

-Ökologischer Werkstoff für technologische Anwendungen-



Company Presentation

Delignit AG

Agenda

Delignit at a glance

Half-year figures

Recent development

Outlook

Delignit share

Appendix

Delignit at a glance

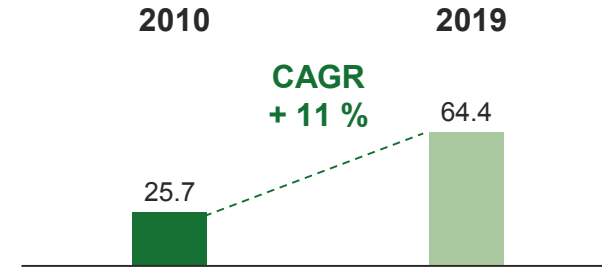
ENDMARKETS/ KEY FIGURES*

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

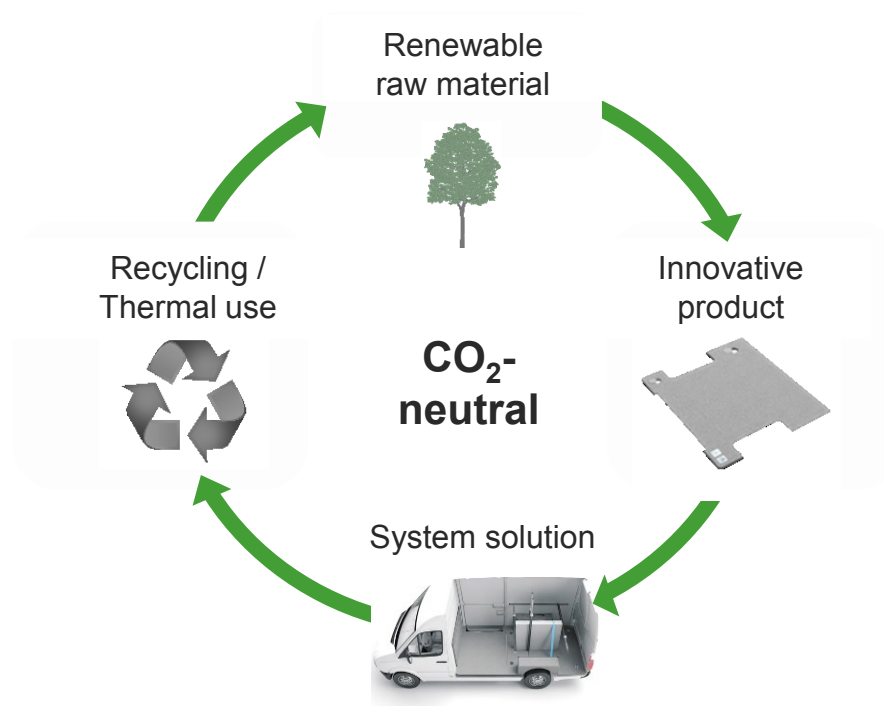


*Adjusted for the deconsolidation of the Romanian holdings; Revenue in € m

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

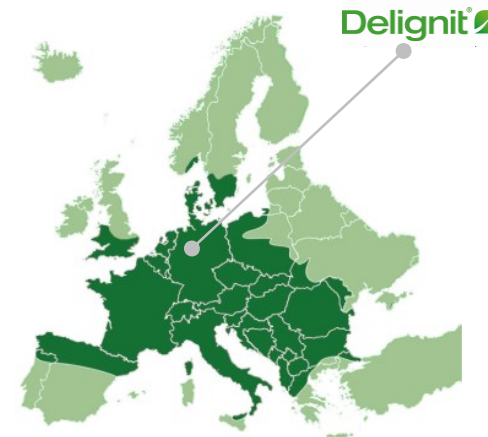
PRODUCT LIFECYCLE/ BEECH SUPPLY IN GERMANY

