

-Ecological material for technological applications-



Company Presentation

Delignit AG

Agenda



Business model & strategy

Half-year figures 2022

Recent developments & vision

Delignit share

Financial calendar

Sustainability has been an integral part of Delignit AG's business model for more then 200 years

DELIGNIT'S CERTIFIED SUSTAINABILITY / MORTALITY RATE OF TREE SPECIES

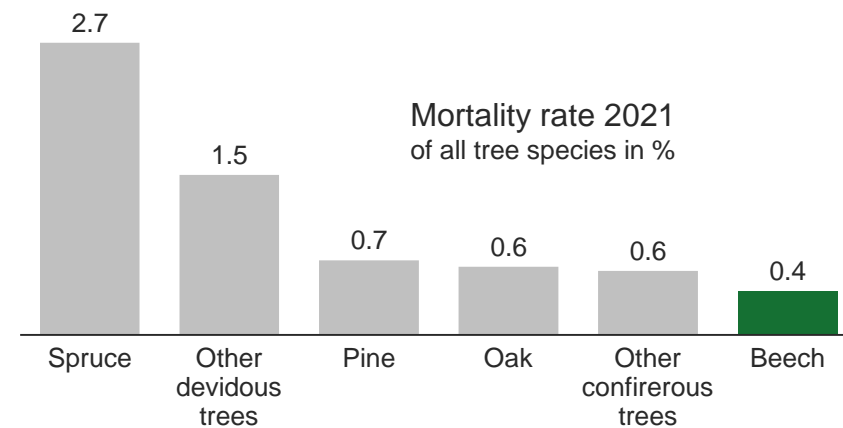


Beech as a solid and sustainable raw material basis

„...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

Tree of the year 2022: European beech (Fagus sylvatica)



Source: Waldzustandserhebung 2021

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

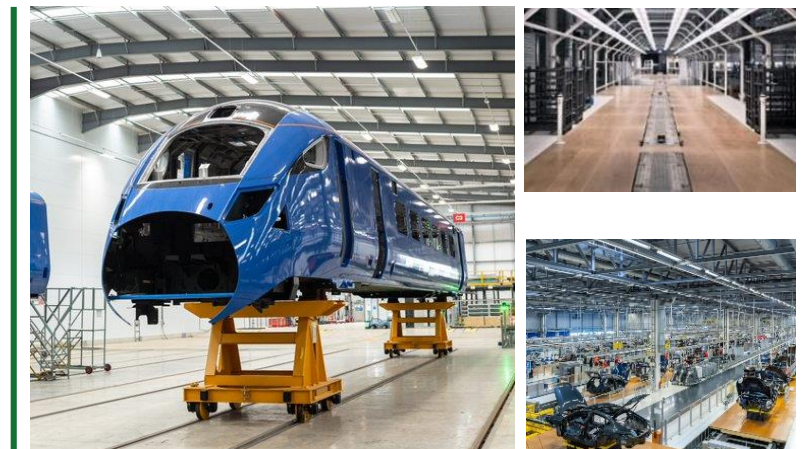


Continued urbanization and **government funding** drive demand for railway industry



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



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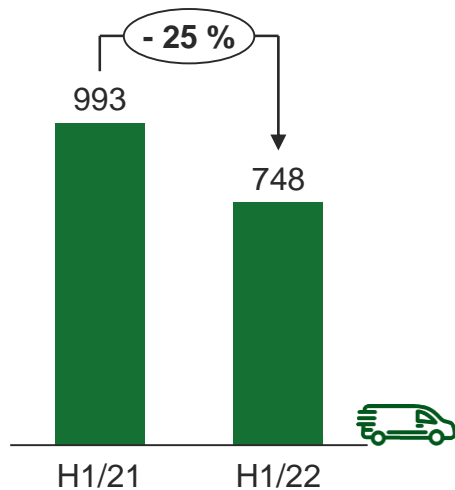
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Registrations of light commercial vehicles and mobile caravans saw a decrease in the first half of 2022 due to supply chain issues

