

**- Ecological material for technological applications -**



## **Company Presentation**

Delignit AG, Blomberg

## KEY MESSAGE

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Delignit AG is the leading manufacturer of technological products and system solutions based on the ecological Delignit material



## Agenda

- Overview
- Finances
- Business development
- Outlook
- Delignit in the capital market

## EQUITY STORY

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- Ecological (CO<sub>2</sub>-neutral) and environmentally-friendly products + systems
- Wood-based materials for the widest variety of technological and industrial applications
- Market and technology leadership in markets for ecological, wood-based composite materials
- Partners from leading industries, with clients such as Audi, Daimler, Hitachi, Volkswagen
- Over 200 years of corporate tradition
- Profitable business model with positive growth prospects
- Solid equity ratio of 46%

## Delignit has developed into a supplier for ecological products for leading industrial companies

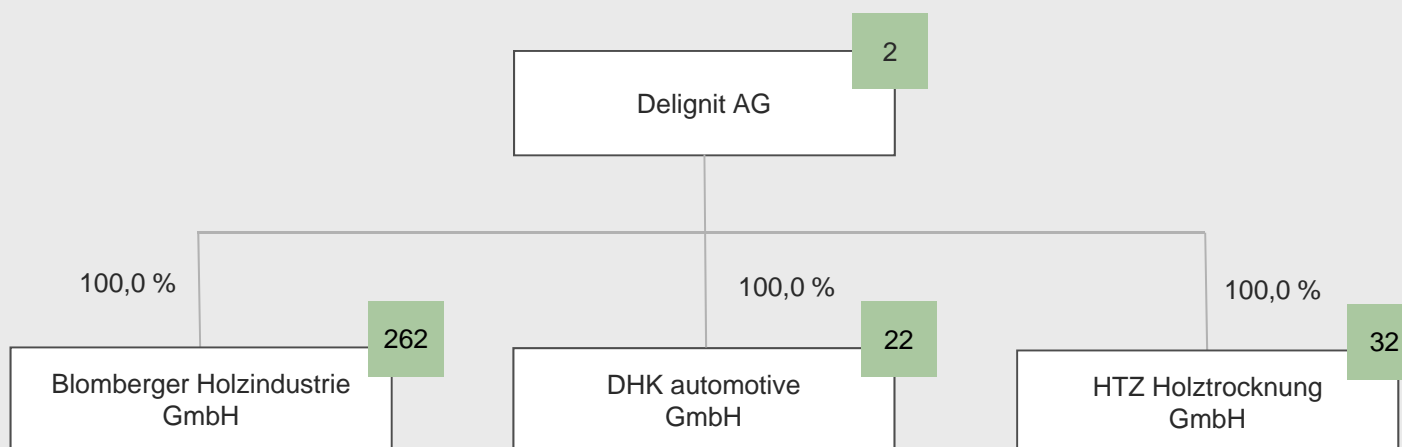
### HISTORY

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- 1799      Founded by Johann Christoph Hausmann
- 1893      Invention of the beech plywood board
- 1953      Delignit registered as brand
- 1998      Purchase of the Romanian site
- 2000      Changing of strategy from “the manufacturer of derived timber products” to “the system supplier”
- 2003      Company take-over of the Delignit Group by MBB Industries AG
- 2007      IPO for growth funding
- 2010      Restructuring and new direction of the Delignit Group
- 2013      Buy-out DHK automotive GmbH; Market entry car segment
- 2014      Acquisition of a logistics center
- 2016      Delignit releases biggest investment programme in the companys history

## The Delignit AG has a lean industrial holding company structure.

### GROUP STRUCTURE



Non-operating unit:  
Delignit Immobiliengesellschaft mbH (100,0 %)

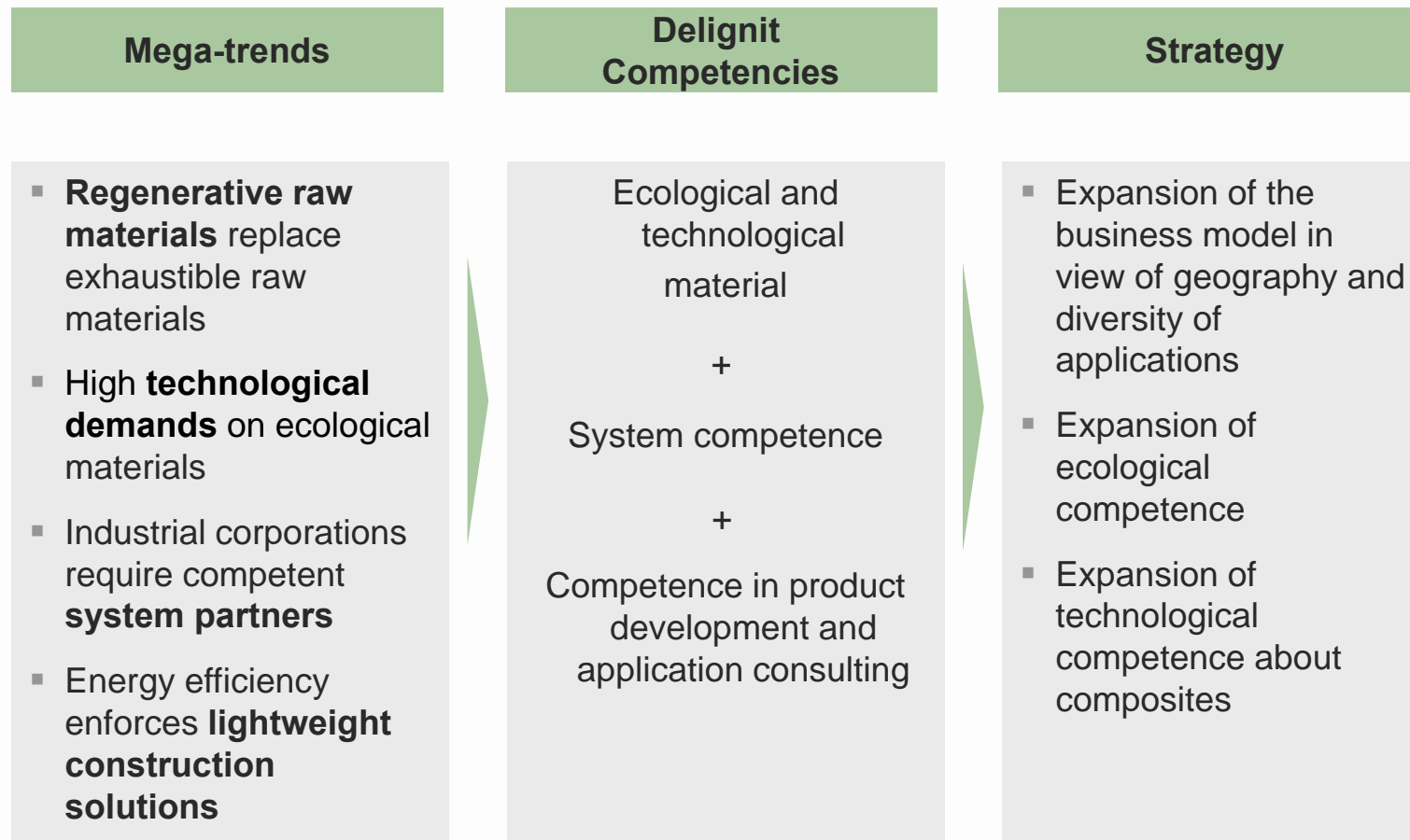
Companies to which a shared-ownership exists:  
The Delignit AG holds a 17,9 % stake in the S.C. Cildro S.A. / S.C. Cildro Service S.R.L.  
The Blomberger Holzindustrie GmbH holds a 24,0 % stake in the S.C. Cildro Plywood S.R.L.

