

Ecological material for technological applications



Delignit AG – Resilience & Sustainability since 1799

Münchener Kapitalmarkt Konferenz | 03. Mai 2023

Agenda



Ecological products from sustainable raw materials

Resilient business model in growing end-markets

Strong financials 2022

Clear strategic roadmap

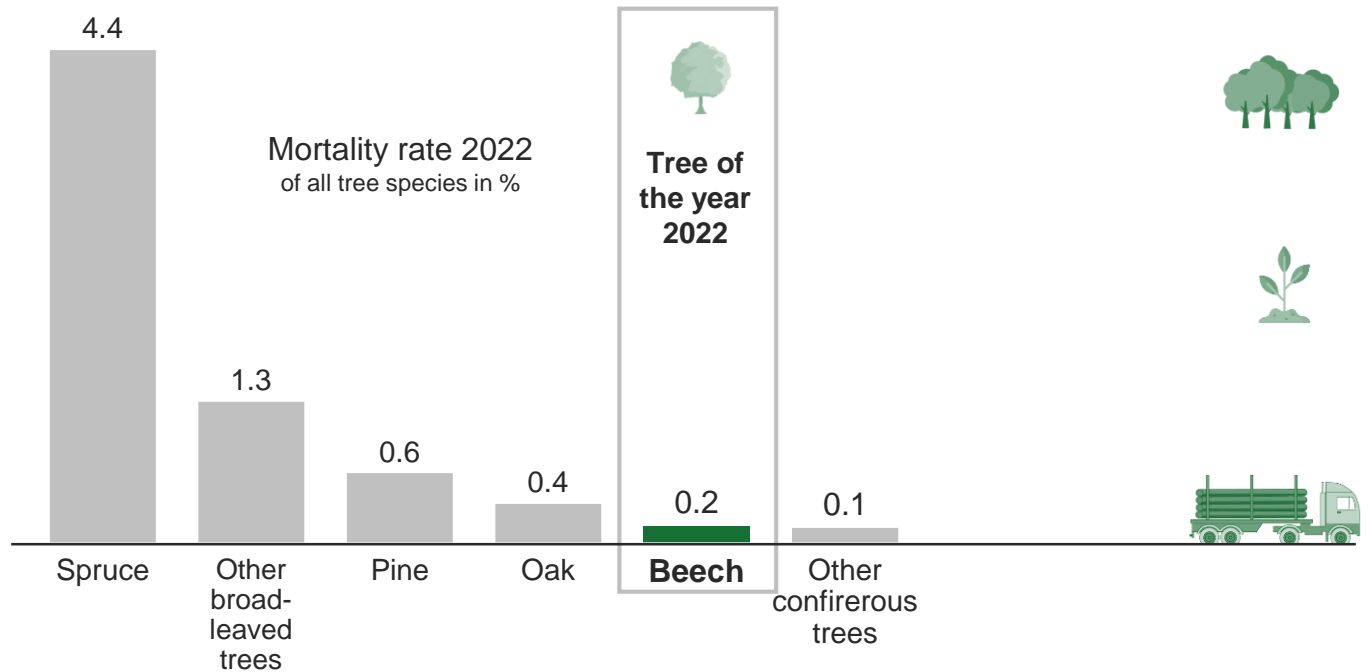
Delignit share



Ecological responsibility through a focus on renewable raw materials

SUSTAINABLE RAW MATERIAL BASE

Beech as a solid & sustainable raw material basis



Source: Waldzustandserhebung 2022

„...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

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 **2 % CAGR until 2028***



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



Technological Applications



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



Retailers investments in increasing offerings and service levels drive **warehousing and distribution market**

