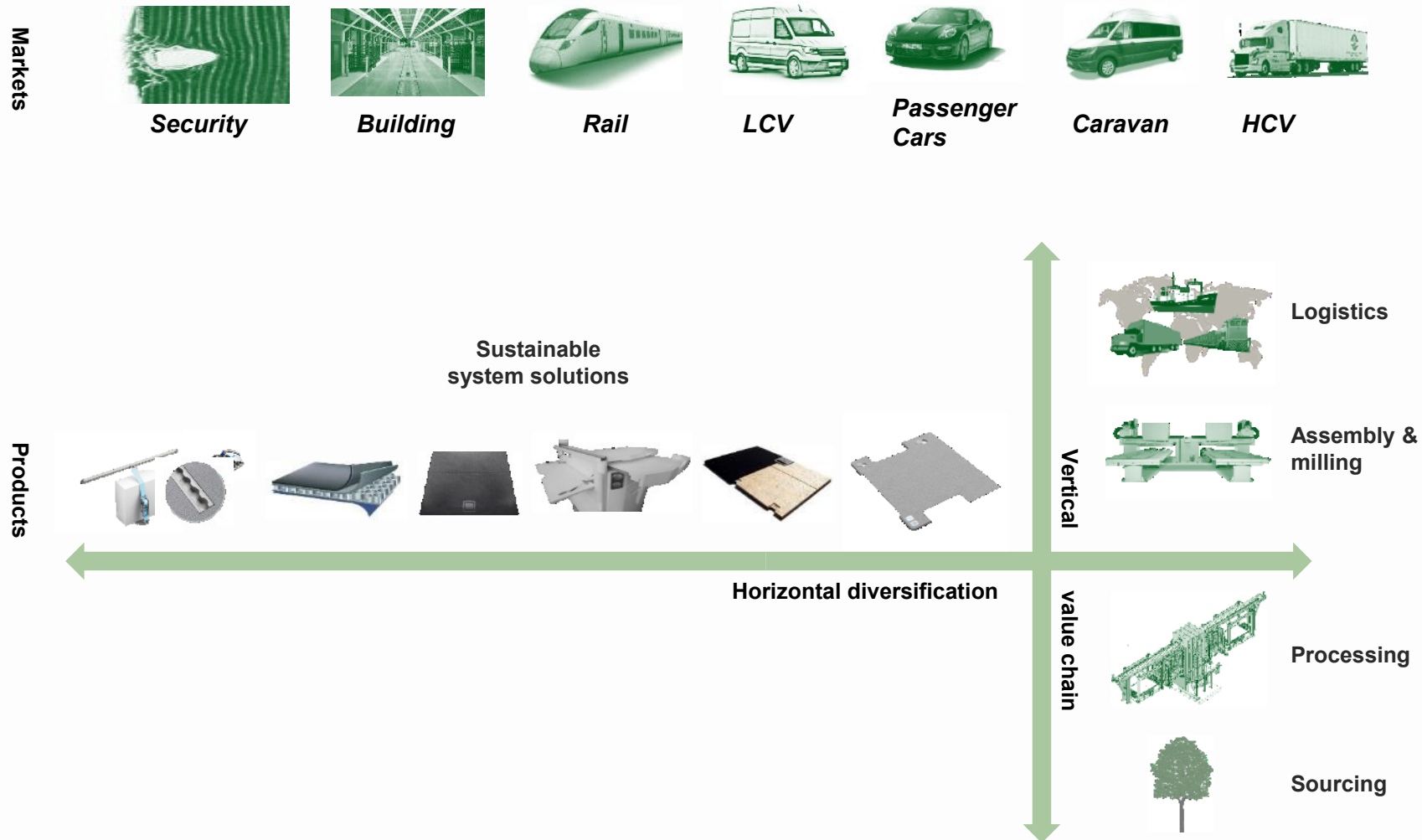
HITACHI

STADLER

SIEMENS

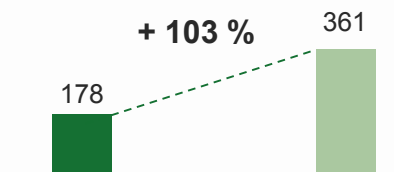
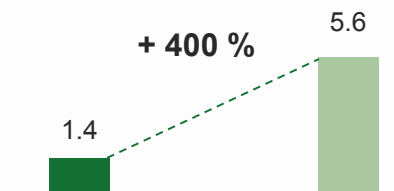
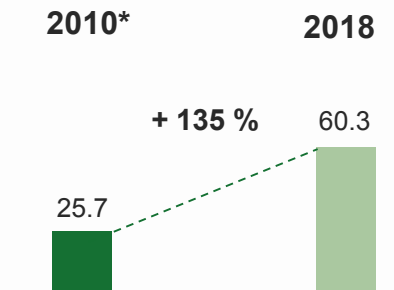
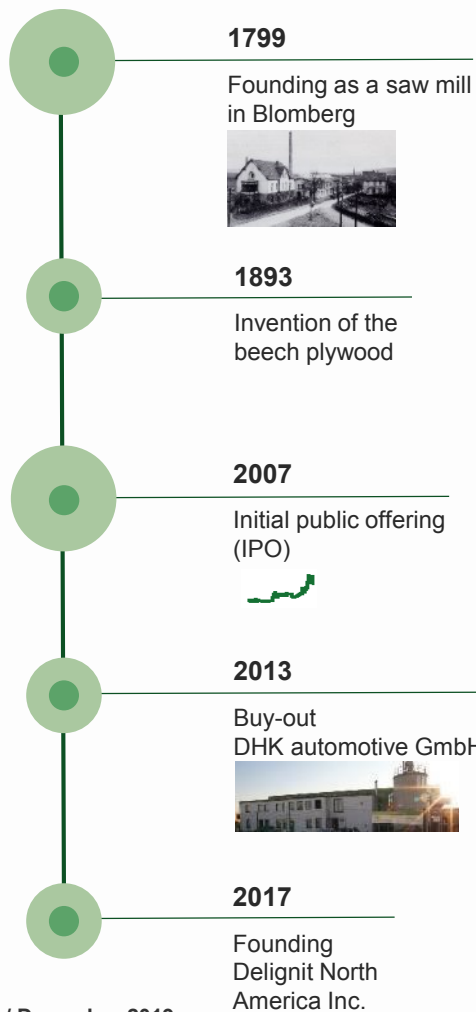
Who we are