 Number of employees at 31.12.2016

## The Delignit company growth strategy is based unchanged on mega-trends

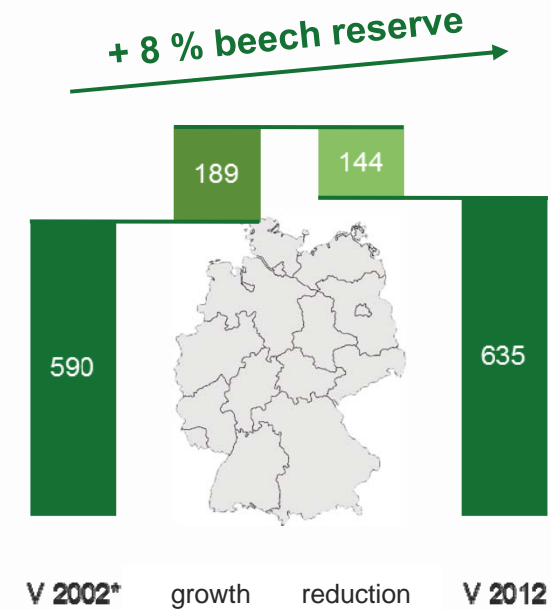
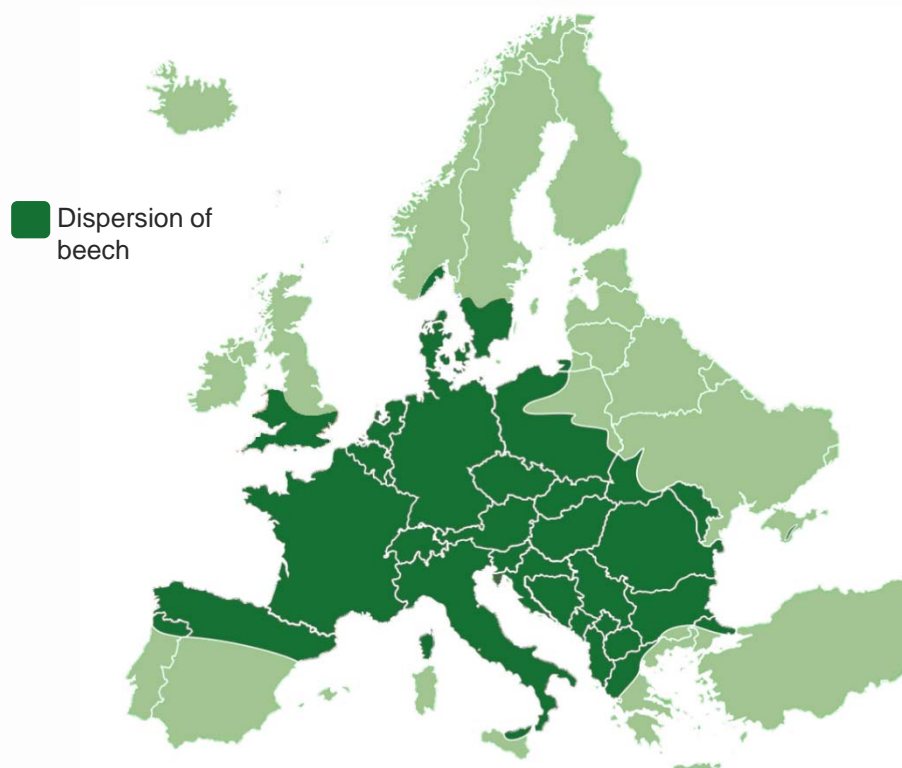
### DELIGNIT COMPANY STRATEGY

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## The sustainable use of beech ensures a continued long-term raw material supply

DISPERSION OF BEECH IN EUROPE AND THE VARIATION OF THE RESERVES IN MILLION CUBIC METERS



\*Ascertained by Delignit AG calculation



## Delignit is series supplier for high-quality loading space equipment

### AUTOMOTIVE - OVERVIEW

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#### Product groups

- Loading space interiors for light commercial vehicles (LCVs)
- Floors for heavy commercial vehicles (HCV)
- Car boot flooring for passenger cars

#### Industries

- Vehicle manufacturers
- Superstructural manufacturer
- In-vehicle equipment manufacturer
- Automotive distributors (dealers + importers)

*Load protection equipment for LCV*



*Car boot flooring passenger cars*



## Manufacturer of products to meet highest technological requirements

### TECHNOLOGICAL APPLICATIONS - OVERVIEW

#### Product groups

- Building Equipment (e.g. floors for factory plants, skilnet conveyors)
- Special applications (e.g. bullet-proof interiors, pressing tools)
- Standard

#### Industries

- Automotive factories (skilnet technology)
- Building and factory manufactures
- Aviation
- Railway industries
- Safety technology
- other

**Skilnet conveyor**



**Floor system solutions**



**Parallel bars**

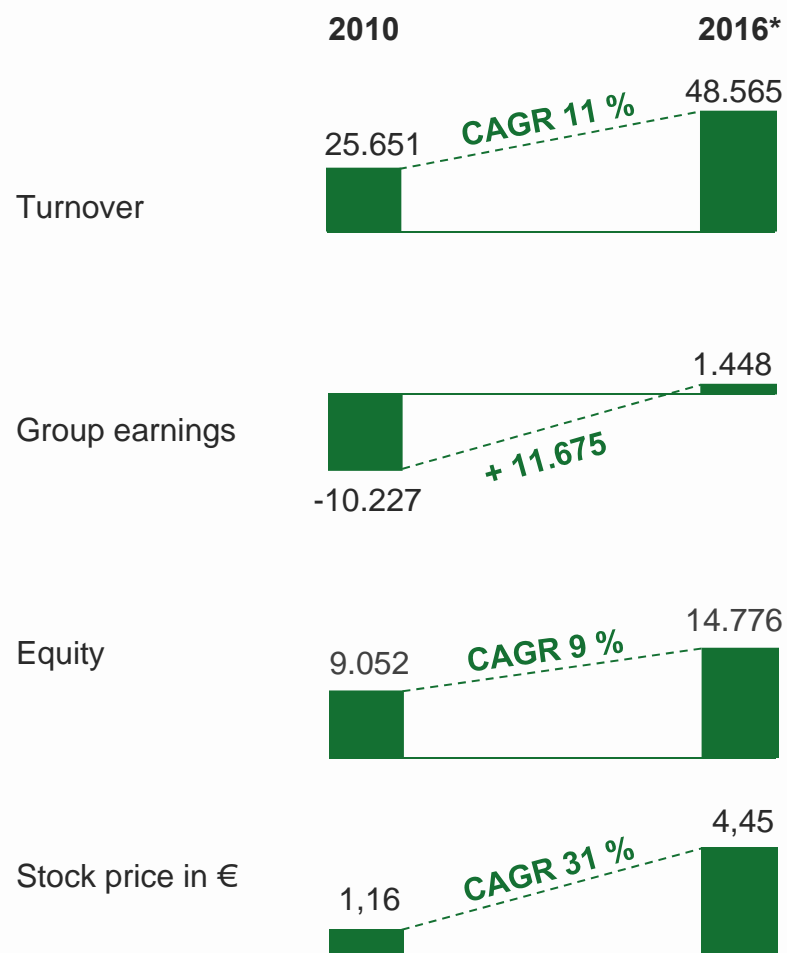


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## The values development continued