CO₂ neutral product lifecycle

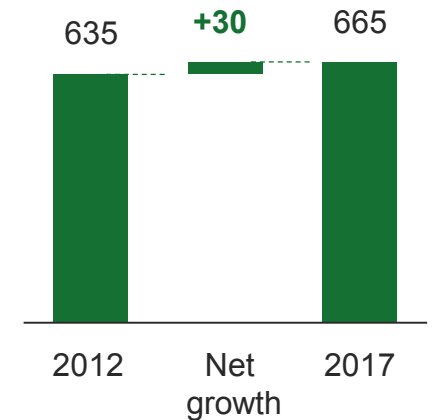


Sustainable raw material base

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



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



Agenda

Delignit at a glance

Half-year figures

Recent development

Outlook

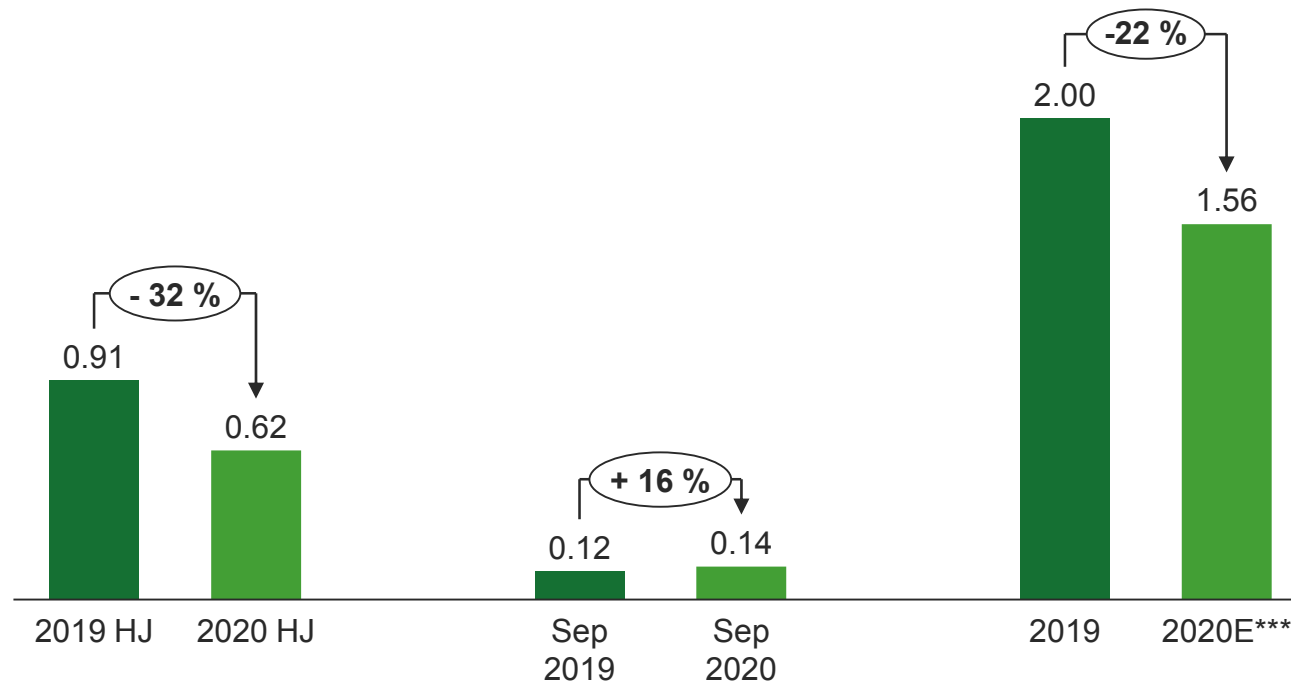
Delignit share

Appendix

After significant drop in H1, European LCV registrations are picking up again

REGISTRATION FIGURES LCV* IN EUROPE IN MILLION UNITS

Registration figures LCV**

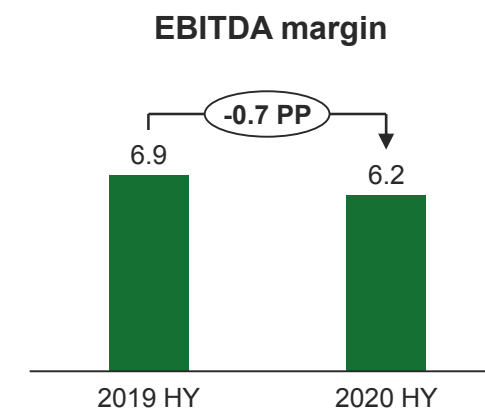