VERTICAL VALUE CHAIN AND HORIZONTAL DIVERSIFICATION WITHIN DELIGNIT / TARGET MARKETS



Dynamic business development

REVENUE & EBITDA IN € M / EMPLOYEES / COMPANY TIMELINE



Agenda

Business model & strategy

Recent developments

Outlook

Delignit share

Appendix

Delignit's unique competitive strengths drives differentiation

KEY COMPETENCES & DIFFERENTIATION

Superior Material Qualities + Application & Development Competence + Fundamental Process Know-How

Delignit[®]
naturally superior

One-stop shop solution provider for system solutions

Technological edge protected by **trademarks and patents**

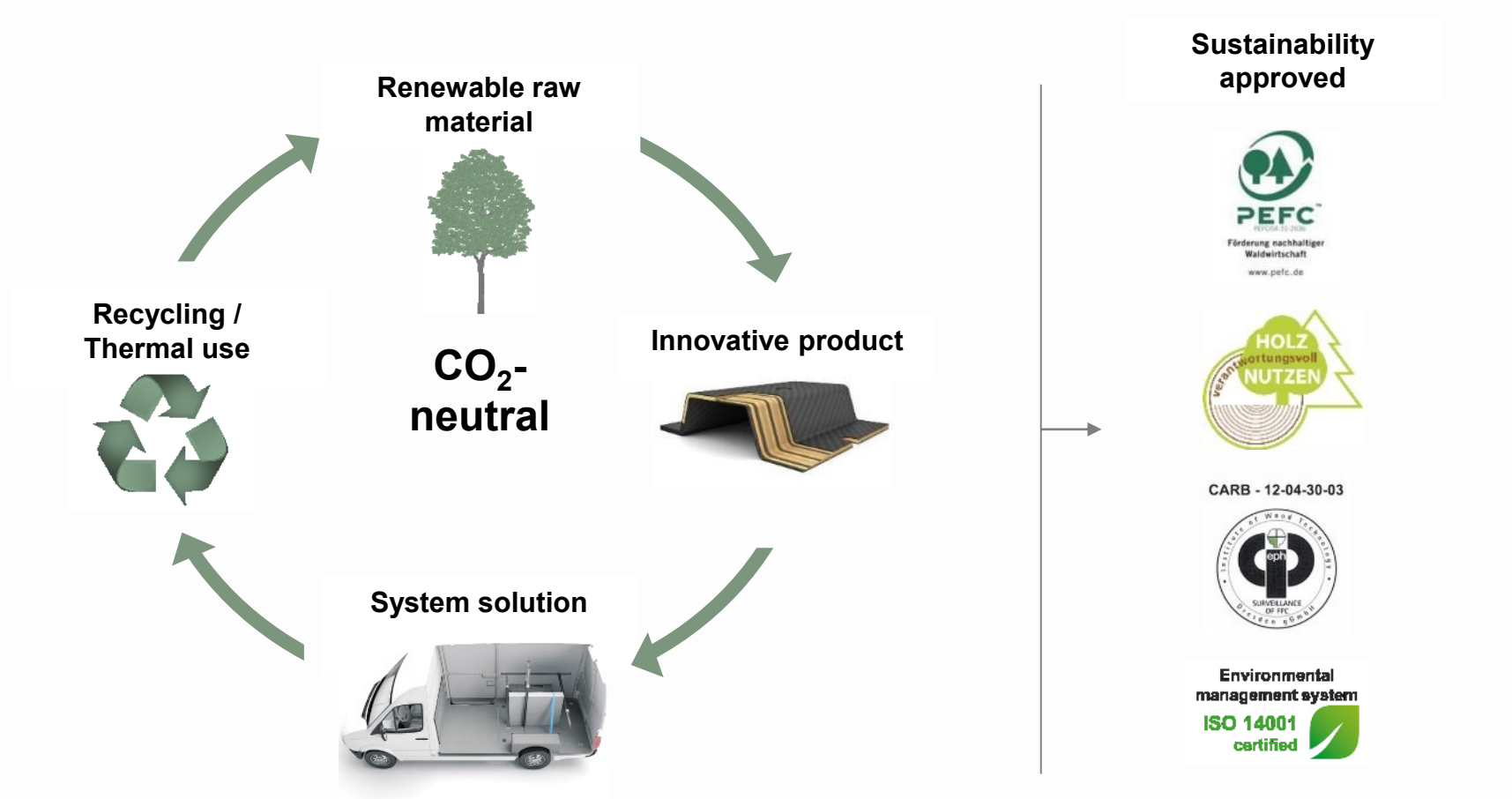
Engineering partner to the automotive & railway industries

Fully OEM approved product and process quality (A-Class supplier)