DEVELOPMENT 2010 – 2016\* TURNOVER / GROUP EARNINGS / EQUITY (T€) / STOCK PRICE IN € AS AT DECEMBER 31st



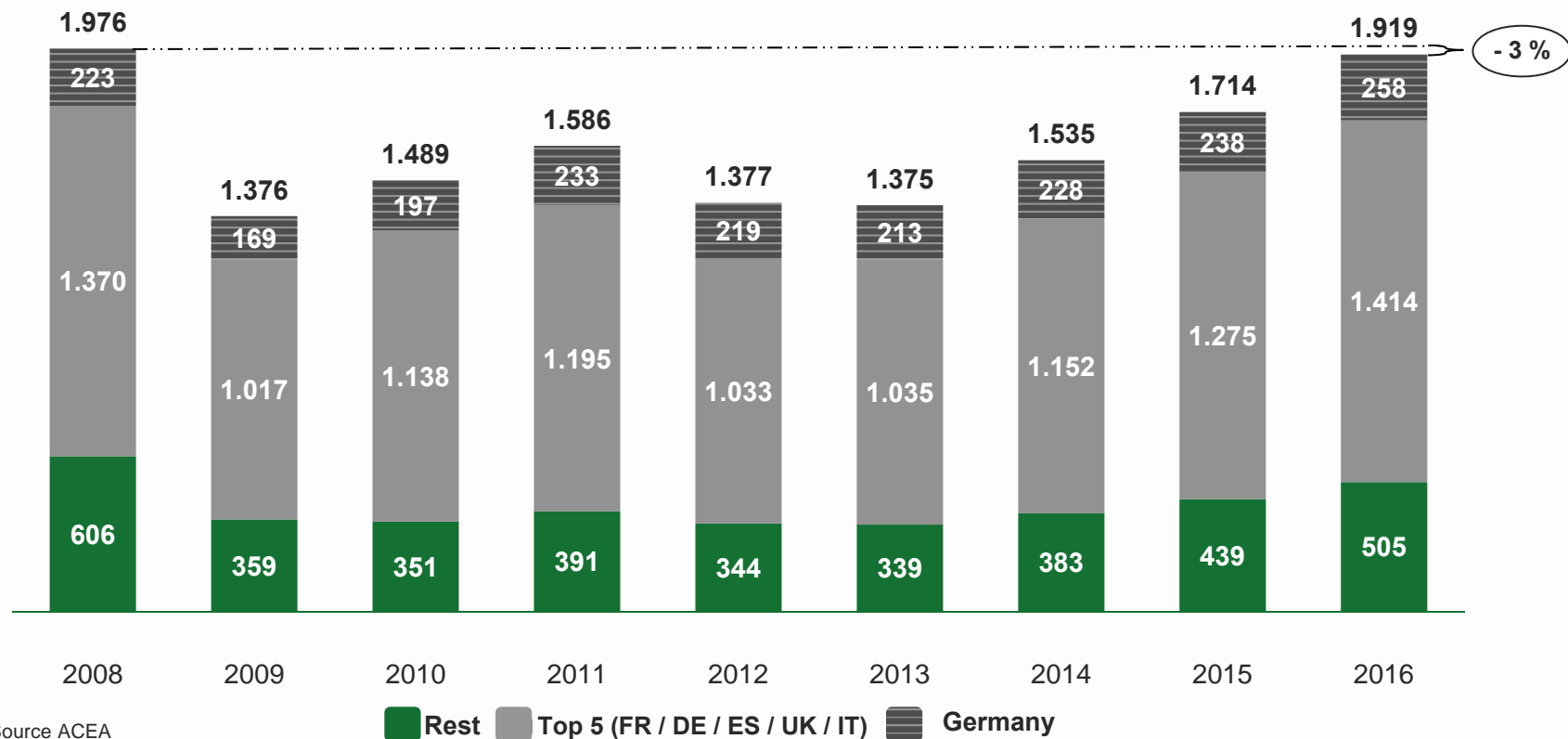
\*2016 with provisional figures

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## The registration figures for lightweight commercial vehicles has only now regained its pre-crisis level from 2008

REGISTRATION FIGURES LCV 2008 - 2016 IN THE EU (IN THOUSANDS)

### Development of registration figures LCV in the EU in thousands



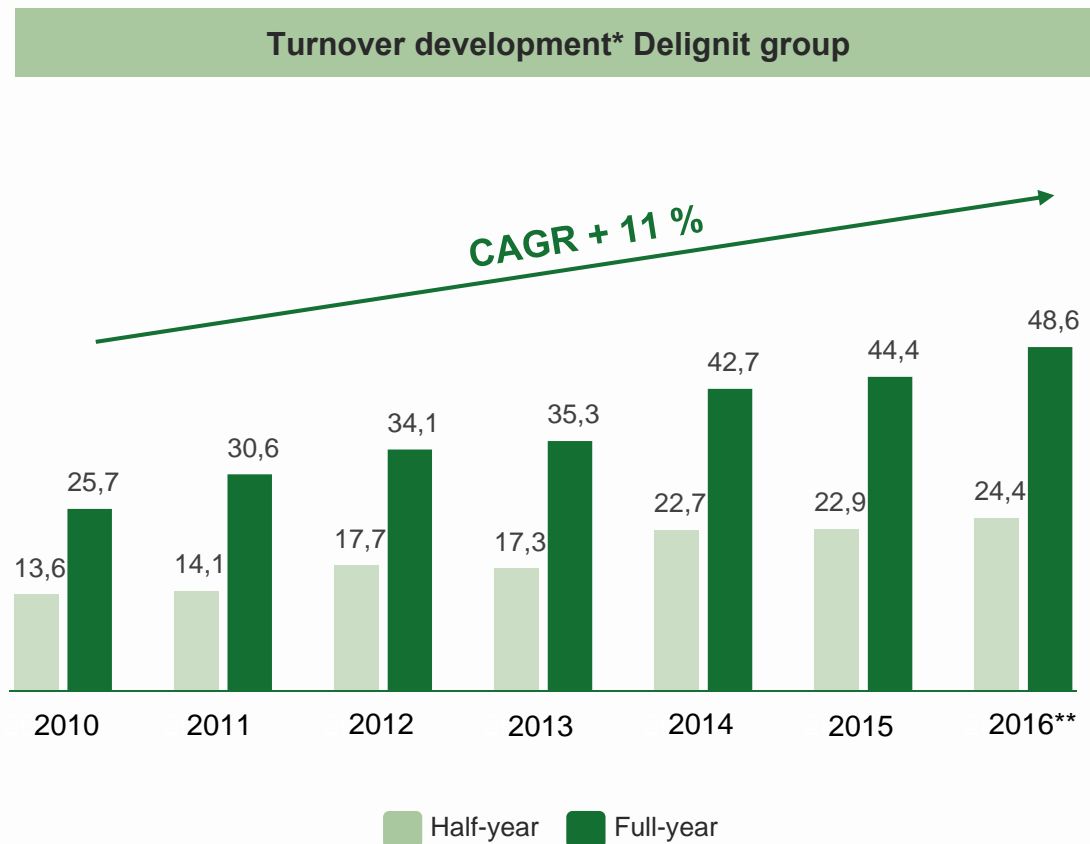
Source ACEA

LCV engl. Light Commercial Vehicle

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**The group turnover climbed by an average annual growth of 11 % from 2010 to a record high in 2016**

TURNOVER DEVELOPMENT DELIGNIT GROUP 2010 - 2016 HALF AND FULL-YEAR (IN MIO. €)



\*annual consolidated group turnover to IFRS

\*\*2016 full-year with provisional figures

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## The business unit automotive grew considerably more rapidly than the market, supported by new applications

TURNOVER DEVELOPMENT DELIGNIT – BUSINESS UNIT AUTOMOTIVE 2010 - 2016 HALF AND FULL-YEAR (IN MIO. €)