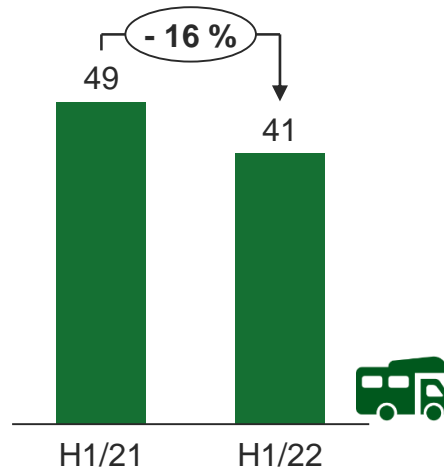
REGISTRATION FIGURES LCV* IN EUROPE / REGISTRATION FIGURES MOBILE CARAVAN IN GERMANY

LCV Registrations in T units



Source: LMC; Western Europe

Mobile Caravan Registrations in T units



Source: CIVD; Germany



Ongoing **global supply shortages** caused by the Covid-19 pandemic and Russian war of aggression in Ukraine



Semiconductor shortages have forced major OEMs to halt production



Record Order Backlog in German Manufacturing

Press release - 16 May 2022

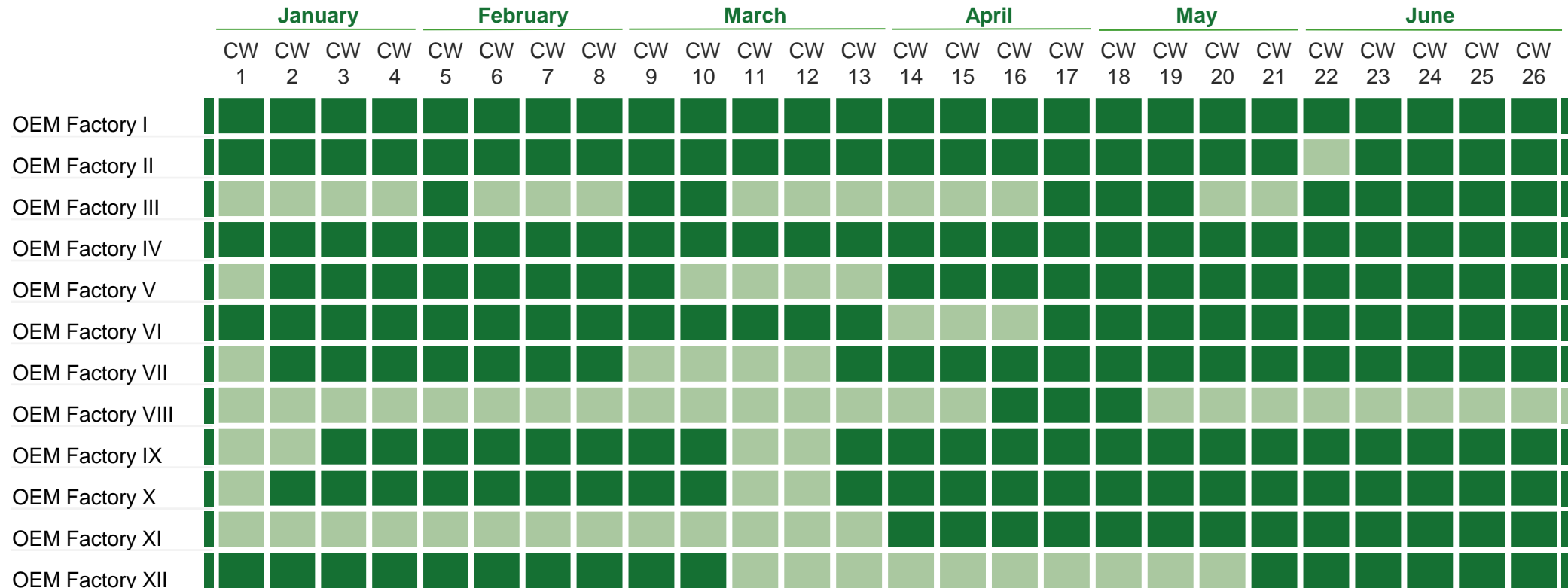
If supply bottlenecks were to ease in the coming months, German manufacturing output could really take off.. The **order backlog is particularly large in the automotive industry (manufacturers and suppliers) at 7.4 months;**..