*Source: MordorIntelligence

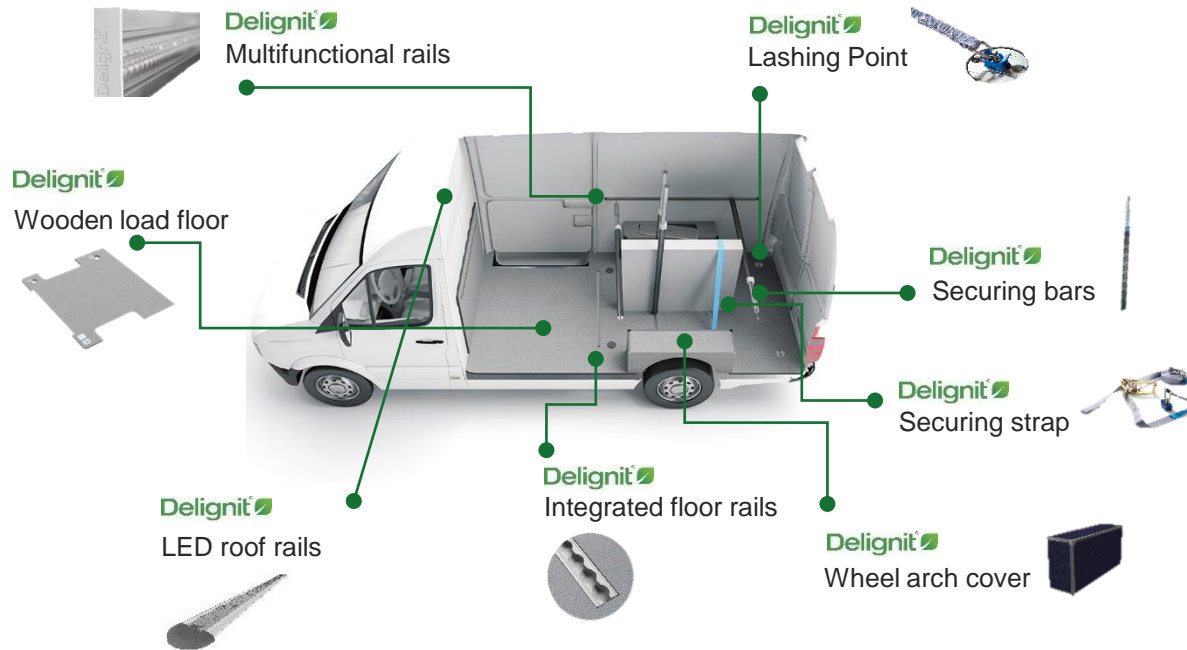
**Source: IDtechex



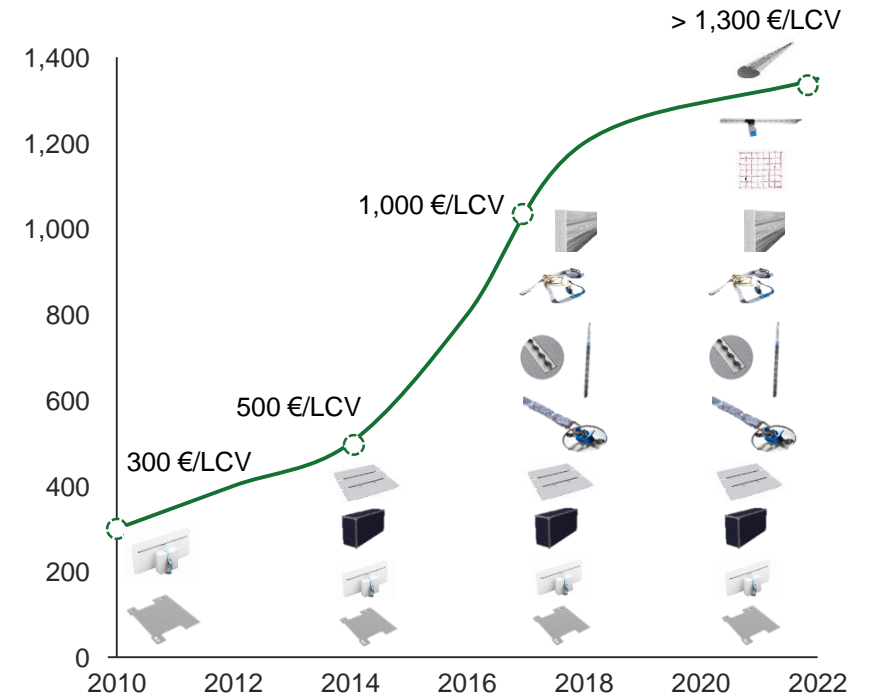
The strategy „more revenue per vehicle“ has been consistently implemented

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



Leisure 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**



Significant OEM **order backlog**

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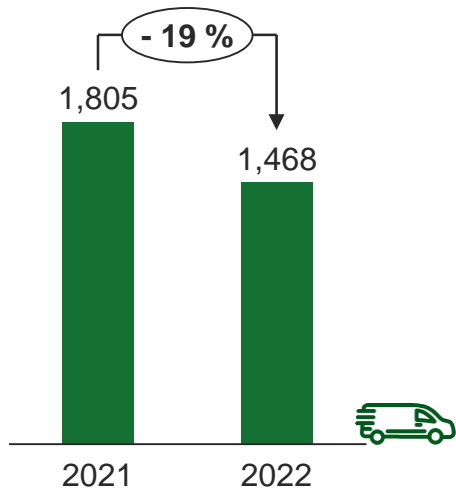
Delignit share