Extensive machining & execution know-how create **high barriers to entry**

CO₂-neutral product lifecycle

DELIGNIT ECOLOGICAL FOOTPRINT



Growing demand across both market segments underscores strong growth profile

OVERVIEW TARGET MARKETS

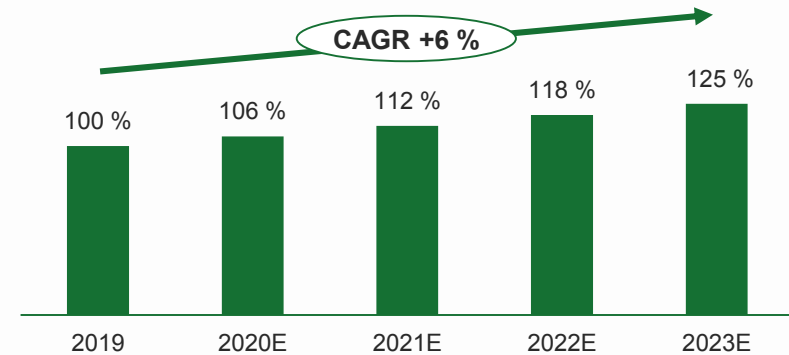
Automotive



Technological Applications

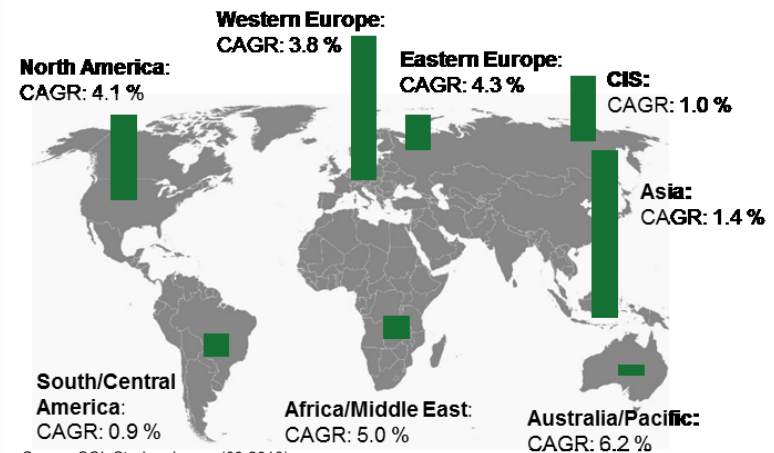


Dynamic Global LCV-Market



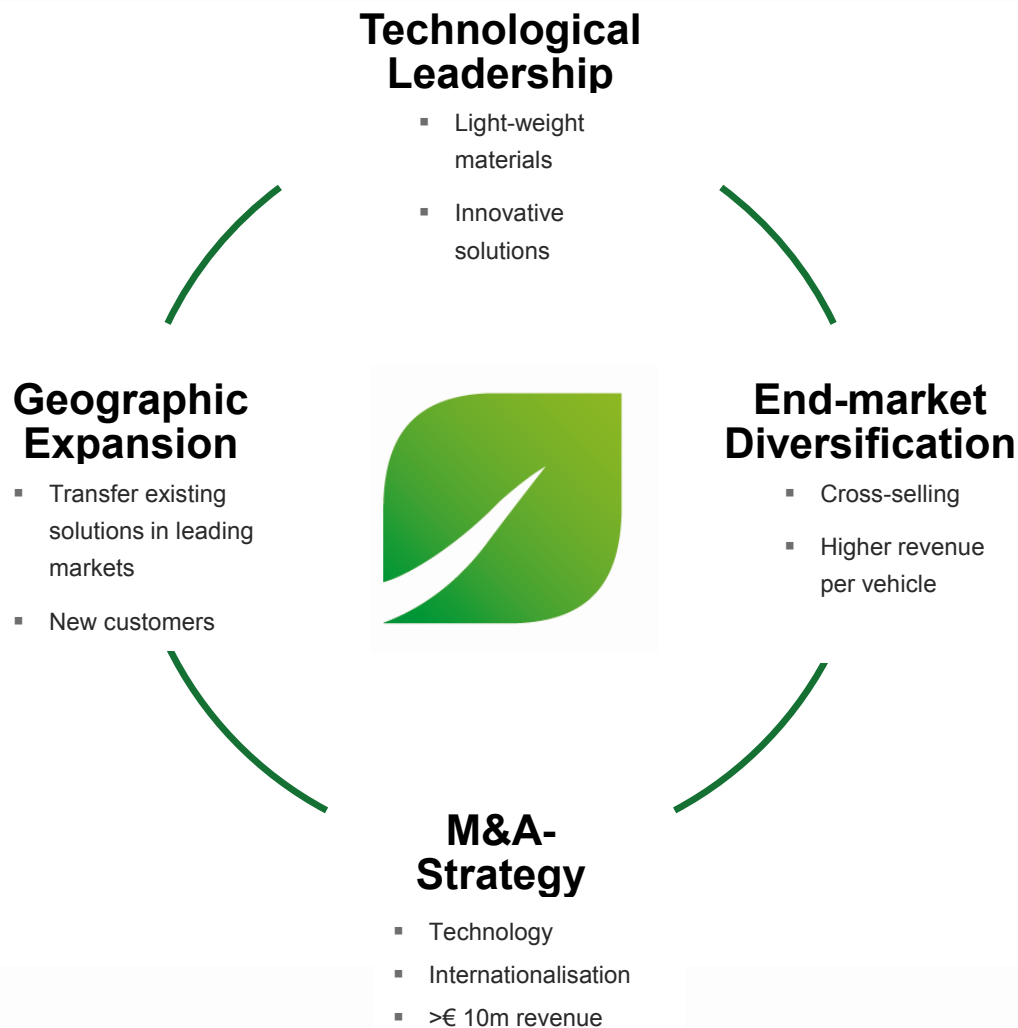
Source PRNewswire; Press release (14.11.2018)