ifo INSTITUT



In the 2022 financial year, too, numerous OEM customers are responding to the lack of materials with business interruptions

CLOSURE / INTERRUPTION OF PRODUCTION PLANTS OEM*-CUSTOMER 2022



*OEM: Original Equipment Manufacturer

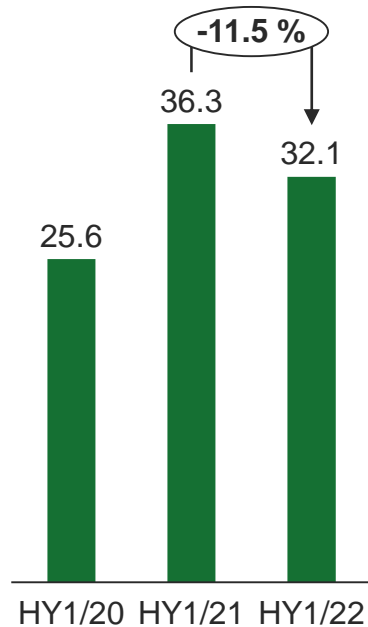
█ Closure / reduced production █ Production

Delignit AG achieved revenues of €32.1 million in the first half of 2022 with an EBITDA margin of 5.9%

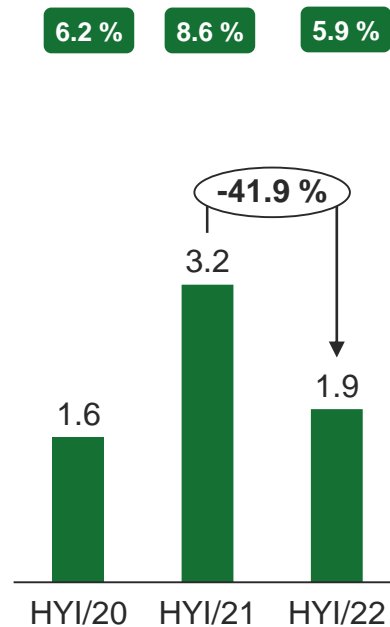
HALF-YEAR FIGURES / FINANCIAL EFFECTS

**Profitability impact
H1/22**

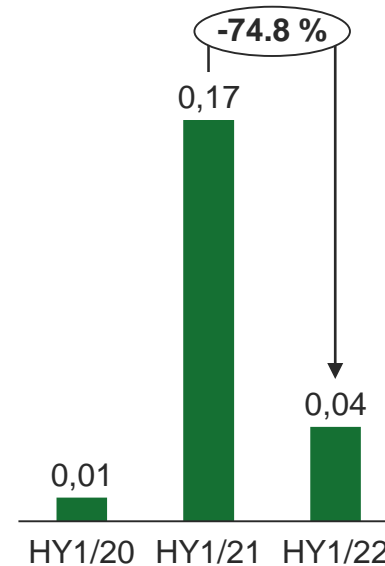
Revenue
in € million



EBITDA
in € million



EPS
in €



Russian war of aggression in Ukraine

EU sanction packages against Russia caused delivery problems of raw materials



Shortages of freight capacity and raw material

Inflation effects on the international commodity markets



COVID-19 pandemic

Strict zero-Covid policy in China results in disruptions in the international supply chain