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

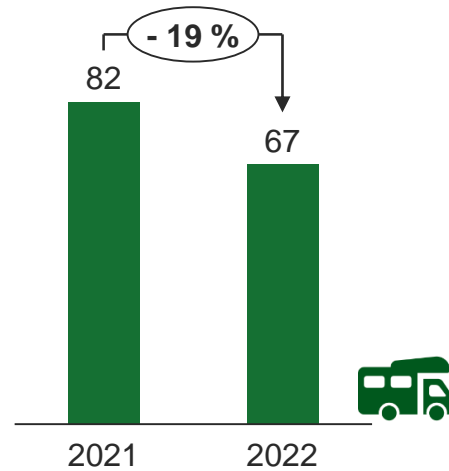
REGISTRATION FIGURES LCV IN EUROPE / REGISTRATION FIGURES MOBILE CARAVAN IN GERMANY

LCV Registrations in k units



Source: ACEA; Western Europe

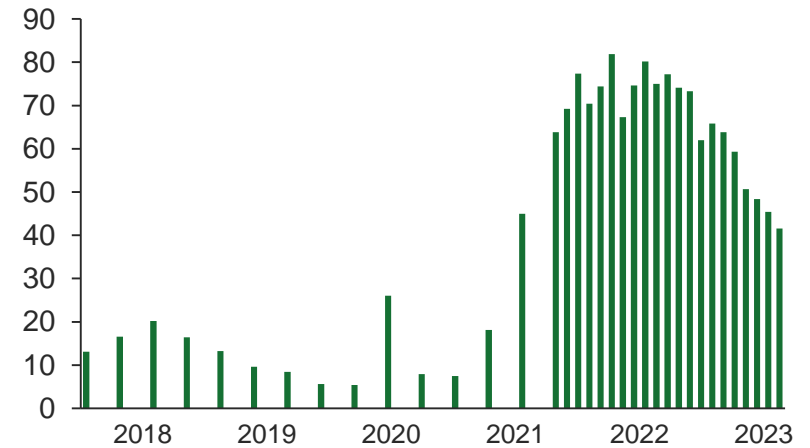
Mobile Caravan Registrations in k units



Source: CIVD; Germany

Supply chains: The pain eases

Share of industrial companies that complain that their production is hampered by a lack of primary products, in %



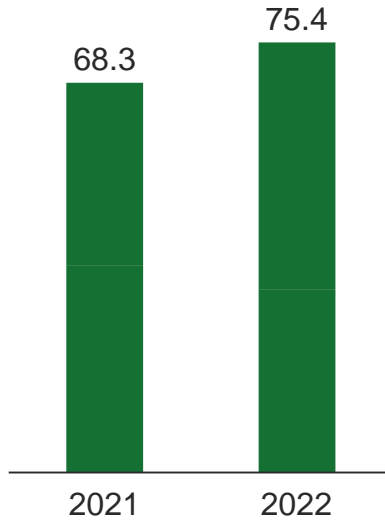
Source: ifo



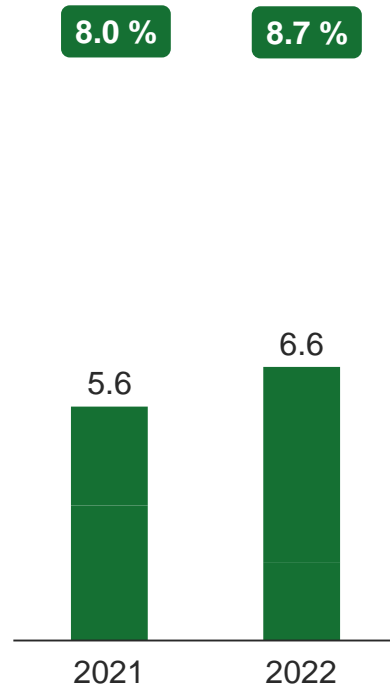
Even in the challenging market environment in 2022, Delignit continued its resilient path of growth and profitability