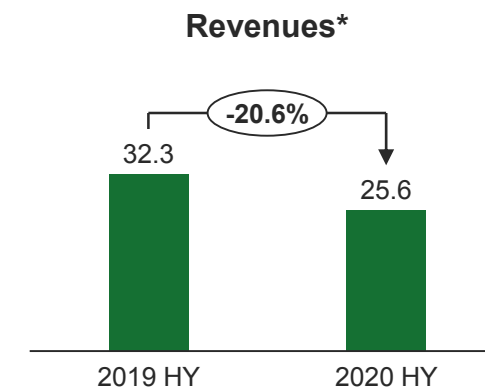
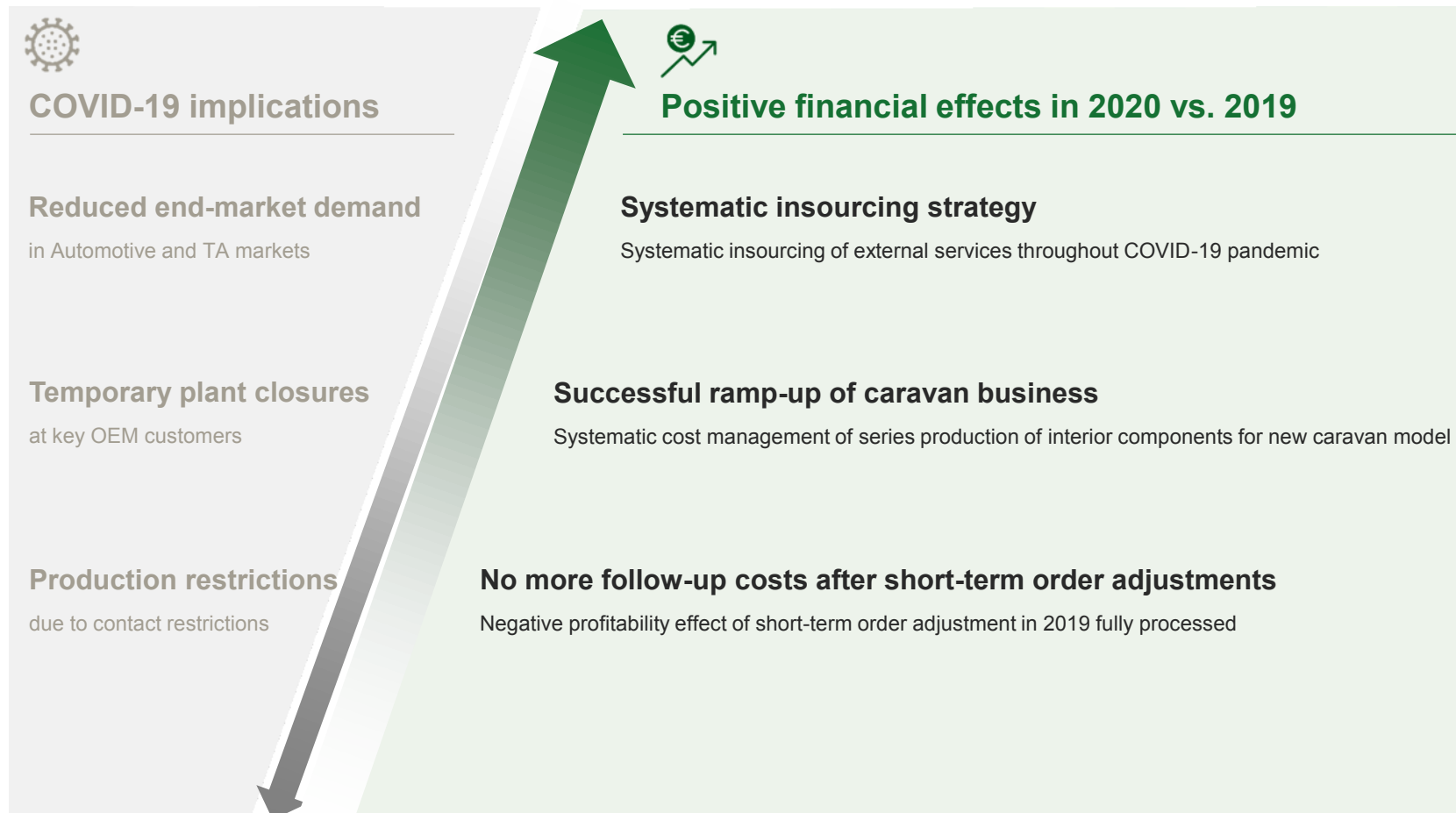


- **COVID-19** led to significant drop in EU LCV registrations and **OEM shutdowns**
- First **positive signs** of industry recovery as witnessed by yoy registration **growth in September**

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

Despite COVID-19 Delignit was able to maintain 2019 profitability levels

COVID-19 IMPLICATIONS/ POSITIVE PROFITABILITY EFFECTS



*Revenue in € million

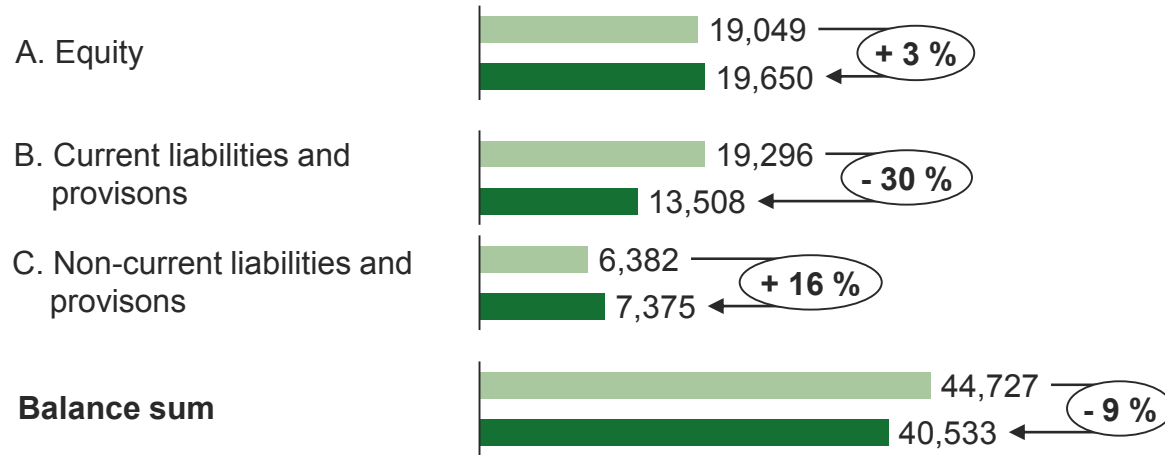
Reduction of the balance sum leads to improved equity ratio of 48.5 %