Dysfunctional energy price situation

Rapidly rising energy costs lead to cost burdens

Rise of inventories and trade receivables lead to an increased net debt

HALF-YEAR FIGURES / FINANCIAL EFFECTS

Delignit Group

Financials 

Net debt impact
H1/22

Equity
in € million

Inventories
in € million

Trade receivables
in € million

Net Debt
in € million



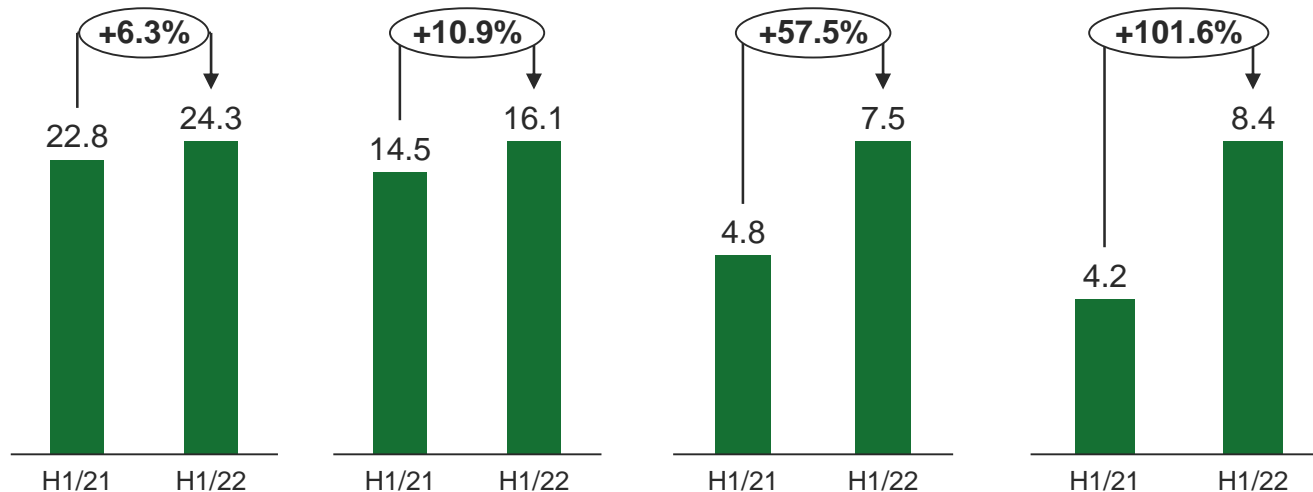
Higher inventory build-up

Increase of raw, auxiliary & operating materials for expected business growth



Moderate increase of trade receivables

Increase of ~€ 2.7 million in trade receivables contributed to higher level of net debt



Agenda



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First price increases were already successfully passed on in the first half of the year

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

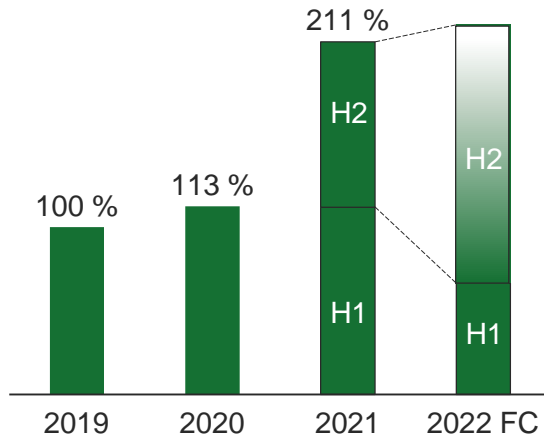


First successes in
passing on price
increases were already
**achieved in the first
half of the year 2022**

Delignit further expands production capacity for serial order of motor caravans

DELIGNIT MOBILE CARAVAN REVENUE / KEY FACTS SERIAL ORDER

Delignit revenue development mobile caravan
since market entry in %



“

High demand and disrupted supply chains: Challenging first half of the year for the caravanning industry

The number of registrations for mobile caravans has risen steadily in recent years and probably **would have been at record levels** again this year without the **supply chain problems**



”



Unbroken trend towards safe travel



The announced increase in call-offs leads to a possible **further revenue increase**