Market development Railfloor until 2022



Corporate growth strategy as a driver of value creation

KEY STRATEGIC OBJECTIVES



Agenda

Business model & strategy

Recent developments

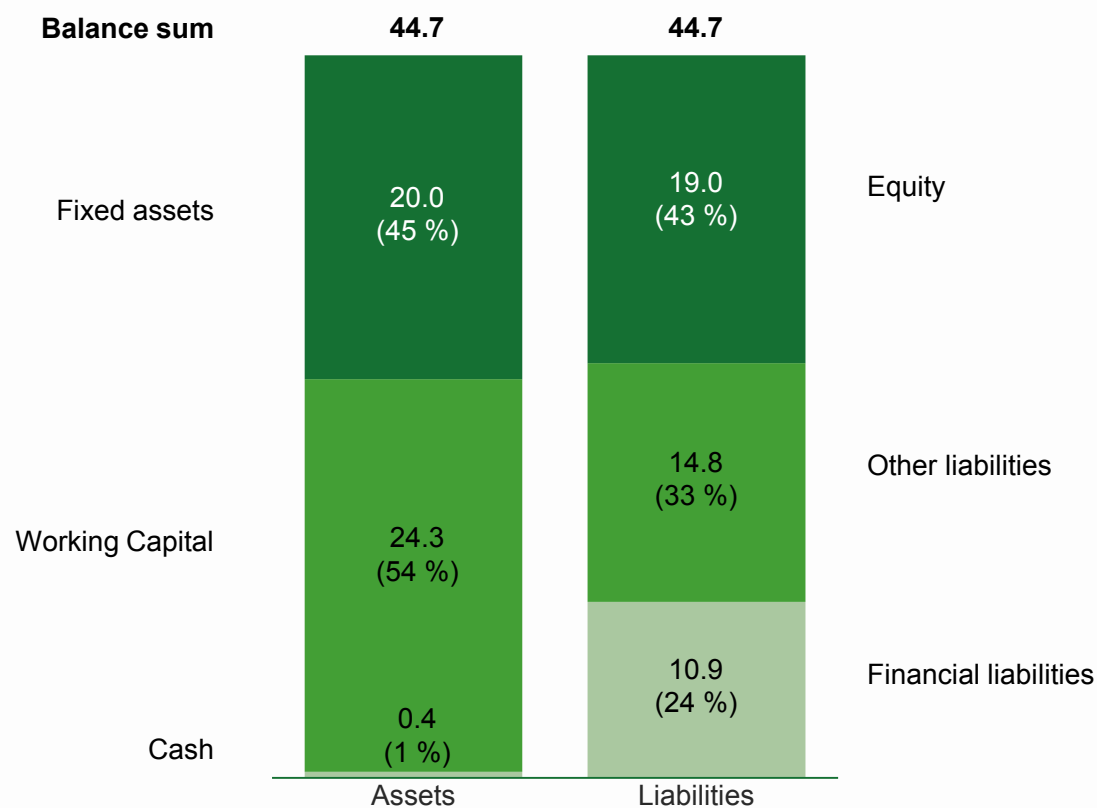
Outlook

Delignit share

Appendix

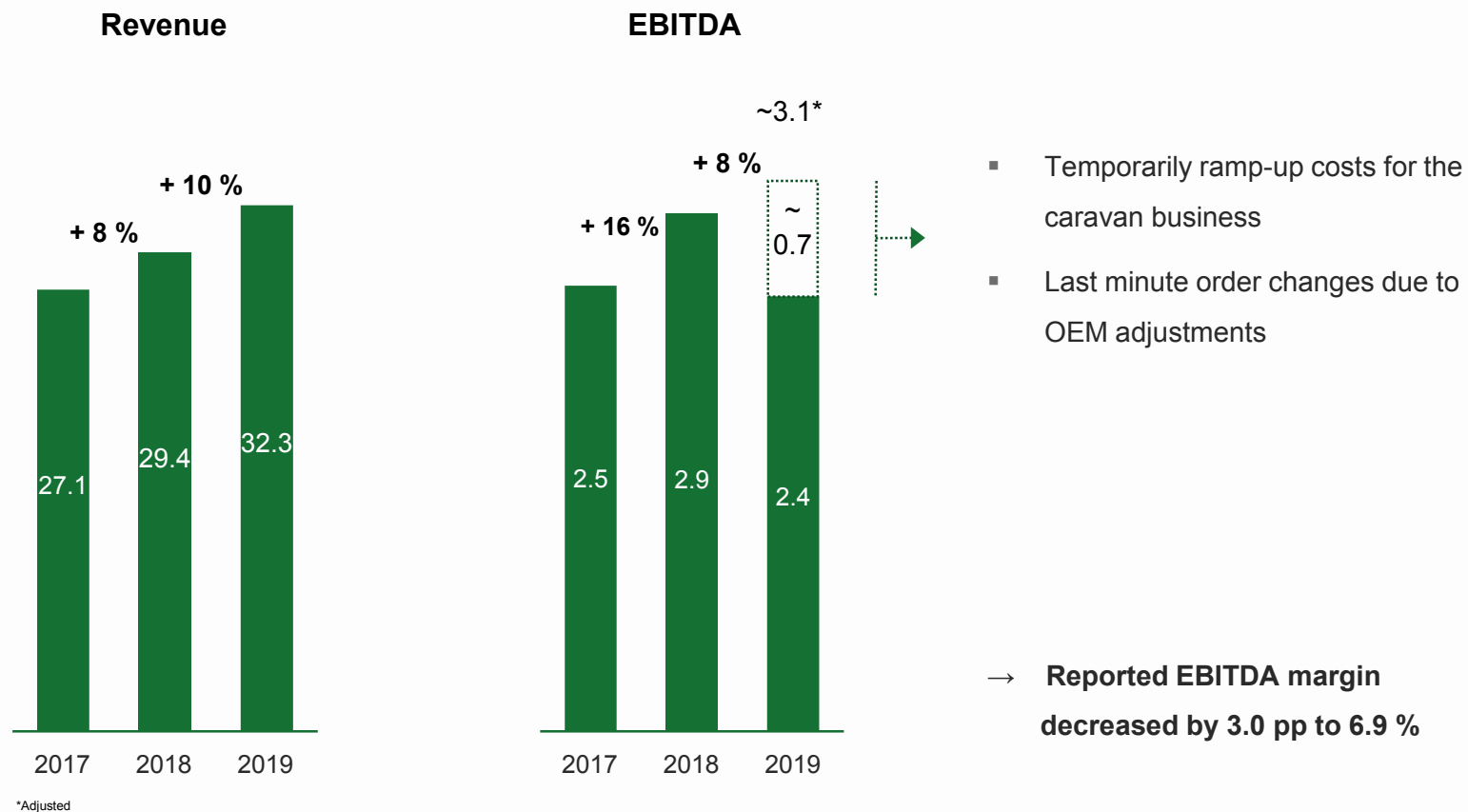
Healthy business development results in solid balance sheet

IFRS CONSOLIDATED BALANCE SHEET 2019 HALF-YEAR FIGURES IN € M / %



2019 is characterised by the entry into the strongly growing caravan market

IFRS CONSOLIDATED REVENUE AND EBITDA HALF-YEAR FIGURES IN € M



Milestone order for caravan series with revenues up to more than € 10m p.a.

KEY FACTS MOBILE CARAVAN ORDER

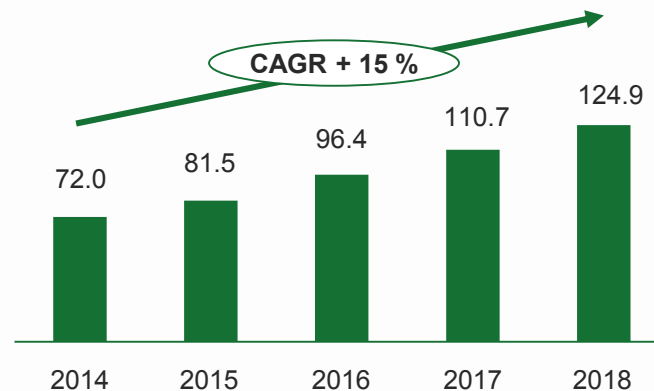
Key Facts caravan order

- Standardised caravan **interior systems** in two editions
- Lifetime value in the **high double-digit million range**
- Revenue contribution up to **€ 11m p.a.** after ramp-up*
- Serial production from **2019 to 2027**;
Delivery started in **April 2019 (SOP)**
- Scope of supply includes interior components with **up to 460 parts***

*Editorial changes after presentation



EU caravan registrations in t units



Source European Caravan Federation

The rating of Delignit's scope of supply underlines a unique expertise in system and process know-how

MOTOR CARAVAN PUBLIC RESEARCH

Public research on the motor caravan model*

Scope of supply

Ranking

Interior components



4,5/5

seating area



4/5

kitchen



4/5

sleeping area



3/5

sanitary



3/5



*Source promobil; Press Release 02.2019

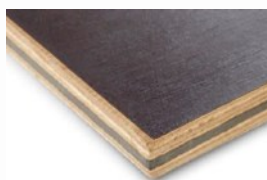
Recent railway orders prove Delignit's expertise as a system provider for Technological Applications