FIGURES / PROFITABILITY IMPACTS

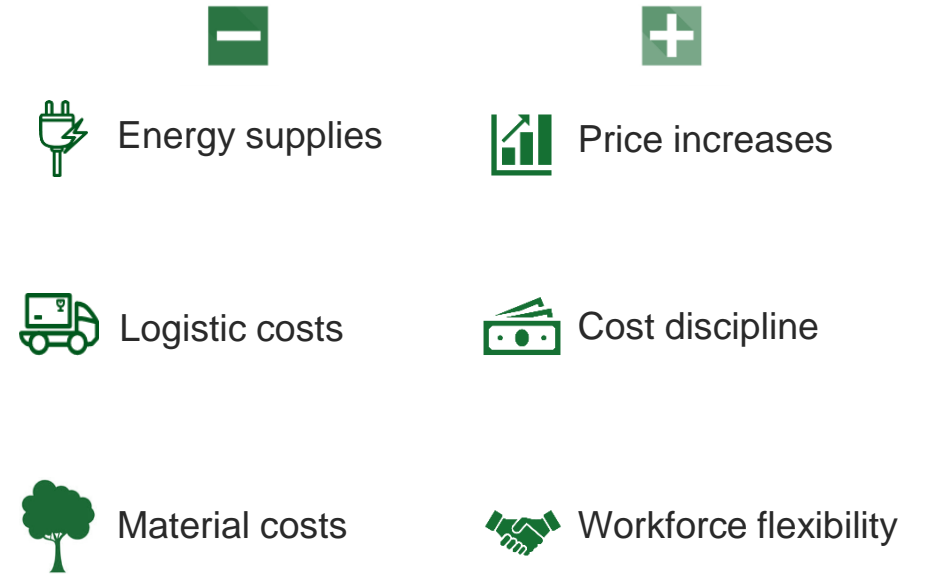
Revenue
in € million



EBITDA
in € million



Profitability impact
2022

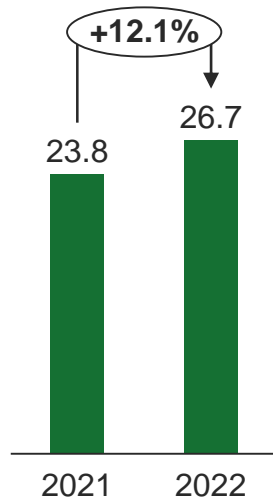




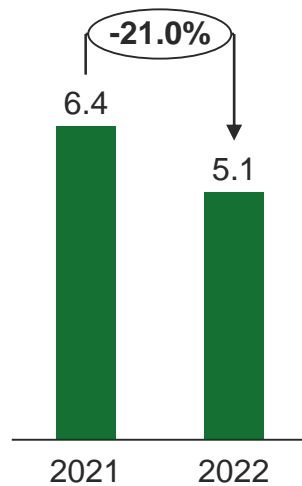
Strong balance sheet as basis for resilience

BALANCE SHEET FIGURES AS OF 31 DECEMBER 2022

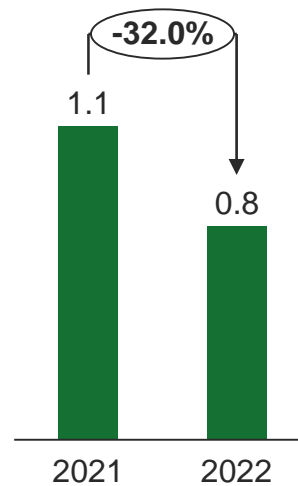
Equity
in € million



Net Debt
in € million



Debt-EBITDA
Ratio



Financial figures
2022



Equity ratio of 63.9 %



Moderate increase of trade receivables



Reduced net debt due to operating cash flow

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Delignit growth strategy is based on technology leadership in attractive niches