Further **expansion of production capacities**

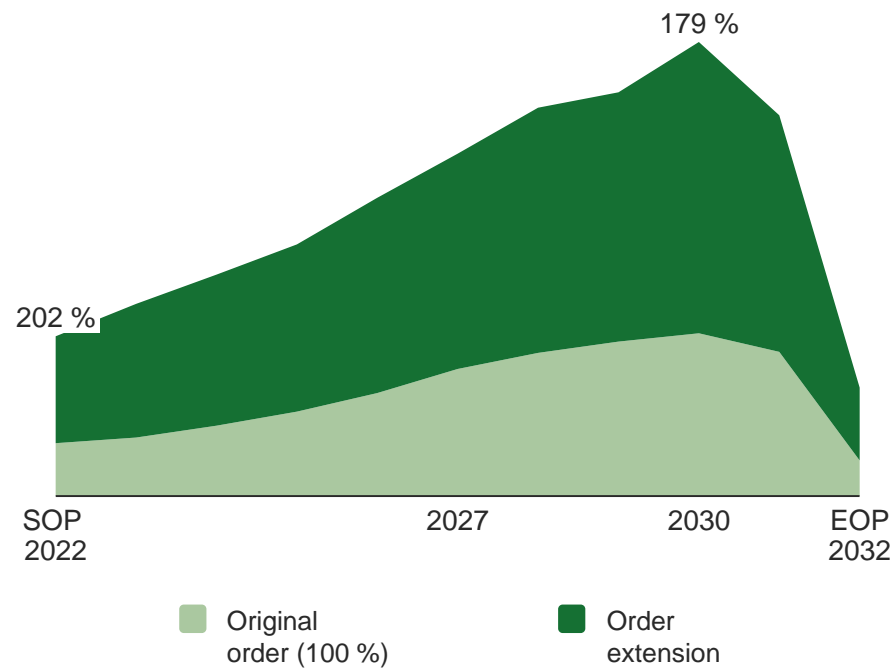


Delignit customer (OEM) **stopped production for several weeks** due to lack of material

The production capacities for the series delivery of the electric transporter are being expanded

OVERVIEW ORDER EXPANSION SERIES ORDER FOR ELECTRIC TRANSPORTER

Order extension
in % of the original order



Various order extensions lead to a **significantly increased revenue potential**

Total potential of almost **€40 million** over life time

Successful SOP of Delignit's production capacities **in July 2022** for serial contract

In 2022 there will be increased investment in capacity expansion and rationalization

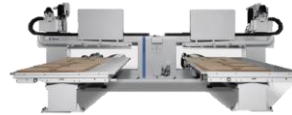
INVESTMENTS 2017 - 2021 & FC 2022 IN € MILLION / SELECTED INVESTMENT PROJECTS

Investment highlights 2022:

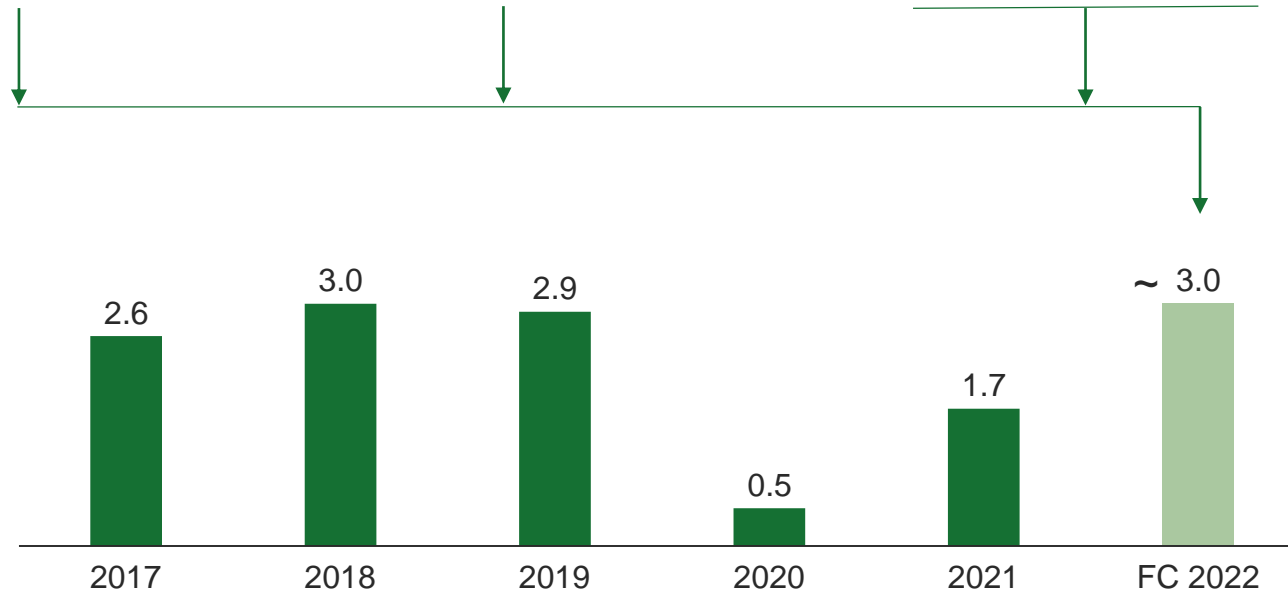
Expansion of veneer production capacity



CNC capacity e-mobility



Expansion of motor caravan capacity

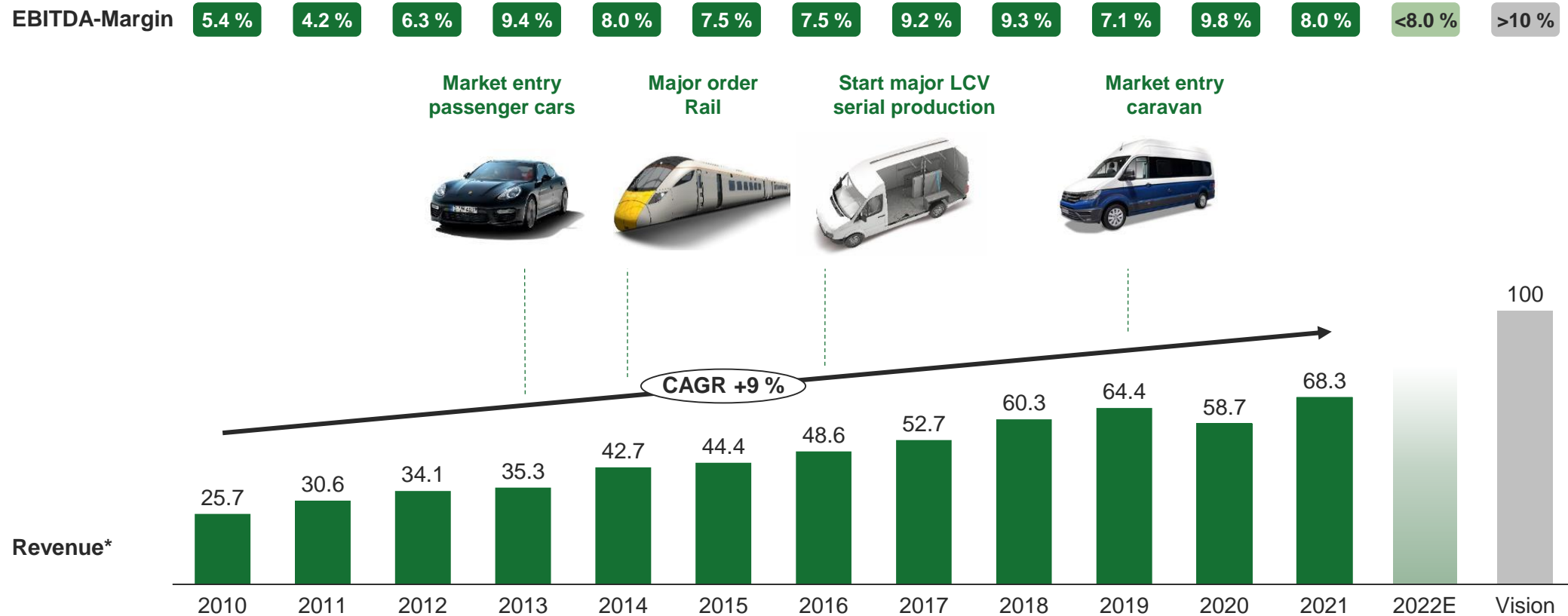


■ Investment volume

■ Investment volume FC

Due to the continuing high level of uncertainty, the Management Board is assuming in its guidance for 2022 a revenue level slightly above the previous year with slightly lower profitability