OVERVIEW RAILWAY BUSINESS

Mid-speed train system solution



Regional railway floor system



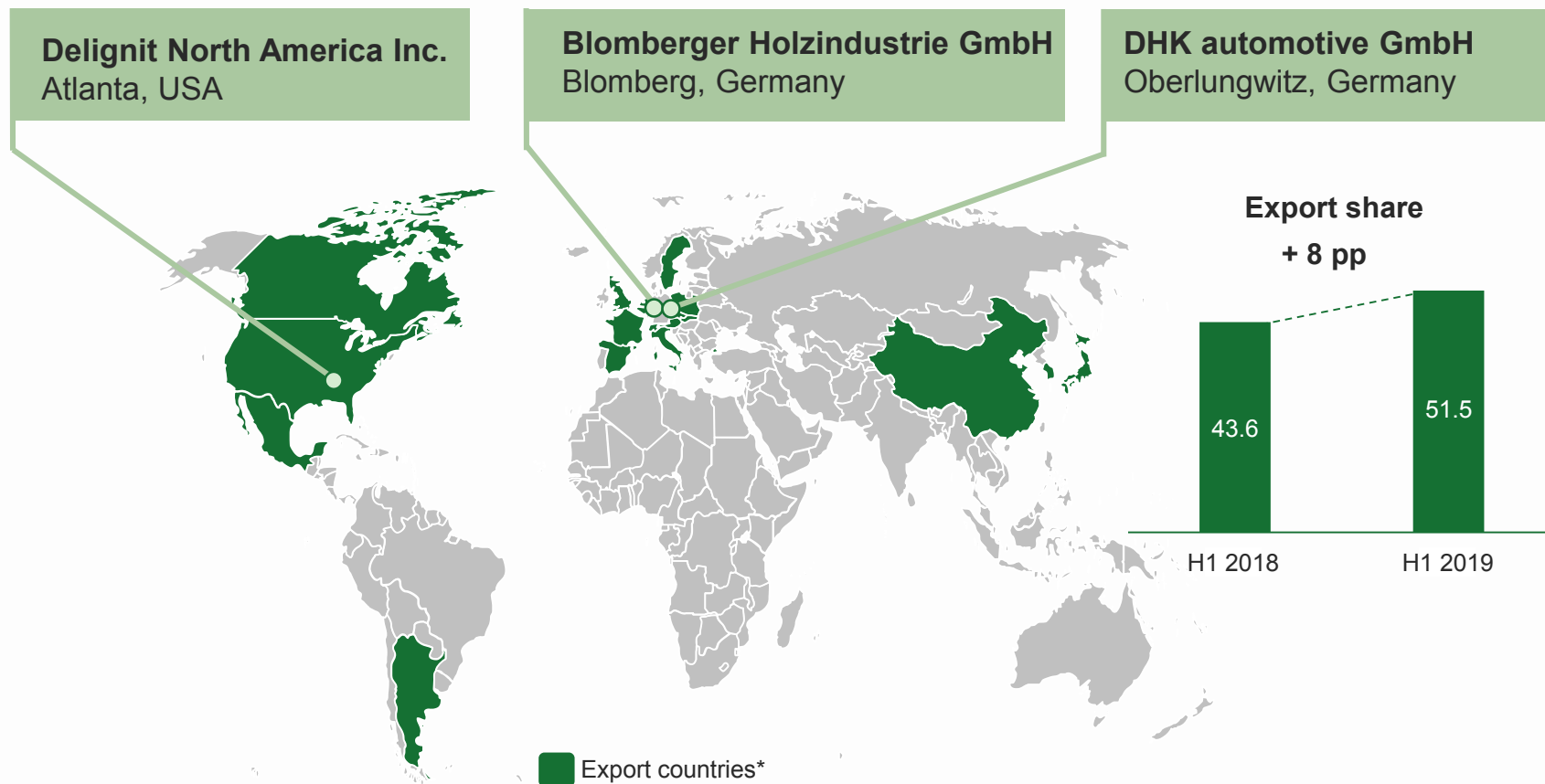
Strong positioning in railway solutions

- As a **full service provider** Delignit offers complete development and construction of system floors with a global business approach supporting
 - **Light-weight** construction
 - Compliance with **complex fire regulations**
 - **Sound insulation** in accordance with EN-regulations
 - **Seamless integration** of train interior (e.g. installation of seats)

- Proven international expertise with latest contracts from **major railway manufacturer for railway systems**
 - Follow-up orders were placed with **Start of Production in 2019**
 - **Asia OEM** continues to rely on Delignit solutions
 - Delivery for commuter rail lines in the **Arab region**

Delignit intends to focus on further growth opportunities through geographic expansion

GEOGRAPHIC FOOTPRINT OF DELIGNIT GROUP / EXPORT SHARE HALF-YEAR IN %



*Top 20 as of 30.06.2019

Agenda

Business model & strategy

Recent developments

Outlook

Delignit share

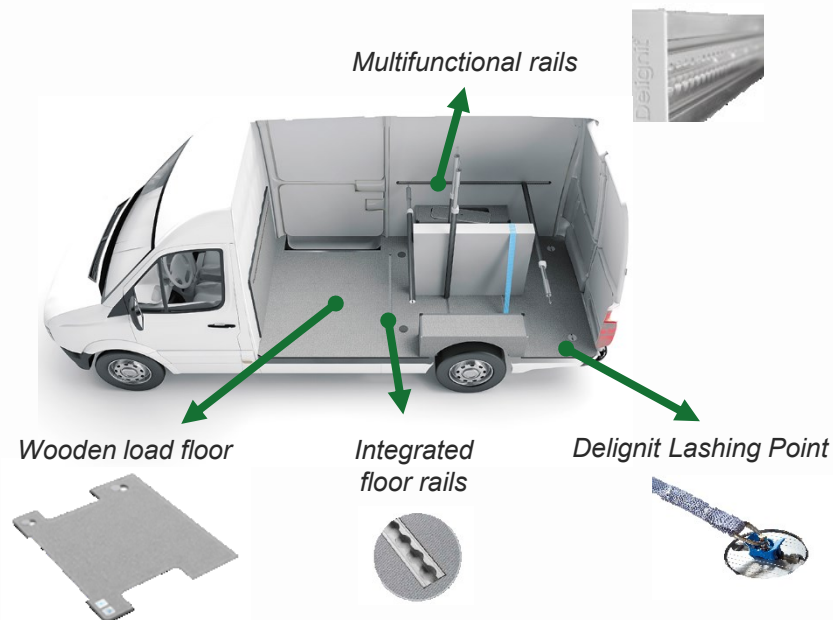
Appendix

Recent orders for cargo bay protection and security components proves Delignit's expertise on interior systems in the LCV class