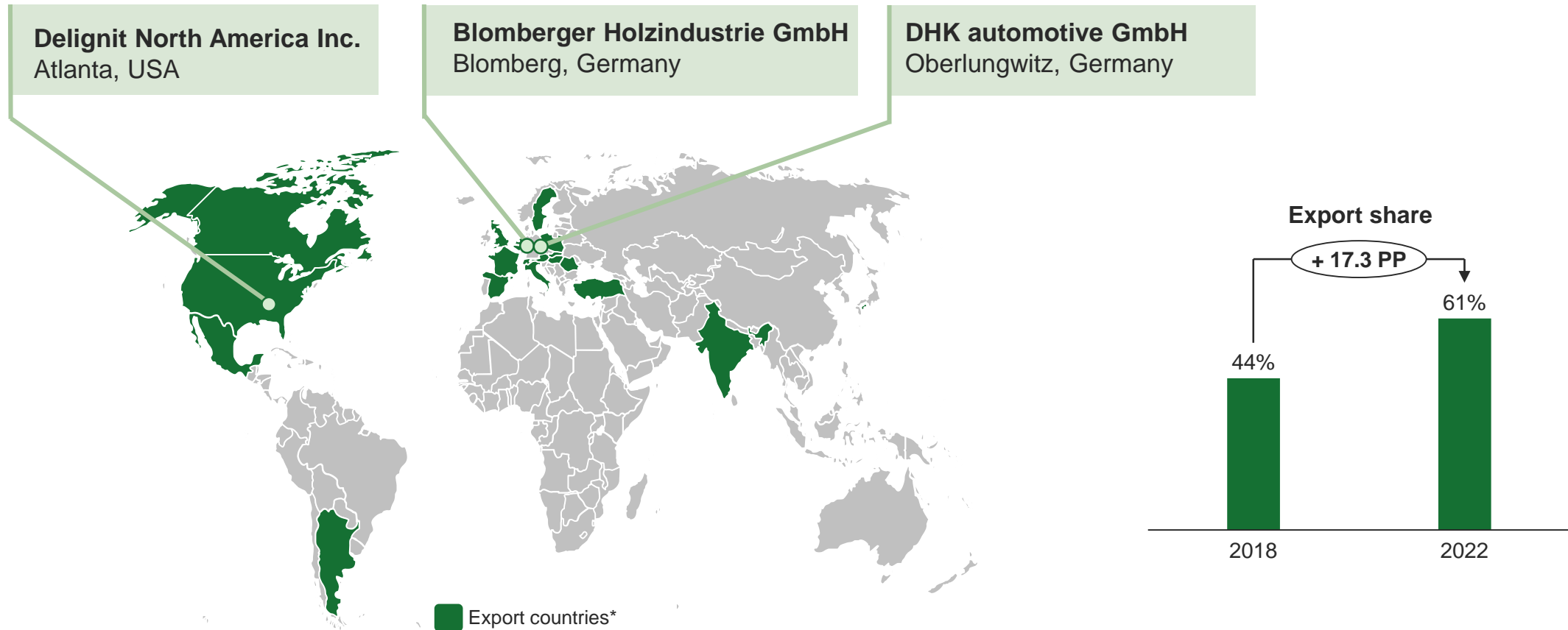
ELEMENTS OF DELIGNIT GROWTH STRATEGY





Delignit focuses on growth opportunities through geographic expansion

GEOGRAPHIC FOOTPRINT OF DELIGNIT GROUP / EXPORT SHARE IN %



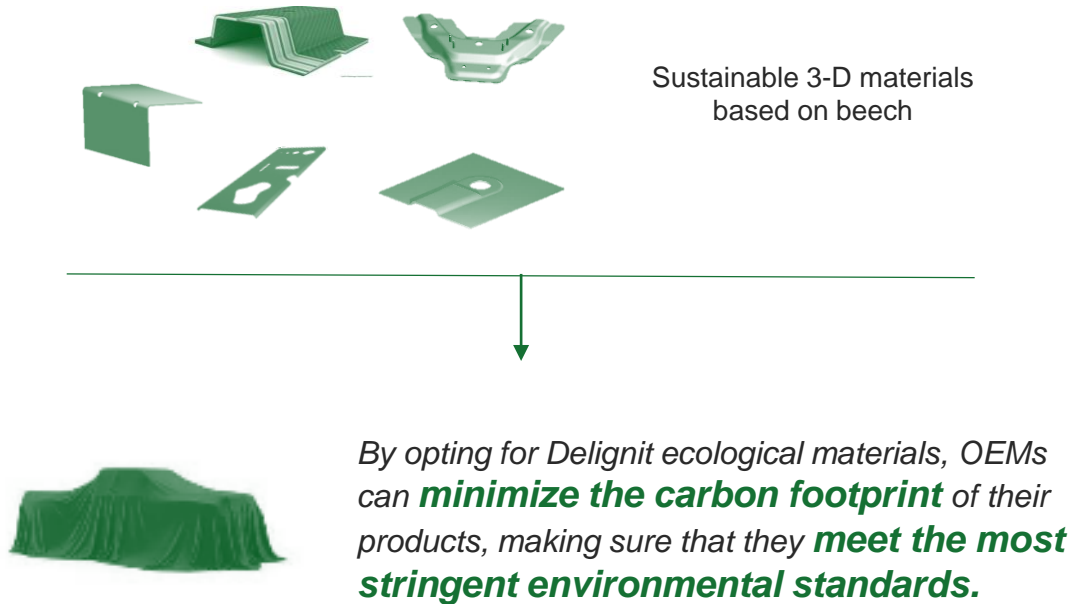
*Top 20 as of 31.12.2022



Further profitable growth through investments in ecological materials designed as molded parts