### Application examples



Equipment for securing loads completes the product program and increase the **turnover per car**

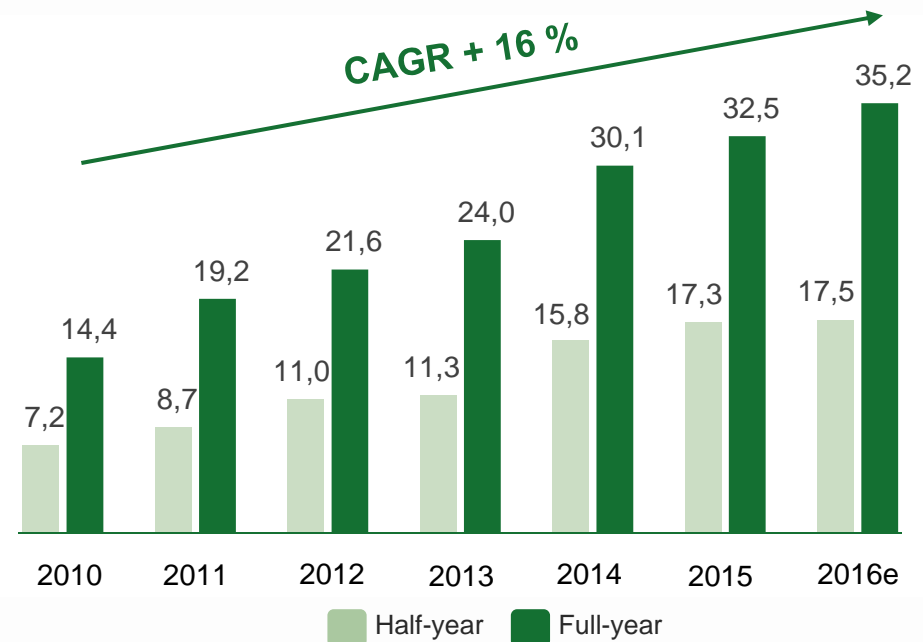


New serial supply contracts secure further growth



Passenger Cars are also series-produced with a trunk floor since 2013

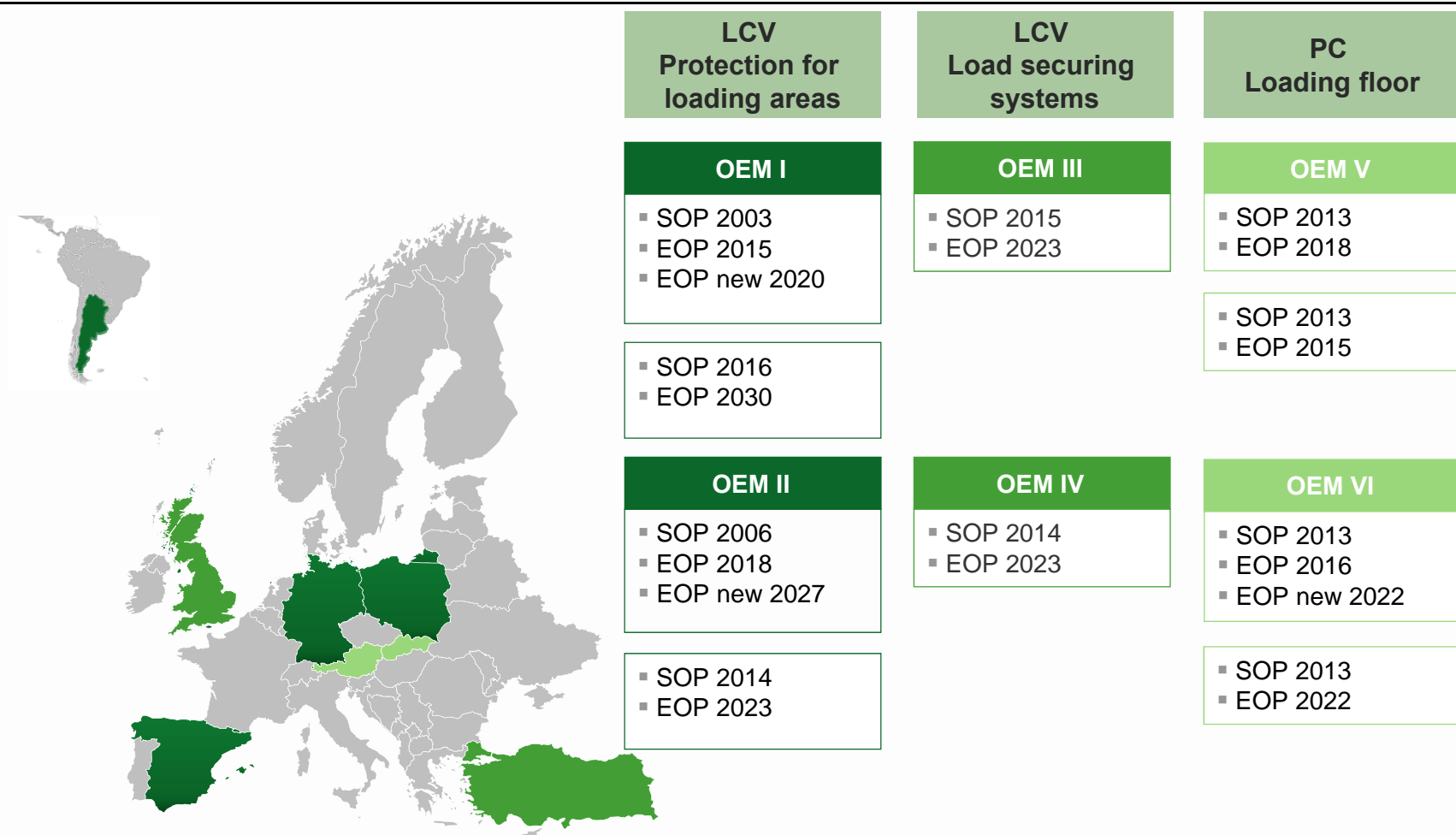
### Turnover development\* business unit automotive



\*annual consolidated group turnover to IFRS

## The Delignit group can diversify geographically within its business unit automotive with further product development

DELIGNIT OEM SERIES BUSINESS DIVIDED INTO SCOPE OF APPLICATION AND MARKET; INDICATION OF MATURITIES



SOP engl. Start Of Production

EOP engl. End Of Production

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**In the business unit technological applications the decline of turnover in the previous year have already been compensated again**

TURNOVER DEVELOPMENT DELIGNIT – BUSINESS UNIT TA 2010 - 2016 HALF AND FULL-YEAR (IN MIO. €)

### Application examples



Platform flooring for an automotive production plant  
**Industrial Flooring Basic ESH**