GROUP REVENUE / GROUP EBITDA MARGIN 2010 – 2021 / GUIDANCE 2022 / VISION



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

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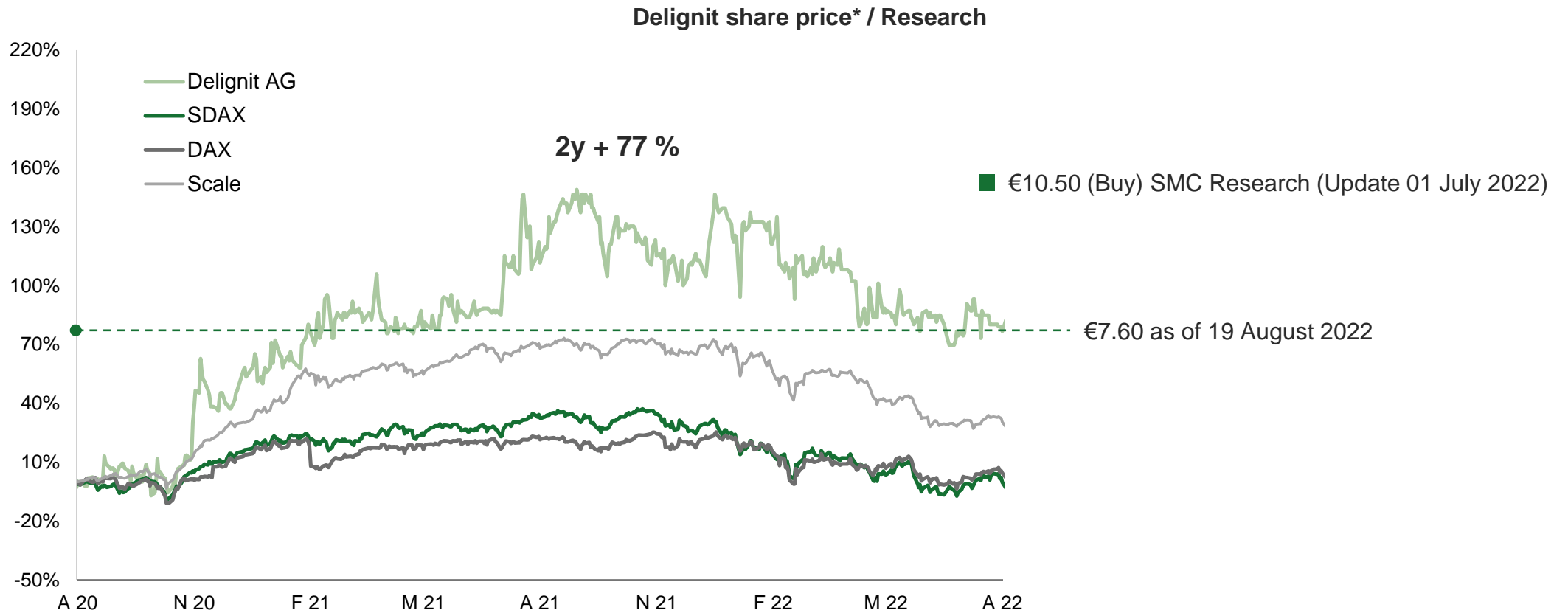
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The Delignit share has seen an upward trend by +77% within the past two years