IFRS CONSOLIDATED BALANCE SHEET AS OF 30.06. IN € THOUSAND

Assets

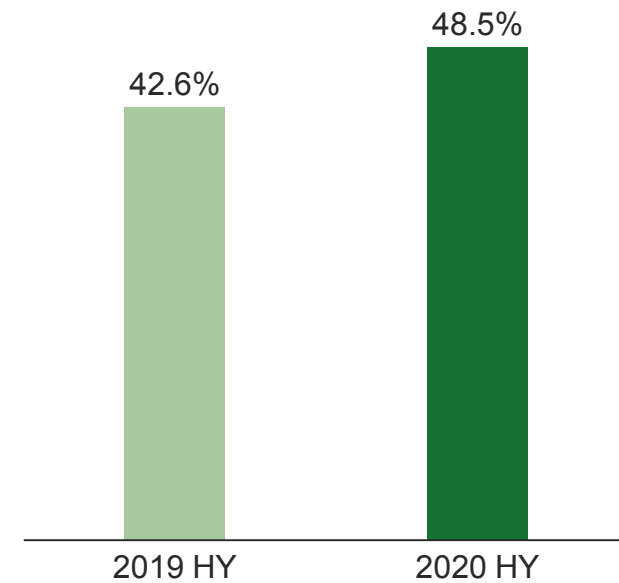


Liabilities



■ 2019 HY ■ 2020 HY

Equity ratio



Agenda

Delignit at a glance

Half-year figures

Recent development

Outlook

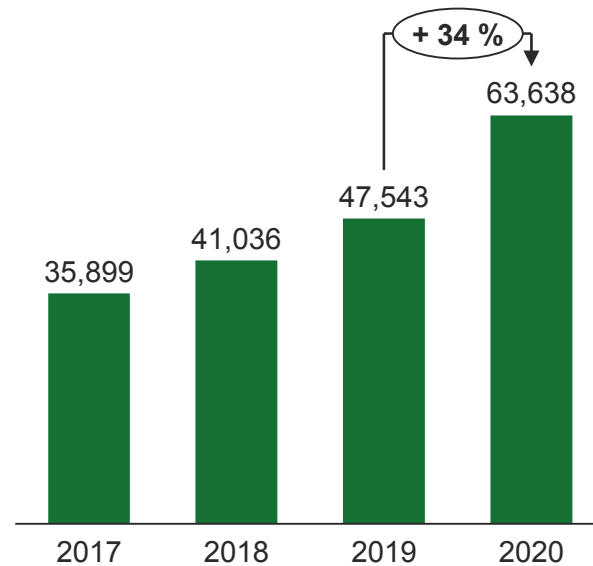
Delignit share

Appendix

Profitability of the caravan series production was improved significantly throughout H1 2020

MOTOR CARAVAN REGISTRATIONS / ORDER OVERVIEW

Motor Caravan registrations Germany



Source: CIVD; Jan-Sep

Development of caravan business

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

Increase in revenues by € 1.2 m to € 3.1 m compared to the same period of the previous year (as per 30.06.)

Continuous increase in call-off figures



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

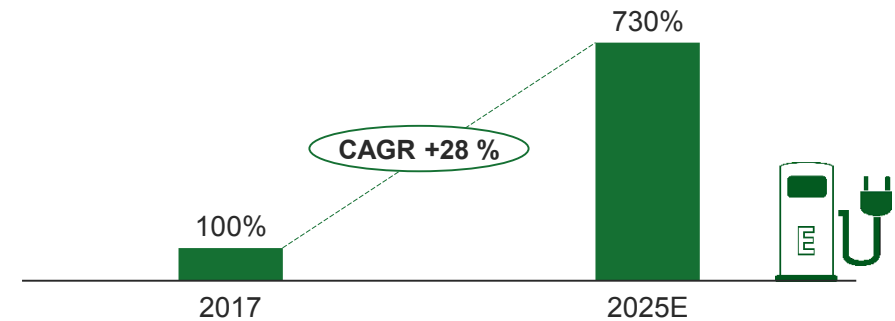
OVERVIEW NEW SERIAL CONTRACT IN eLCV SEGMENT/ eLCV REGISTRATIONS & MARKET SHARES