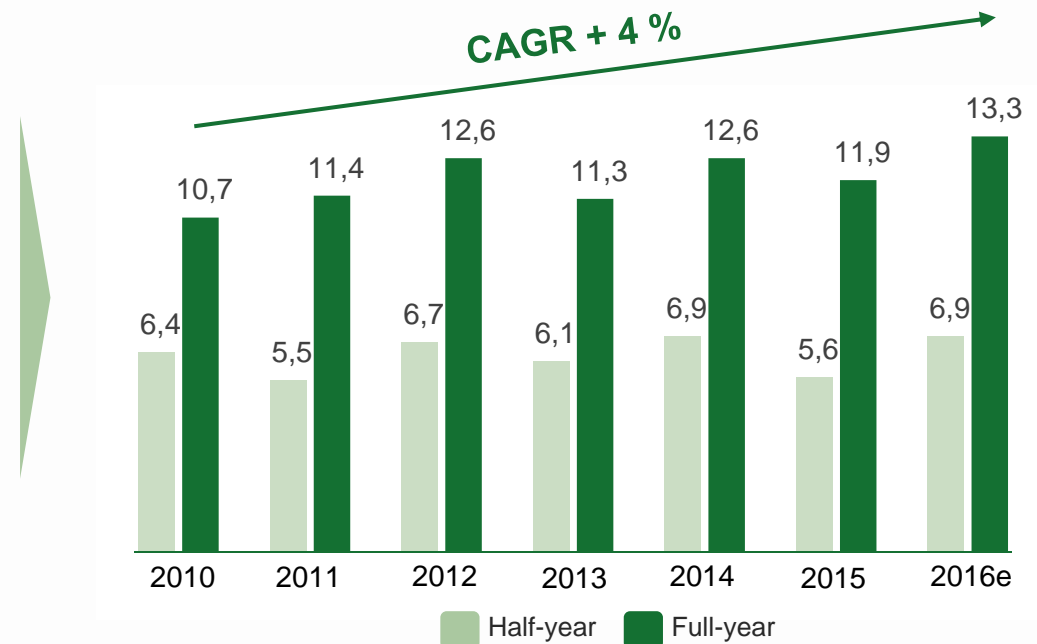


System solution Hitachi in the Project IEP, GB  
**DELIGNIT®-Railfloor basic**



**Delignit®- Safety systems** will be qualified up to the latest standards

### Turnover development\* business unit technological applications

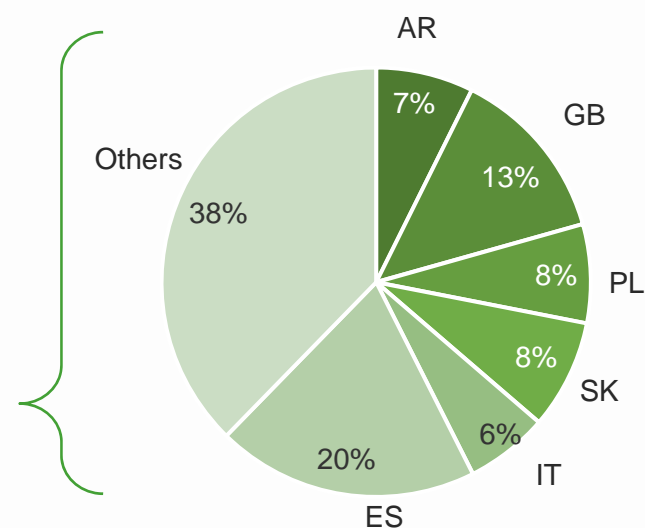
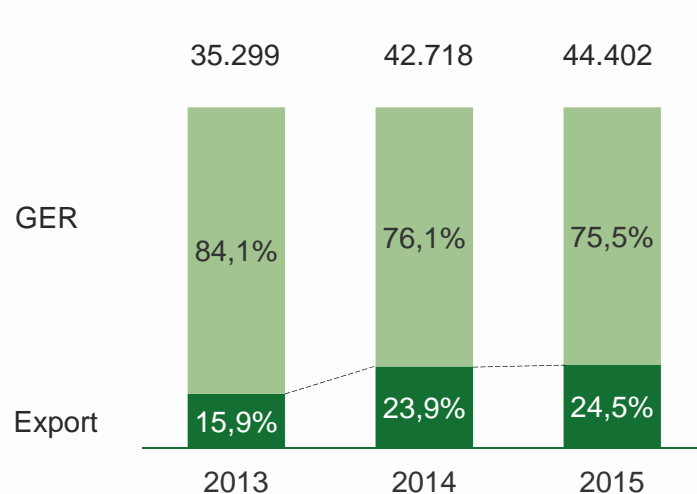


\*annual consolidated group turnover to IFRS

**The export turnover could be increased by 6,4 % in 2015; the export ratio increased to 24,5 %**

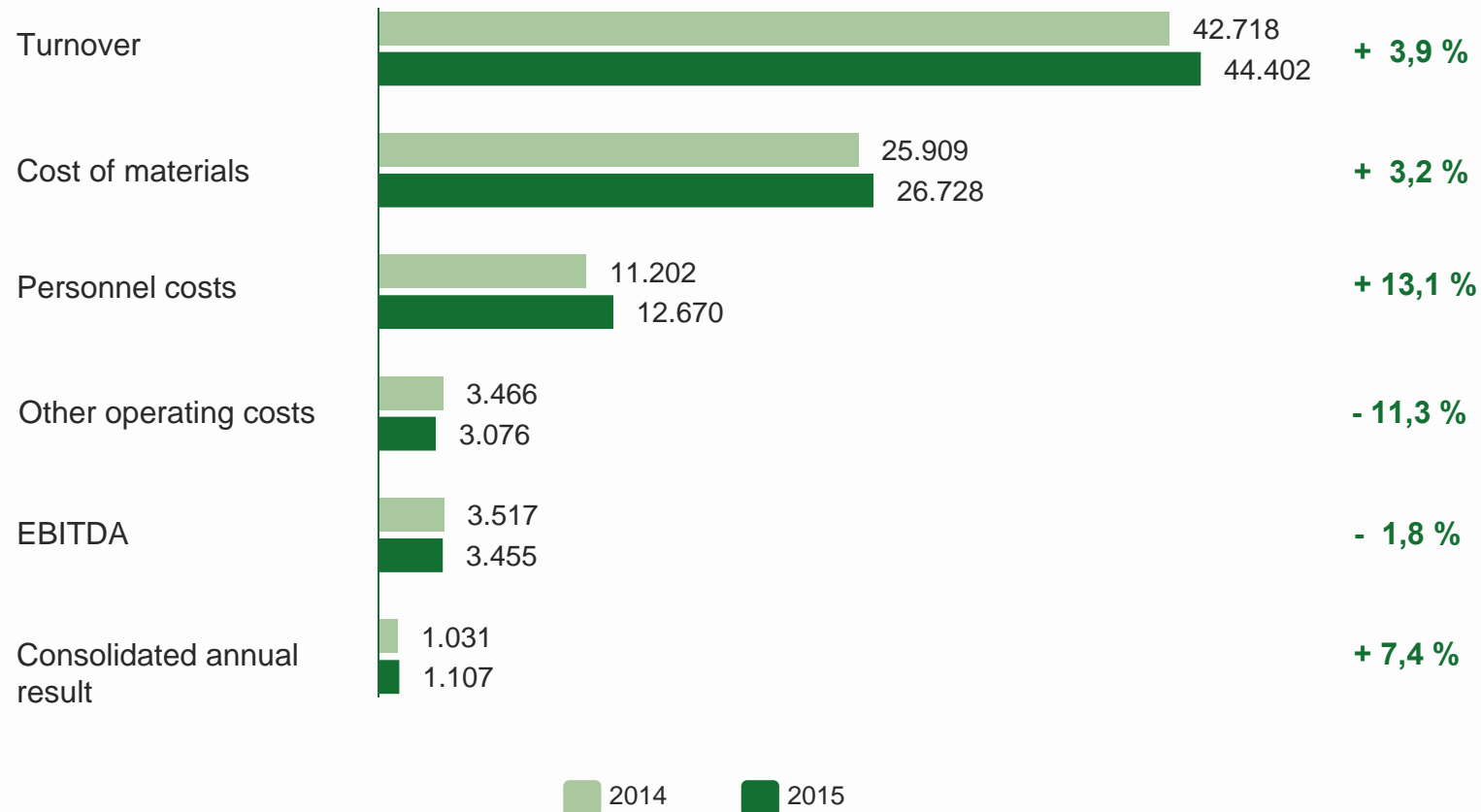
SHARE OF EXPORTS AND BREAKDOWN BY COUNTRIES DELIGNIT GROUP 2014 - 2015 (IN T€)