OVERVIEW NEW SERIAL ORDERS LIGHT COMMERCIAL VEHICLE

Key facts LCV orders

- **Cargo bay protection and security systems** for two LCV-models
- Revenue contribution in the **single-digit million range p.a. after ramp-up**
- Serial delivery from **2020 to 2024**
- Scope of supply includes:
 - Wooden load floor
 - Multifunctional rails
 - Delignit Lashing Point
 - Integrated floor rails



Selected development projects in lightweight construction

LIGHTWEIGHT PROJECTS / TARGET MARKETS (EXAMPLES)



Plywood-PP- Honeycomb-Hybrid

*Combination of conventional
and high-tensile materials*



dunacore® 2.0

*Lightweight solution made
out of sustainable raw
materials*



carbonwood

*High-performance composite
out of veneer and CFK*

Target markets:



*Passenger
Cars*



LCV



Rail



Caravan



*Passenger
Cars*



LCV



Caravan



*Passenger
Cars*

Delignit obtains serial order for new electric van

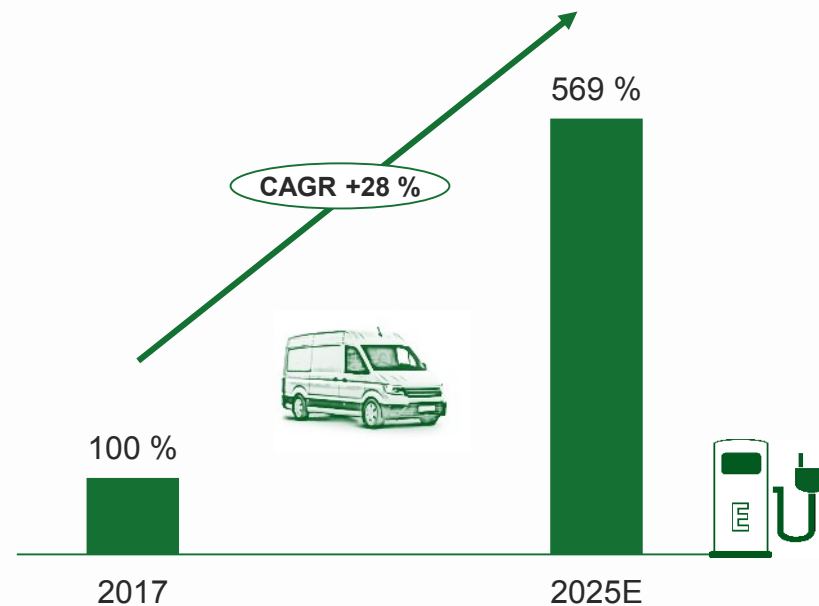
ORDER HIGHLIGHTS NEW ELECTRIC VAN / GLOBAL ELCV MARKET

Order highlights

- System floor solution **for new electric van**
- Composite based on **renewable raw materials** and a **lightweight honeycomb**
- Revenue potential of **more than € 15m** over entire term
- Serial delivery from **2022 to 2032**



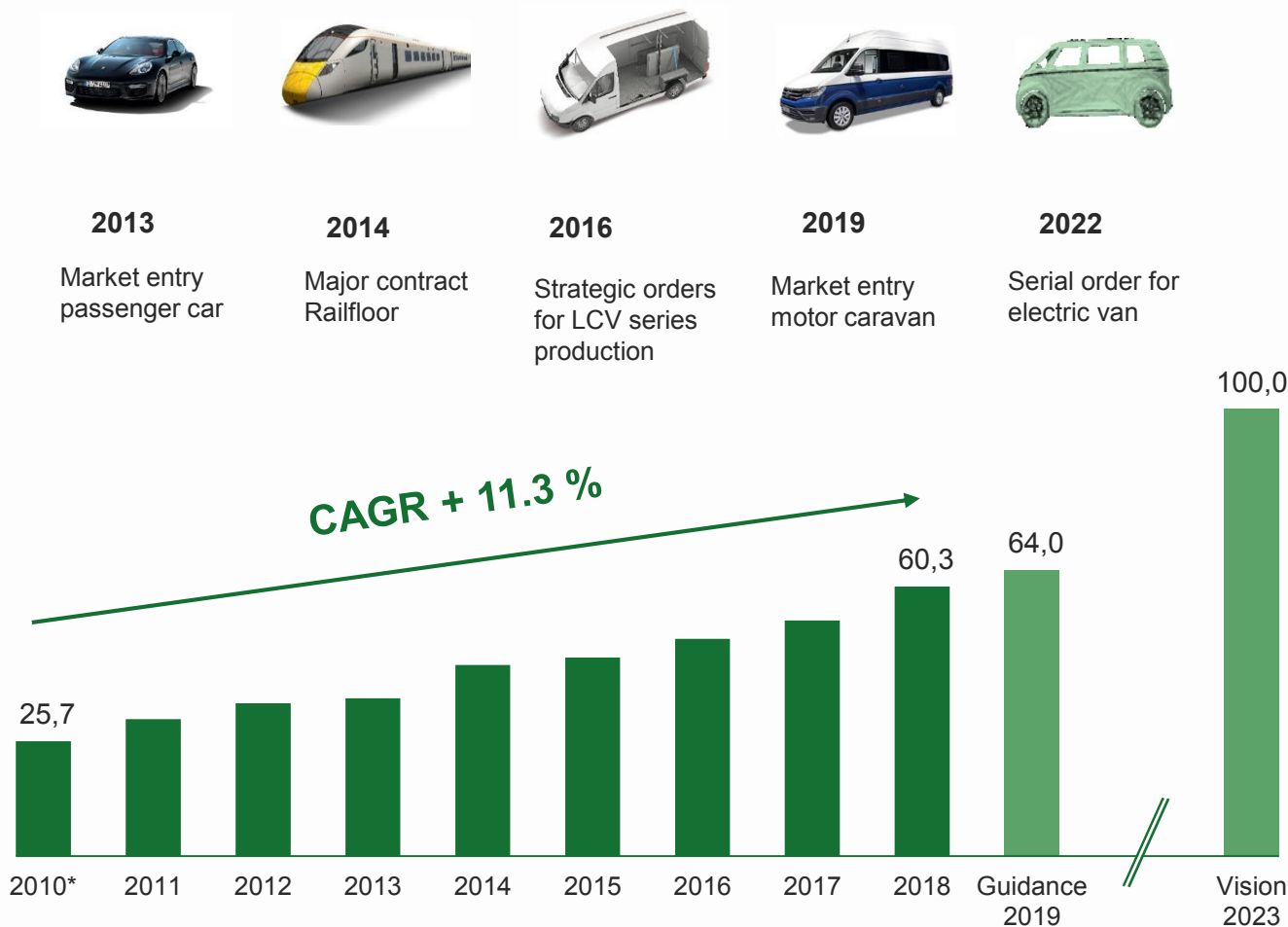
Dynamic Global eLCV-Market



Source PRNewswire; Press Release (January 2019)