Order summary

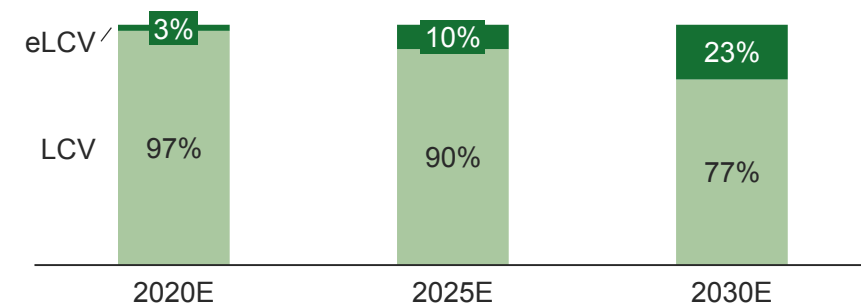
- **Innovative system floor solution** (composite construction) for new eLCV model
- **Composite material**, based on sustainable raw materials combined with **light-weight** honeycomb substructure
- Cumulated **revenue potential of more than € 23 m** over total order lifetime
- **Series production from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



eLCV registrations / market shares



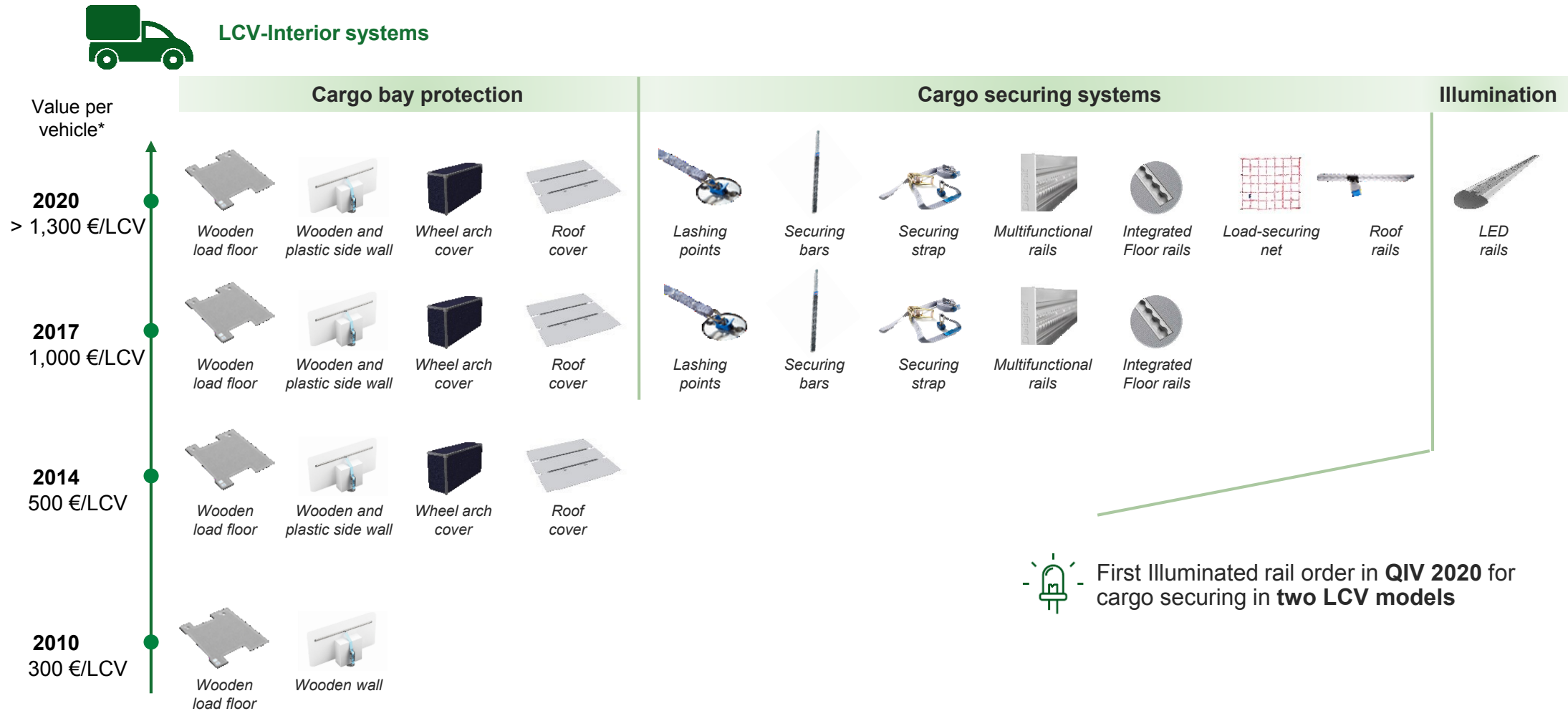
Source: PRNewswire; Press release (January 2019); global development of eLCV registrations