Breakdown of sales	Δ 2015			
	2015	2014	/2014	2013
Germany	33.537	32.511	3%	29.672
<b>Export</b>	<b>10.865</b>	<b>10.207</b>	<b>6%</b>	<b>5.627</b>
EU countries	7.993	6.514	23%	2.998
Others	2.872	3.693	-22%	2.629



**The annual results as per 31 December 2015 could be increased by 7,4 %  
in the Delignit group**

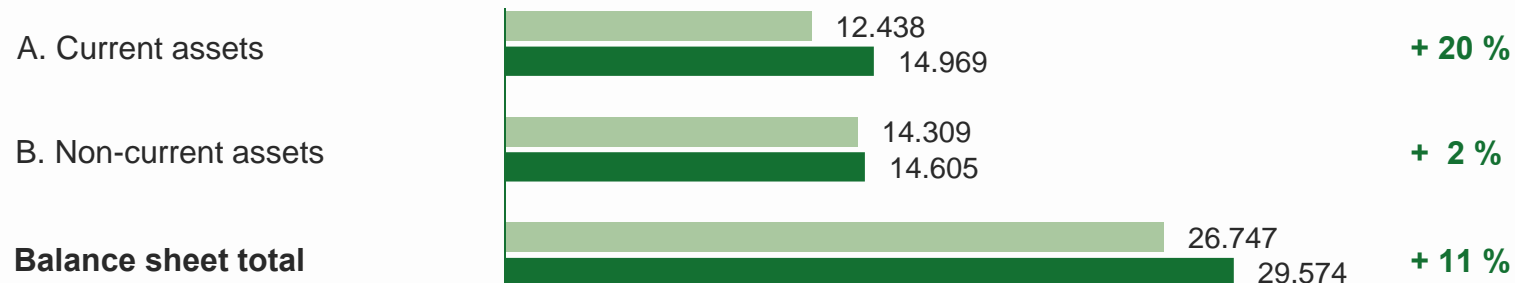
IFRS GROUP-INCOME STATEMENT 2014 - 2015 (IN T€)



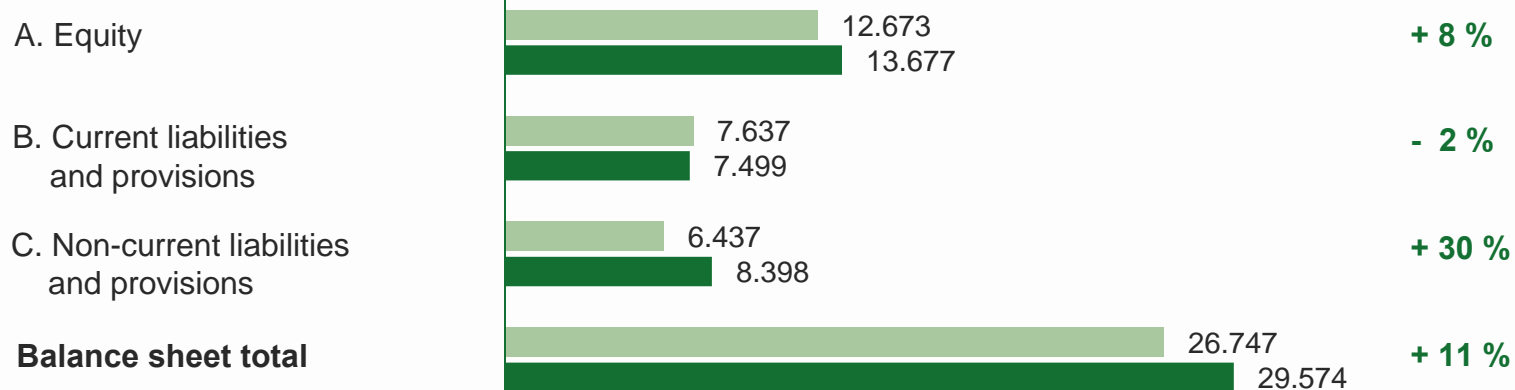
## The equity has increased to 13.677 T€ as per December of 2015

IFRS-GROUP CONSOLIDATED BALANCE SHEET 2014 - 2015 (IN T€)

### Assets



### Liabilities



2014 2015

## Agenda

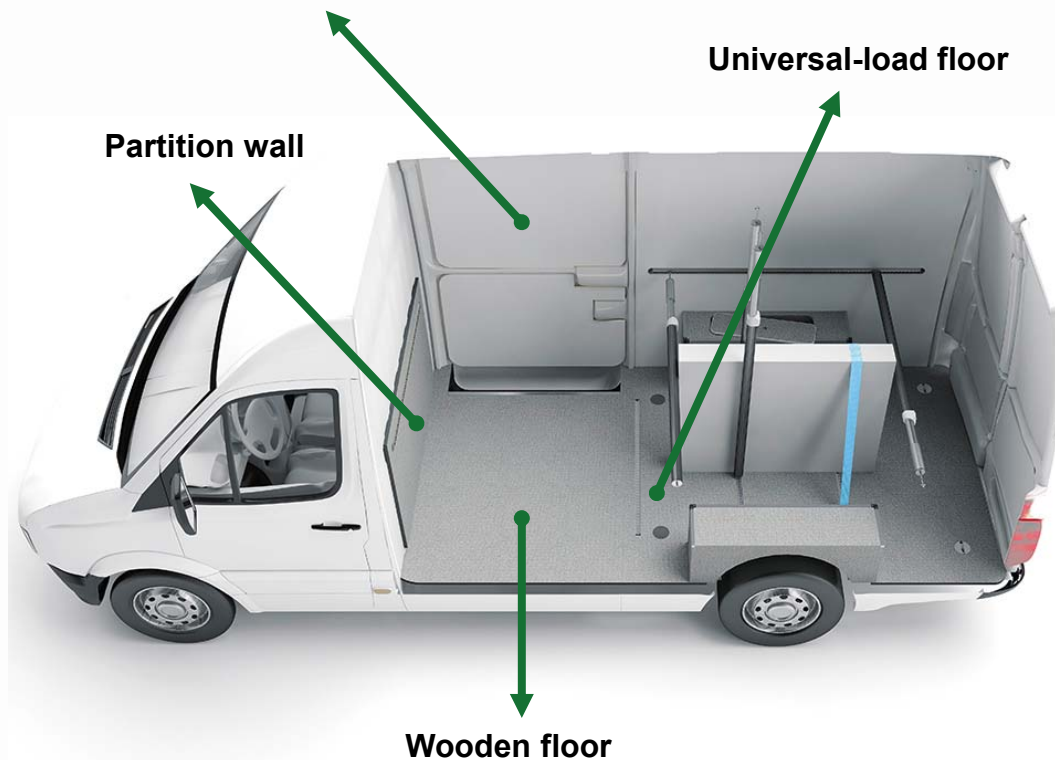
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## The Delignit AG can secure a series business after being nominated by the OEM I

SCOPE OF SUPPLY OEM I / KEY FACTS

### Scope of supply

#### Wooden and plastic panels



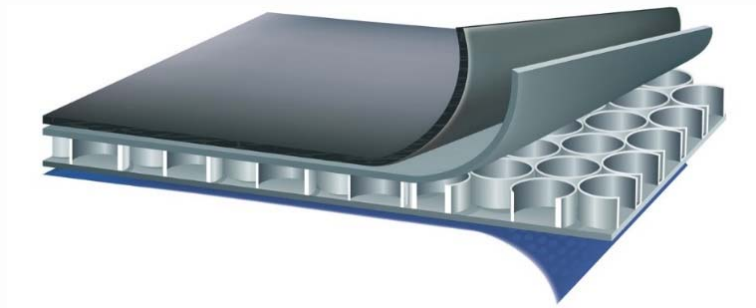
### Key Facts OEM I nomination

- OEM-contract runs for a period of more than 10 years
- Effect on sales as of 2017
- The commission includes a delivery to a European country outside Germany

## The Delignit group expanded its product range in the course of the OEM I nomination

LIEFERUMFANG OEM I / KEY FACTS II

### Current Delignit®-product innovations for the OEM I scope of supply



### Product highlights

Plastic side panels (PP)...