Delignit Vision 2023

OVERVIEW REVENUE DEVELOPMENT 2010 / 2018 / GUIDANCE 2019 AND VISION 2023 IN € M



Vision until 2023

Revenue CAGR

> 10 %

EBITDA-Margin

> 10 %

Increasing
Dividend

*Adjusted for the deconsolidation of the Romanian holdings

Agenda

Business model & strategy

Recent developments

Outlook

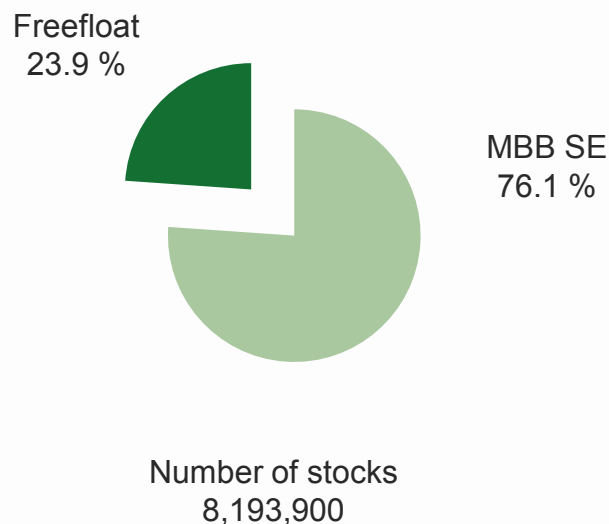
Delignit share

Appendix

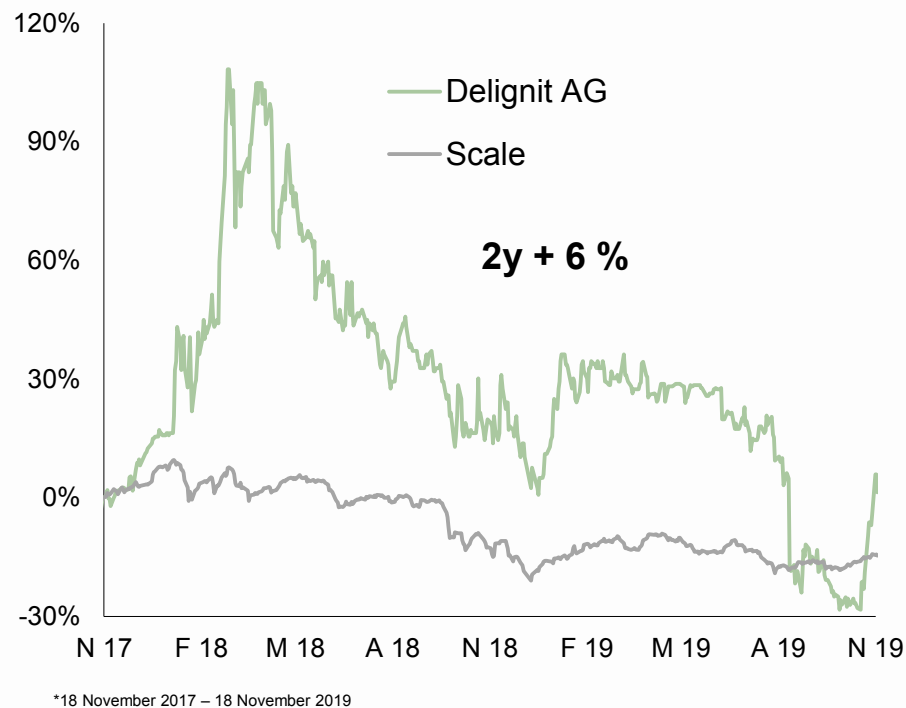
**The freefloat of the Delignit stock amounts to approximately 24 %;
the Delignit share increased by 6 % within the past 24 month**

SHAREHOLDER STRUCTURE DELIGNIT AG UND SHARE PERFORMANCE

Shareholder structure



Delignit share performance*



Agenda

Business model & strategy

Recent developments

Outlook

Delignit share

Appendix

Experienced and dedicated management team

EXECUTIVE BOARD OF DELIGNIT AG



Markus Büscher
CEO

Corporate Strategy, Finance, Operations and IR

- Chief Executive Officer since 2007
- >15 years of senior management experience in the DIY as well as automotive industries
- Recently renewed contract until 2022
- Directly holds shares in Delignit
- Participates in stock option programme



Thorsten Duray
CSO

Sales & Marketing

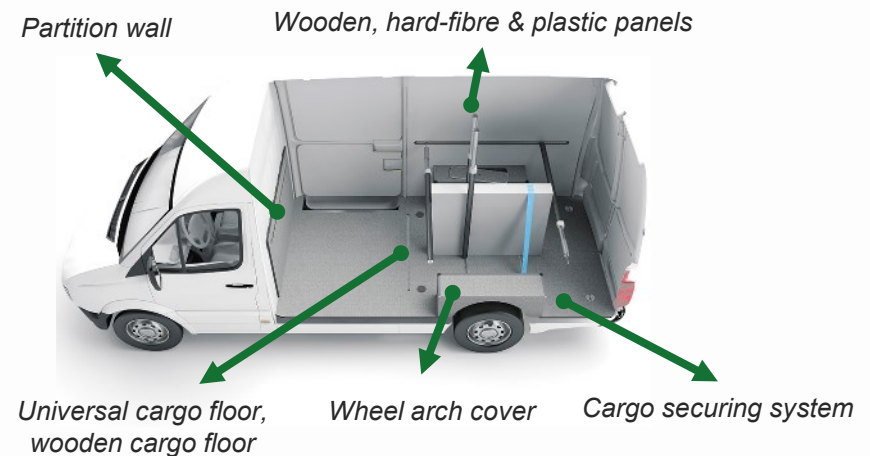
- Chief Sales & Marketing Officer since 2007
- With Delignit Group for > 25 years
- Dedicated experience in the beech wood and automotive industries
- Recently renewed contract until 2022
- Participates in stock option programme

Successful launch of the “OEM contracts 2016” provides a solid basis for upcoming years in the LCV business

STATUS OF THE TWO MAJOR SERIAL ORDERS FROM 2016

Key facts major OEM serial orders

- ✓ Successful Start of Production (SOP) of „OEM project I“ in foreign European country; Order within ramp-up
 - ✓ Successful Start of Production (SOP) of follow-up order „OEM project II“ in Germany; Order within ramp-up
 - ✓ Successful Start of Production (SOP) of follow-up order „OEM project II“ in NAFTA; Delignit North America Inc. launches its business operations
- More than € 30m revenue p.a.;
> 10 years lifetime