Source: IDTechEx Electric Light Commercial Vehicles 2020-2030

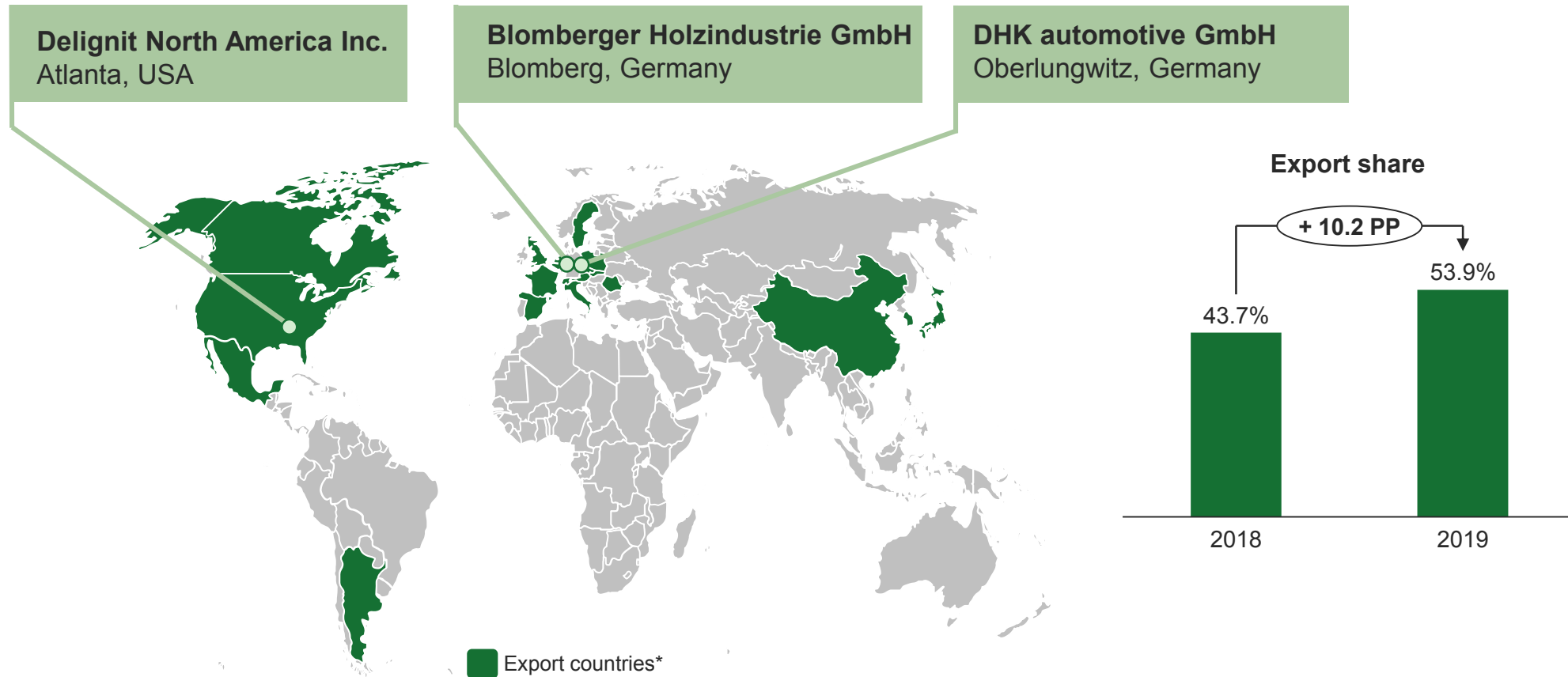
Delignit's interior systems are used extensively by leading OEMs in the LCV market