DELIGNIT SHARE PRICE / RESEARCH



*19 Aug 2020 – 19 Aug 2022

Agenda



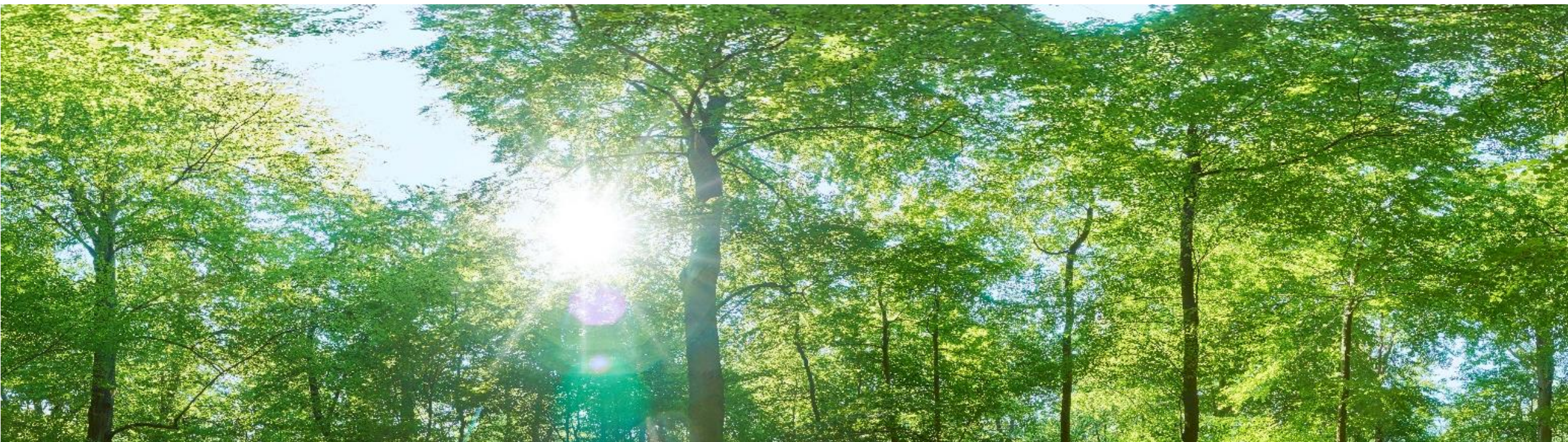
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Half-year figures 2022

Recent developments & vision

Delignit share

Financial calendar



FINANCIAL CALENDER

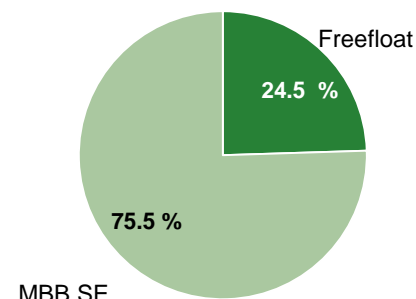
- | | |
|---------------------------------|-----------------------|
| ■ Annual Report 2021 | 22 April 2022 |
| ■ Annual General Meeting | 02 June 2022 |
| ■ Hamburger Investorentag (HIT) | 25 August 2022 |
| ■ German Equity Forum | 28 - 30 November 2022 |
| ■ End of fiscal year 2022 | 31 December 2022 |

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 August 2020 – 19 August 2022

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
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
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
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

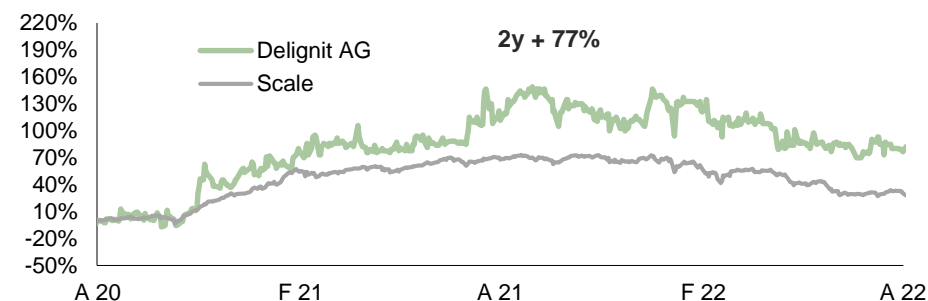
BASIC SHARE DATA

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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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%.

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