Delignit continues to invest into the expansion and automation of its capacities

CAPEX / DEPRECIATION P.A. IN € M

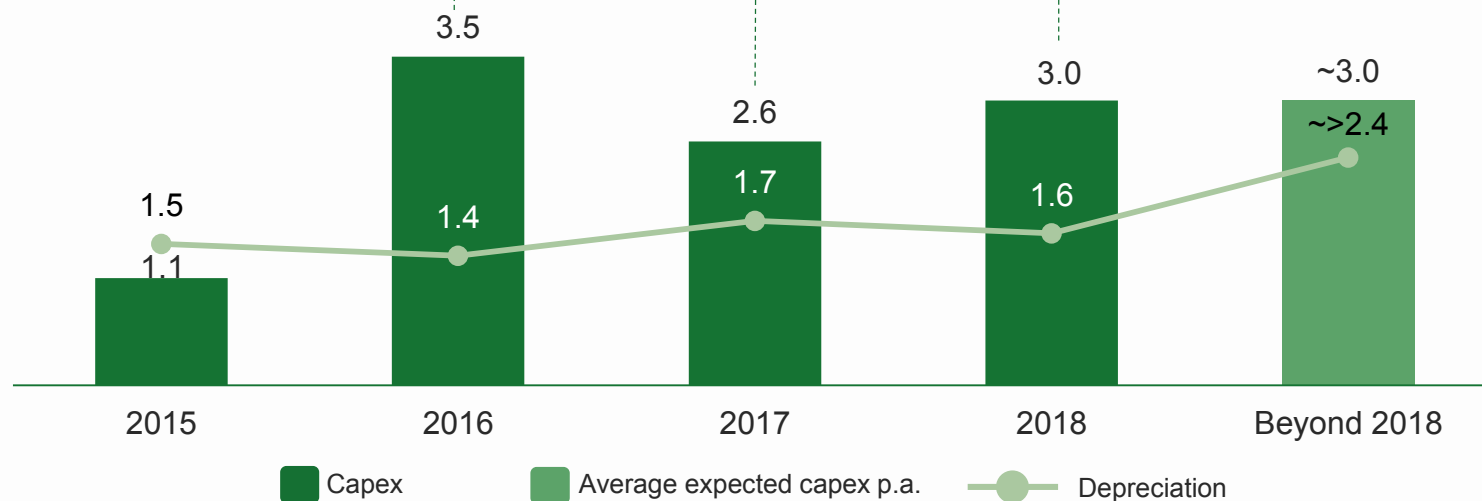


Investment-highlights:

Press line

CNC-Machining

Caravan production

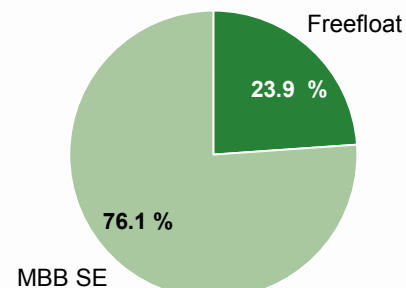


FACTSHEET

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



MANAGEMENT BOARD

Markus Büscher (CEO)
Thorsten Duray (CSO)

SUPERVISORY BOARD

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

FULLY-CONSOLIDATED COMPANIES (share)

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

FIGURES (in € M)

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019*
Revenue	25.651	30.628	34.140	35.299	42.718	44.402	48.565	52.683	60.273	64.000
EBITDA	1.383	2.077	3.079	3.468	3.517	3.455	3.722	4.865	5.639	6-7%***
EBIT	621	1.285	2.217	2.448	2.037	1.964	2.360	3.132	4.024	
Consolidated results	388	725	1.249	1.731	1.031	1.107	1.448	1.928	2.572	
Operating cash flow	1.081	2.704	2.151	1.964	786	1.594	1.831	3.390	-245	
EPS in €	0,05	0,09	0,15	0,21	0,13	0,14	0,18	0,24	0,31	
Balance sum	21.975	22.497	21.365	25.975	26.747	29.574	32.471	32.548	38.325	
Equity	9.052	9.768	10.506	11.952	12.673	13.677	14.777	16.508	18.646	
Equity ratio	41.2%	43.4%	49.2%	46.0%	47.4%	46.2%	45.5%	50.7%	48.7	
Net Debt (-) / Net Cash (+)	- 4.039	- 1.858	- 712	- 1.887	- 2.356	- 2.402	- 4.457	- 4.038	- 7.824	
Employees	178	202	213	258	268	294	318	330	361	

CONTACT

Delignit AG
Königswinkel 2 – 6
D-32825 Blomberg

Tel. +49 (0) 5235 - 966-100
Fax +49 (0) 5235 - 966-105
Email: info@delignit.com

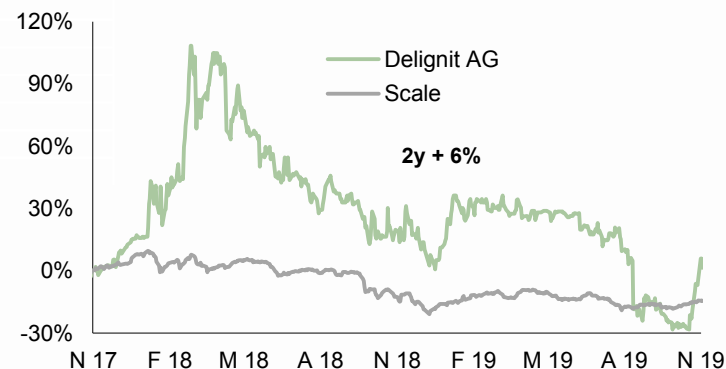
BASIC SHARE DATA

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

FINANCIAL CALENDER

20 Feb 2019	Oddo BHF German Conference
30 Aug 2019	Half Year Report 2019
11 Sep 2019	Edison Report
11 Nov 2019	Commerzbank Research
25/26 Nov 2019	Deutsches Eigenkapitalforum
10 Dec 2019	MKK Munich
31 Dec 2019	End of fiscal year 2019

SHARE PRICE PERFORMANCE** (2 YEARS)



*Group guidance 2019

**18 November 2017 – 18 November 2019

***EBITDA-Margin

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Delignit AG
Königswinkel 2 - 6
D-32825 Blomberg
Tel. +49 (0) 5235 - 966-100
Fax +49 (0) 5235 - 966-105
Email: info@delignit.com