- Developed with a cooperation partner for the business unit automotive
- Weight reduction due to use of honeycomb structure
- Component weight: approx. 1.300 g/m<sup>2</sup>

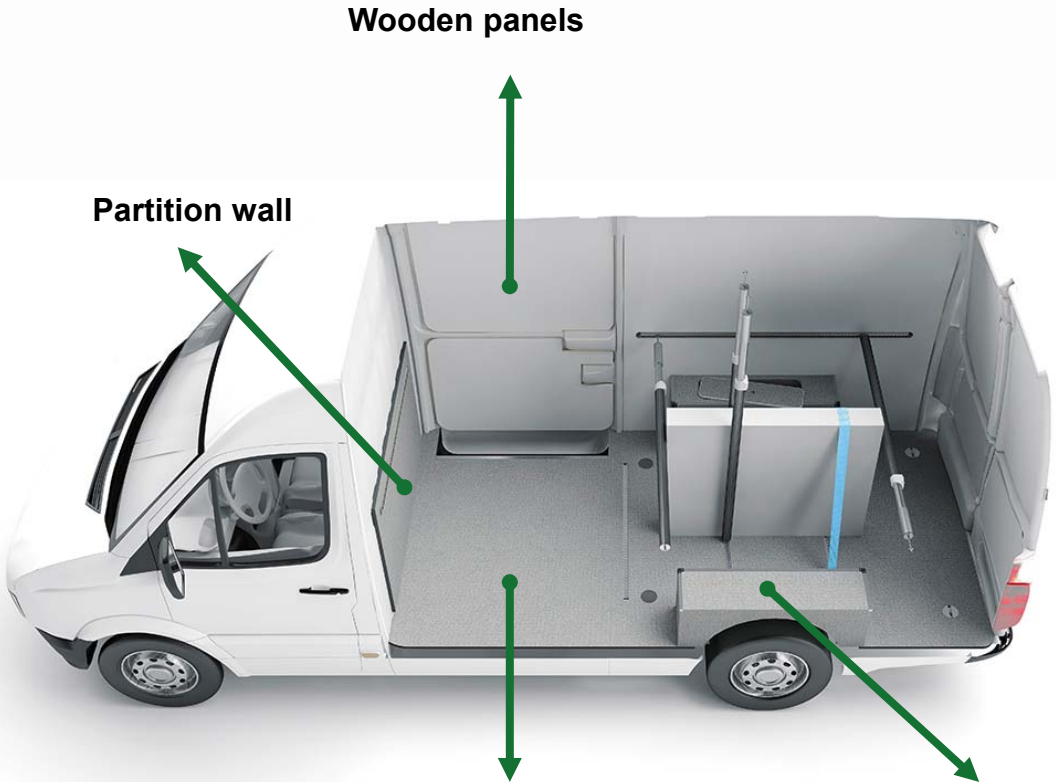


General-purpose concept for loading floors...

- Ideal for individual installations and rebuilds
- Easy assembly without gluing and drilling
- Cabinet systems can be installed and rebuilt at any time
- Solutions of different manufacturers are combinable

## The OEM II subsequent commission includes an extension of the scope of supply

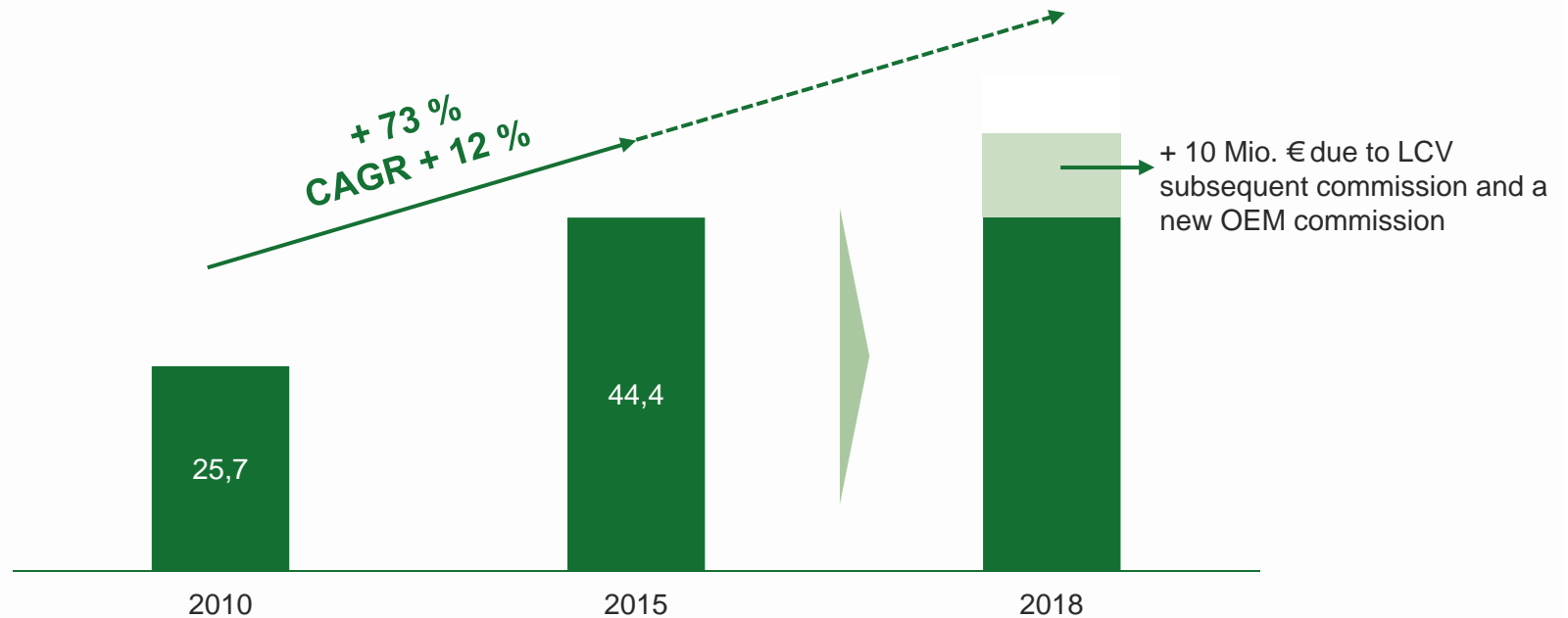
### SCOPE OF SUPPLY OEM II / KEY FACTS

Scope of supply	Key Facts OEM II nomination
 <p>The diagram shows the interior of a white van. Four green arrows point to specific components: one to the side partition wall, one to the upper wooden panels, one to the wooden floor, and one to the wheel arches cover. A blue strap is visible across the cargo area.</p>	<ul style="list-style-type: none"><li>▪ The OEM subsequent commission runs for a period of 10 years</li><li>▪ The commission includes an extension of the previous scope of supply by wheel arches cover</li></ul>



**Other things being equal, an increase to over 50 Mio. € in turnover will be generated with the additional scope of supply in 2018**