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

Agenda

Delignit at a glance

Half-year figures

Recent development

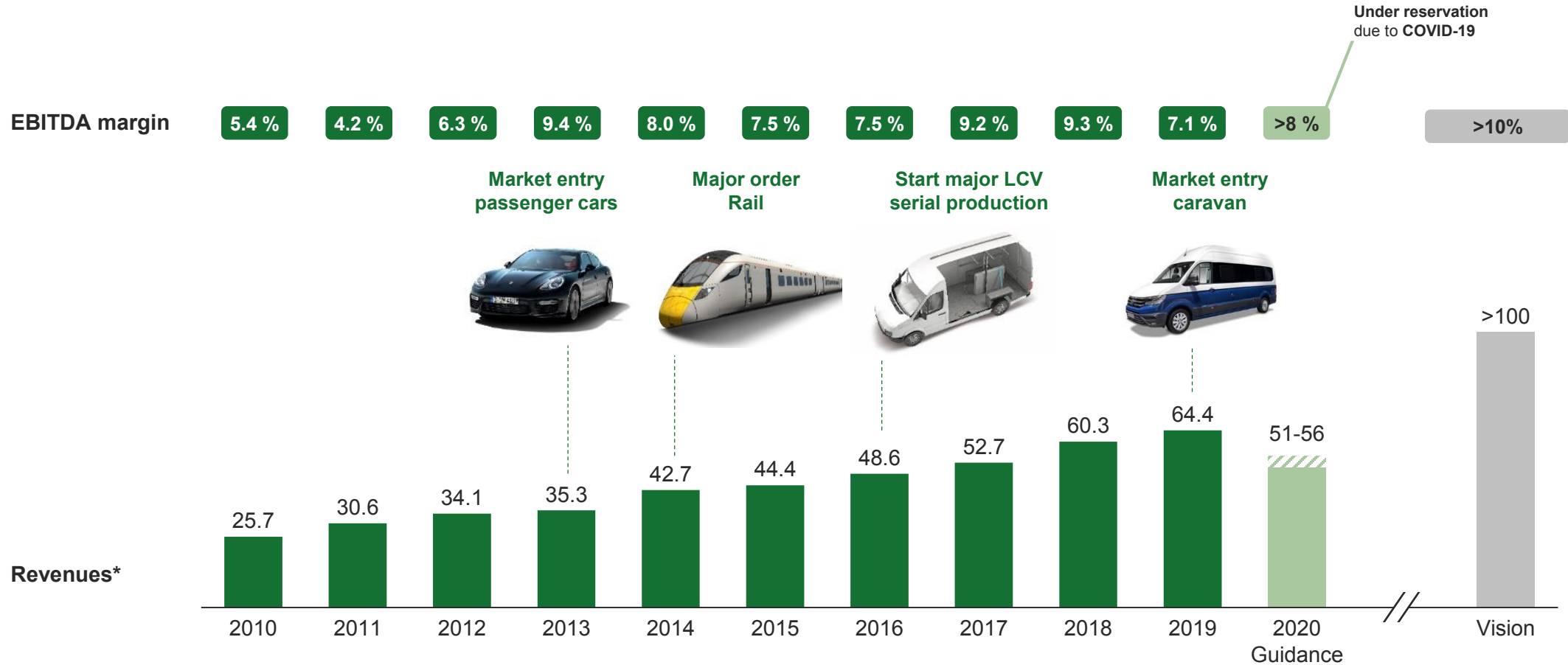
Outlook

Delignit share

Appendix

Successful market entries provided the basis for sustainable growth

GROUP REVENUES AND EBITDA MARGIN 2010 - 2019 / GUIDANCE 2020 / VISION



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

Agenda

Delignit at a glance

Half-year figures

Recent development

Outlook

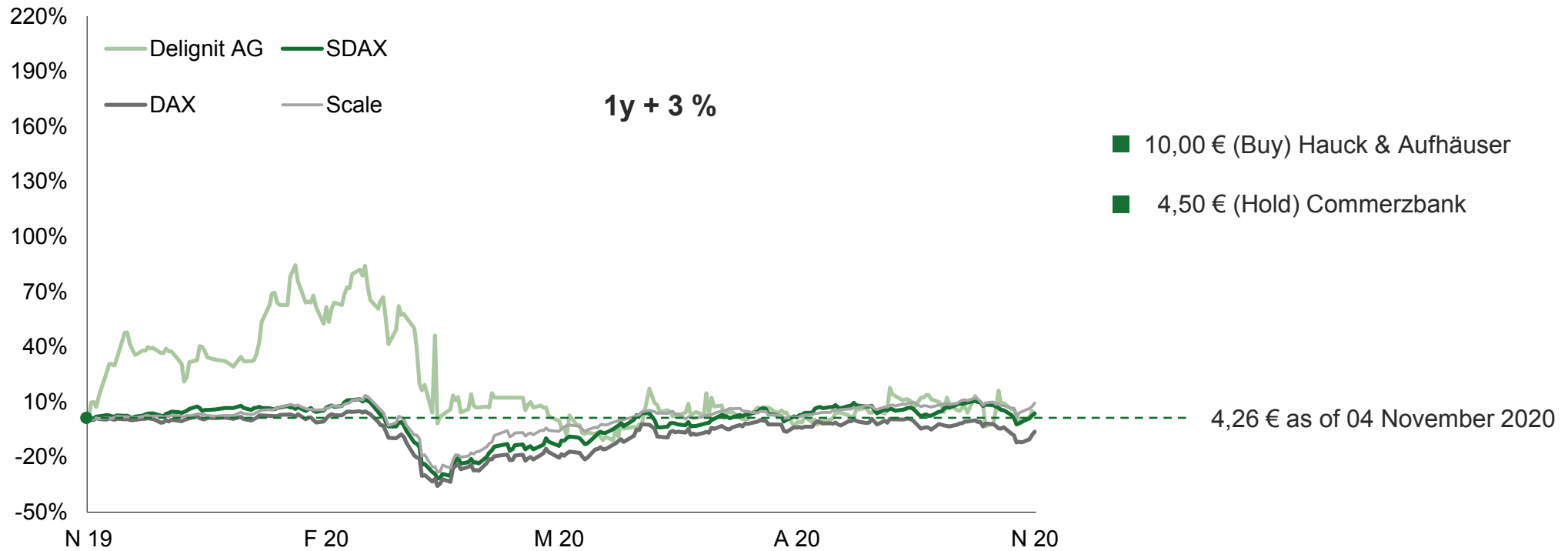
Delignit share

Appendix

The Delignit share did not yet recover after the drop due to the COVID-19 pandemic