FUTURE GROWTH WILL BE ENABLED BY SUSTAINABLE FOCUS

Product diversification with focus on sustainable materials



Delignit positioning

Sustainability since 1799



Climate-positive effects through **carbon storage**

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

Hardest industrially used wood species (beech) for various technical applications

Delignit system solutions are **qualified and approved for material recycling**



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

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

Investment highlights 2022:

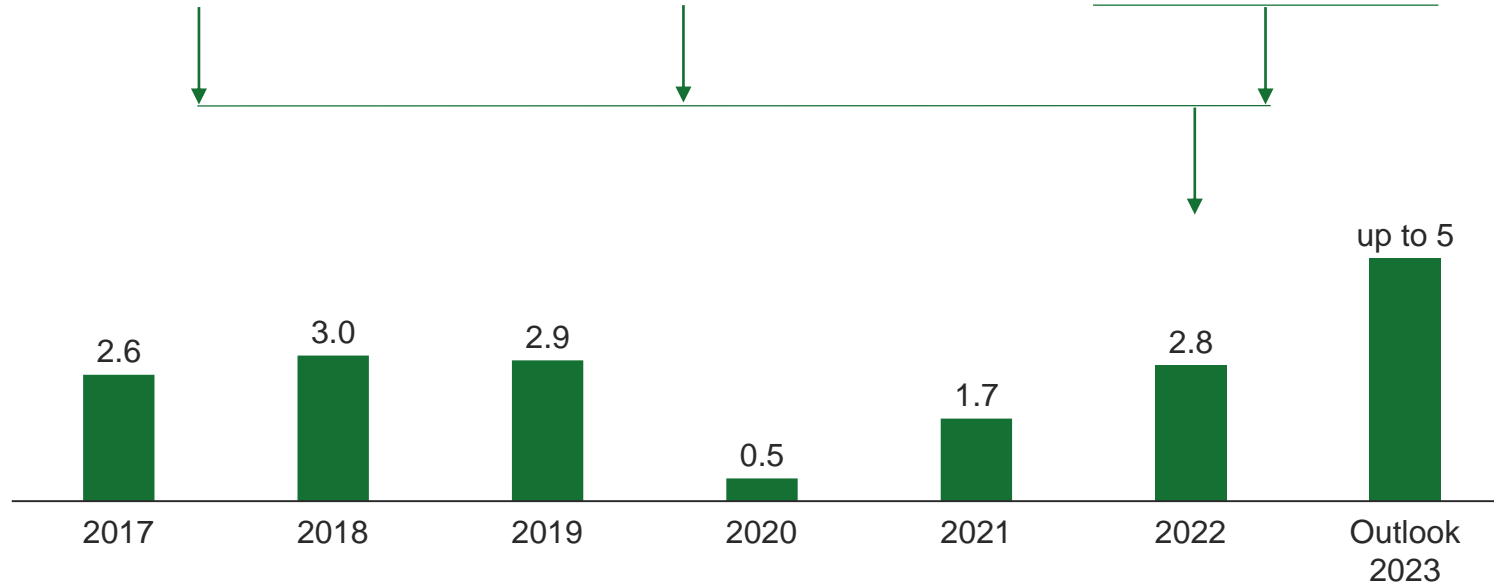
Expansion of veneer production capacity



CNC capacity e-mobility



Expansion of motor caravan capacity

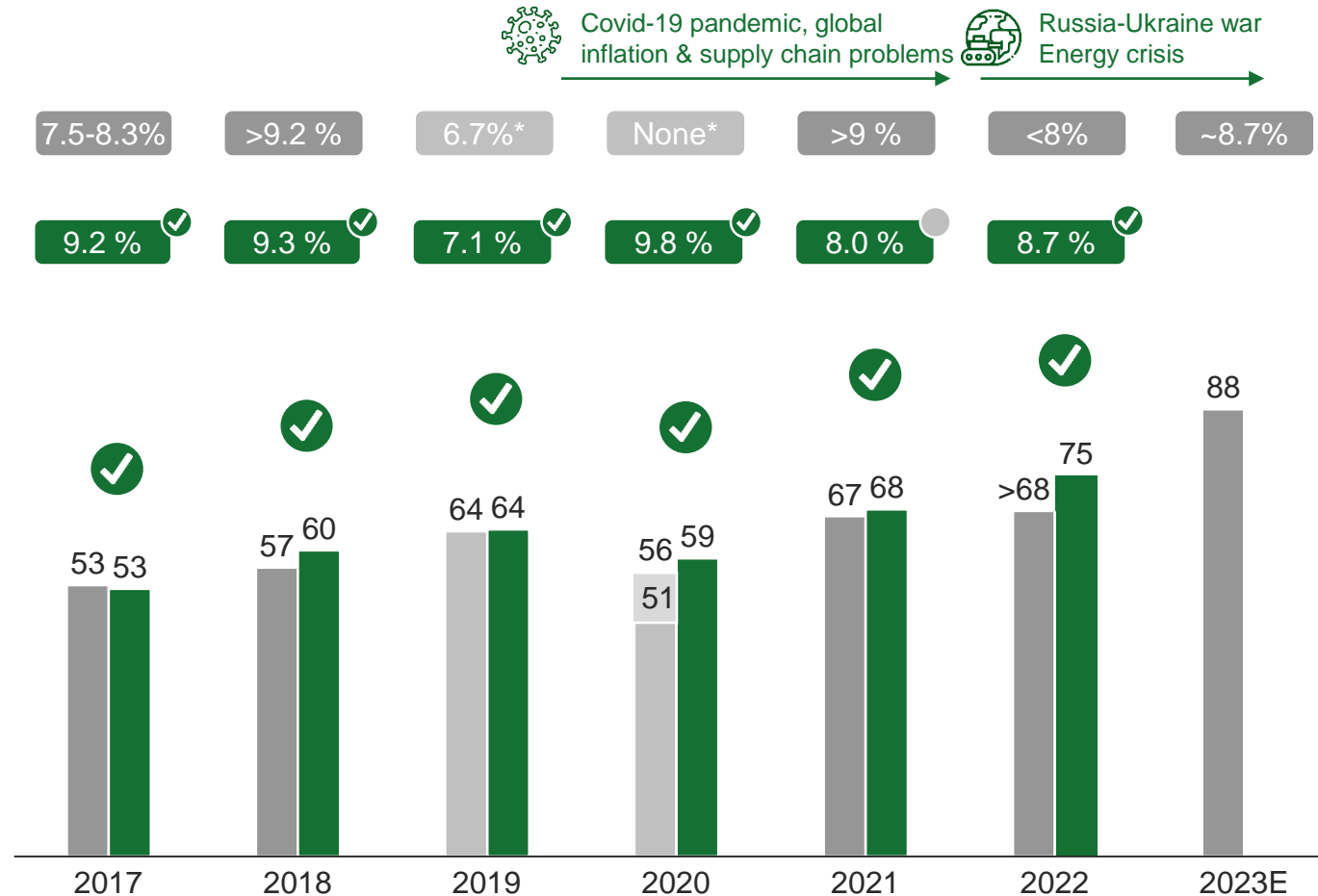


Investment volume



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

GUIDANCE / ACTUAL FINANCIALS 2014-2022 / GUIDANCE 2023



* Revised guidance after first half-year

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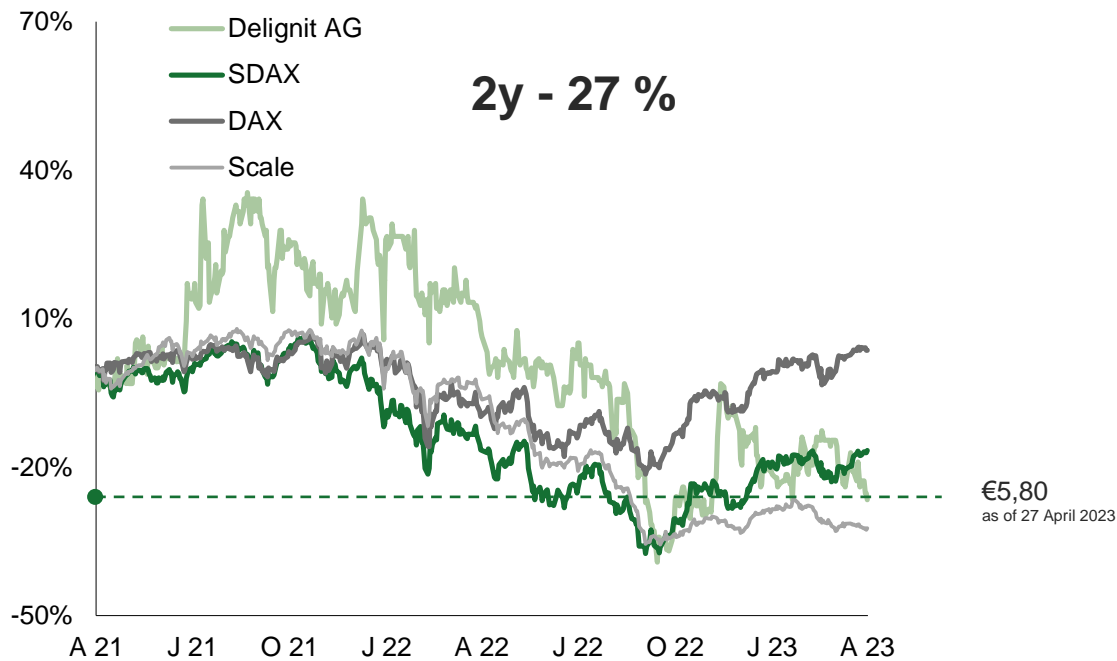
Delignit share



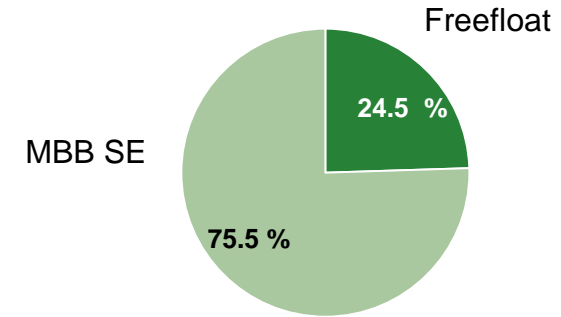
Researches see clear upside potential in the Delignit share

DELIGNIT SHARE PRICE / RESEARCH / SHAREHOLDER STRUCTURE

Delignit share*



Shareholder structure



researches

- €10.70 (Buy) SMC Research (Update 02 May 2023)
- €12.50 (Buy) Pareto (Update 24 Apr 2023)
- €13.00 (Buy) HAIB (Update 16 Feb 2023)

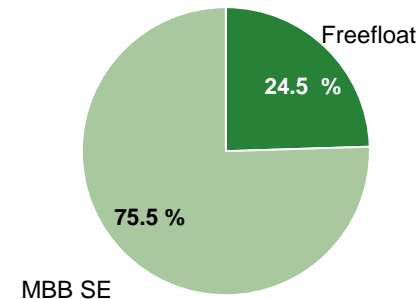


FACTSHEET

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
** 27 April 2021 – 27 April 2023

MANAGEMENT BOARD

Markus Büscher (CEO)
Thorsten Duray (CSO)

SUPERVISORY BOARD

Gert-Maria Freimuth (chairman)
Anton Breittkopf (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	2022	2023E
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	75,358	88,000
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	6,550	
EBIT	621	1,285	2,217	2,448	2,037	1,964	2,360	3,132	4,024	2,328	3,030	3,315	4,136	
Consolidated results	388	725	1,249	1,731	1,031	1,107	1,448	1,928	2,572	1,399	2,083	2,337	2,772	
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	4,282	
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	0,34	
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	41,773	
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	26,684	
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%	63.9%	
Net Debt (-) / Net Cash (+)	- 4,039	- 1,858	- 712	- 1,887	- 2,356	- 2,402	- 4,457	- 4,038	- 7,824	- 9,576	- 3,658	- 6,430	- 5,078	
Employees	178	202	213	258	268	294	318	330	361	390	370	391	457	

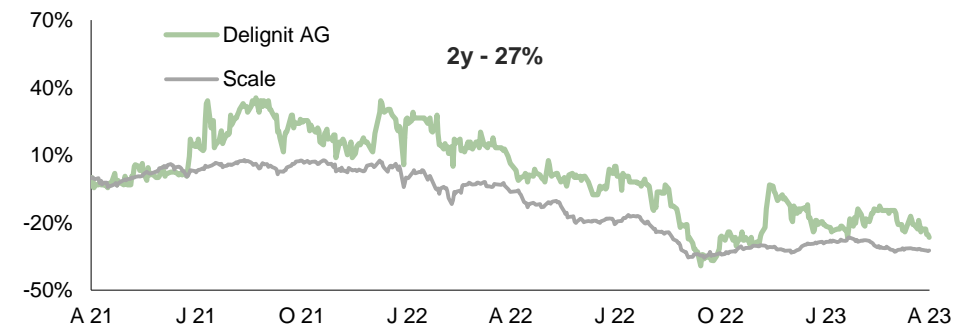
BASIC SHARE DATA

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

FINANCIAL CALENDER

21 April 2023 Annual report 2022
03 May 2023 Münchener Kapitalmarkt Konferenz
22 Jun 2023 General Meeting
25 Aug 2023 Hamburger Investorentag (HIT)
27 - 29 Nov 2023 German Equity Forum
31 Dec 2023 End of fiscal year

SHARE PRICE PERFORMANCE** (2 YEARS)



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

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