DELIGNIT SHARE / RESEARCHES

Delignit share price* / Researches



*04 November 2019 – 04 November 2020

Agenda

Business model & strategy

Recent development / Half-year figures

Outlook

Delignit share

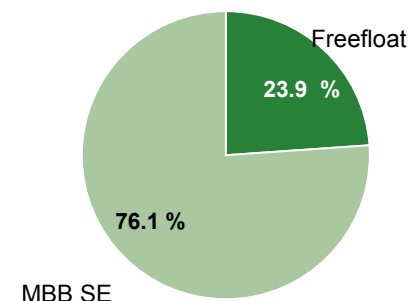
Appendix

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



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

*04 November 2019 – 04 November 2020

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 %)

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	64.360
EBITDA	1.383	2.077	3.079	3.468	3.517	3.455	3.722	4.865	5.639	4.817
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
Employees	178	202	213	258	268	294	318	330	361	390

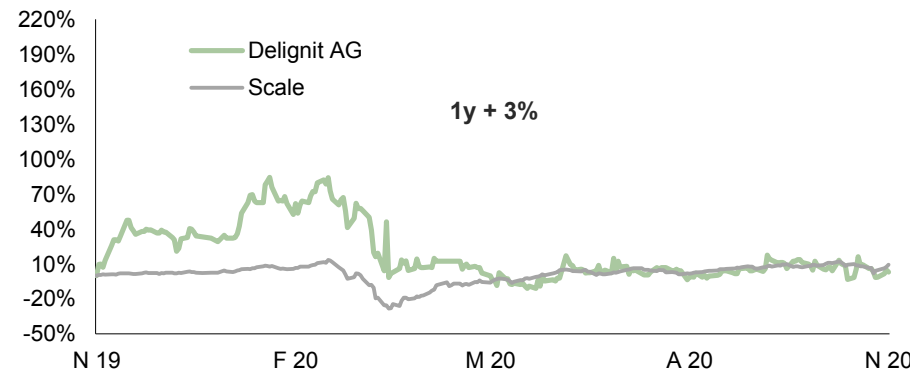
BASIC SHARE DATA

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

FINANCIAL CALENDER

18 Aug 2020 Half Year Report 2020
18 Aug 2020 Commerzbank Research
21 Aug 2020 H&A Research
25 Aug 2020 Annual Meeting 2020
01 Sep 2020 Edison Research
17-18 Nov 2020 Deutsches Eigenkapitalforum
09 Dec 2020 MKK München
31 Dec 2020 End of fiscal year 2020

SHARE PRICE PERFORMANCE* (1 YEAR)



DISCLAIMER

This publication does not constitute an offer for sale or a request to purchase Delignit AG securities.

By accessing this document you agree to abide by the limitations set out hereafter. The information contained in this document relating to Delignit AG ("Delignit" or the "Company") may not be redistributed, reproduced, published, or passed on to any other person and must not be relied upon for any purpose as it is given without any guarantee .

This document is being presented solely for informational purposes and should not be treated as giving investment advice. It is not, and is not intended to be, a prospectus, is not, and should not be construed as, an offer to sell or the solicitation of an offer to buy any securities, and should not be used as the basis of an evaluation of the Company and investors should not subscribe for or purchase any shares or other securities in the Company on the basis of or in reliance on the information in this document.

If the information in this document expresses forecasts, estimates, opinions or expectations, or forward-looking statements are made, these statements can be related to known and unknown risks and uncertainties. Therefore, the actual results and developments can differ greatly from the expectations and assumptions expressed here. No one undertakes to publicly update or revise any such forward-looking statement in light of developments which differ from those anticipated.

As far as information is contained in this document that is based on statements by third parties, we advise you that no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this information or any other information or opinions contained herein, for any purpose whatsoever.

Neither the Company nor any of their respective officers, employees or affiliates nor any other person shall assume or accept any responsibility, obligation or liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or the statements contained herein. In providing this document, neither Delignit nor its respective agents undertake any obligation to provide the recipient with access to any additional information or to update this document or any information or to correct any inaccuracies in any such information.

As far as measures are being used in this document which are not measurements of financial performance defined under IFRS, these should neither be viewed in isolation nor considered as an alternative of the Company's financial position, results of operations or liquidity as presented in accordance with IFRS in its Consolidated Financial Statements. Other companies that report or describe similarly titled financial measures may calculate them differently.

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided, percentages may not precisely reflect the absolute figures and percentages may not precisely add up to 100%.

In case of any questions in relation to this document, please 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