TURNOVER DEVELOPMENT DELIGNIT KONZERN 2010 – 2015: EFFECT NEW COMMISSIONS 2018 (IN MIO. €)\*



\*annual consolidated group turnover to IFRS

## The Delignit AG invests specifically in inceasing its capacity

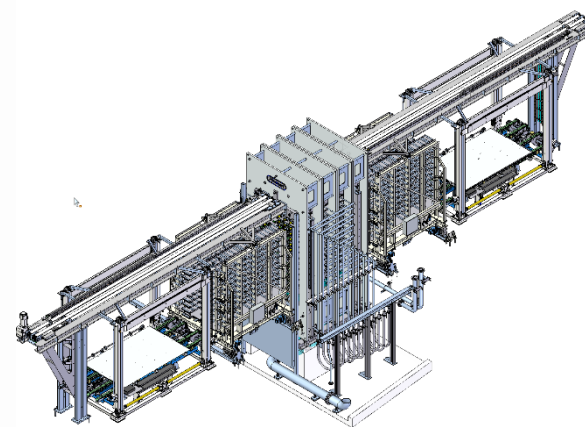
### INVESTMENT PROJECTS IN THE DELIGNIT GROUP

#### Strategic investments

- 2013 Delignit takes over the DHK automotive GmbH and HTZ Holz Trocknung GmbH
- 2013 Investment in a high density press
- 2013 Implementation of a robot for the assembly line
- 2013 Launch of an automated veneer sorting with a camera-controlled detection system
- 2014 Acquisition of a logistics center
- 2015 Investment in CNC capacity
- 2016 Expansion of the logistics center into a production plant
- 2016 Investment in a PP-cutting machinery for side panels
- 2016 Expansion of CNC-capacities in Lothe
- 2017 Efficiency improvements and further capacity expansion with a new multi-daylight press
- 2017 Further expansion in CNC capacity in Lothe

#### Selected projects

Multi-daylight press for Blomberg



Setup of a new production in Lothe

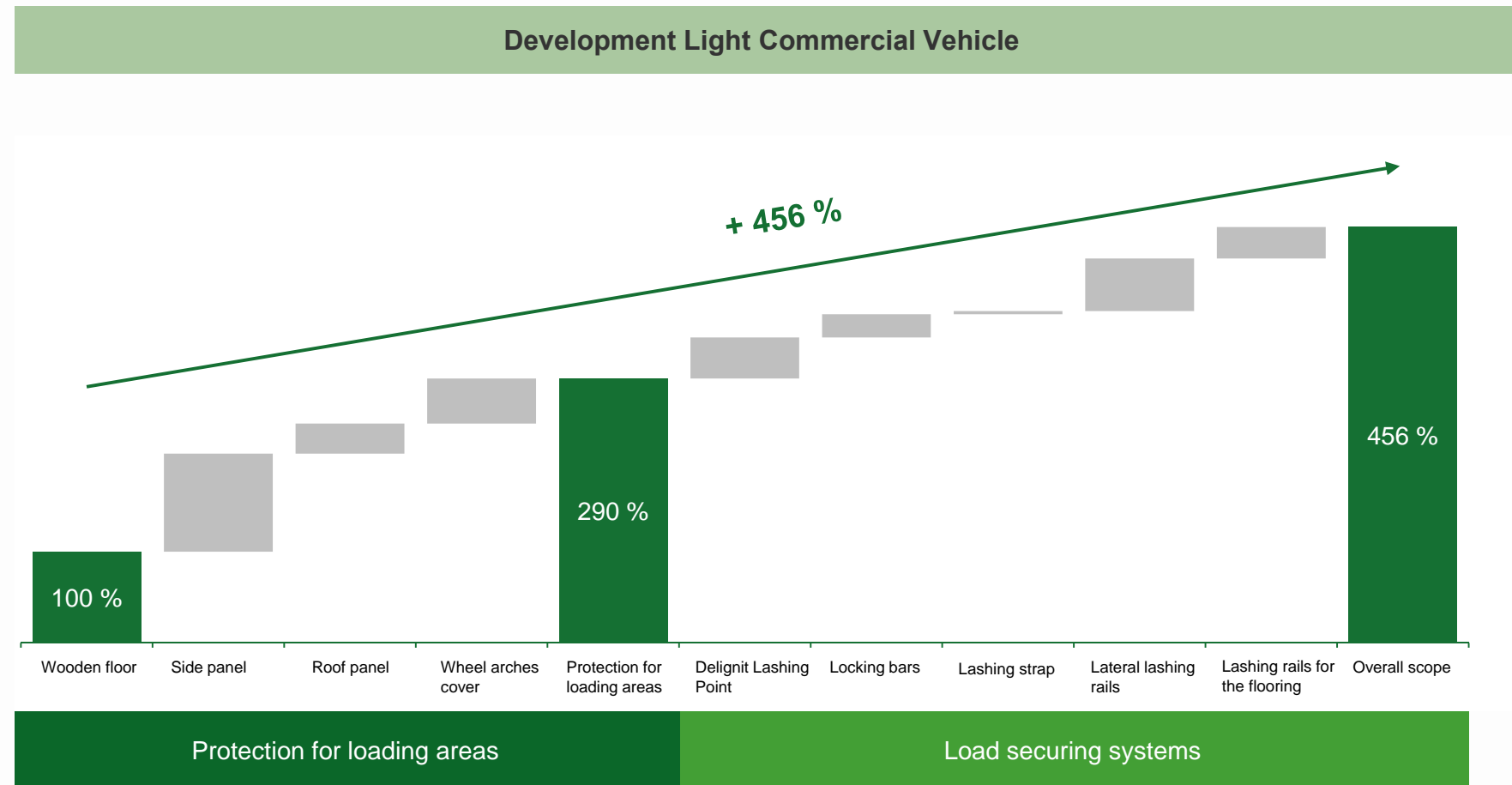


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## The product innovations of the past years have made a positive contribution to its business development

### DEVELOPMENT PROTECTION FOR LOADING AREAS / LOAD SECURING SYSTEMS



## Delignit develops a multifunctional rail and a monitoring system for vehicle load capacities

PRODUCT DEVELOPMENT MULTIFUNCTIONAL RAIL / DIGITAL MONITORING SYSTEM FOR VEHICLE LOAD CAPACITIES

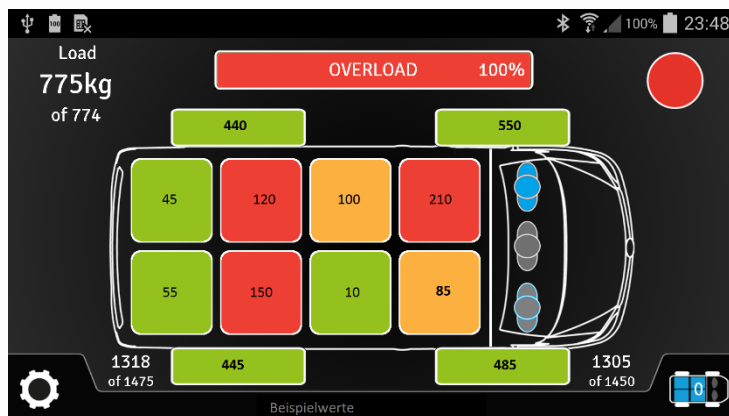
### Current product developments



### Product highlights

Universal mounting concept for...

- Partition wall systems
- In-vehicle equipment
- Aluminium perforate plate
- Heavy-Duty-Wall covering



Digital monitoring system for vehicle load capacities

- Realtime remote control
- Load measurement system integrated in the flooring
- Active load monitoring
- Retrievable with an APP

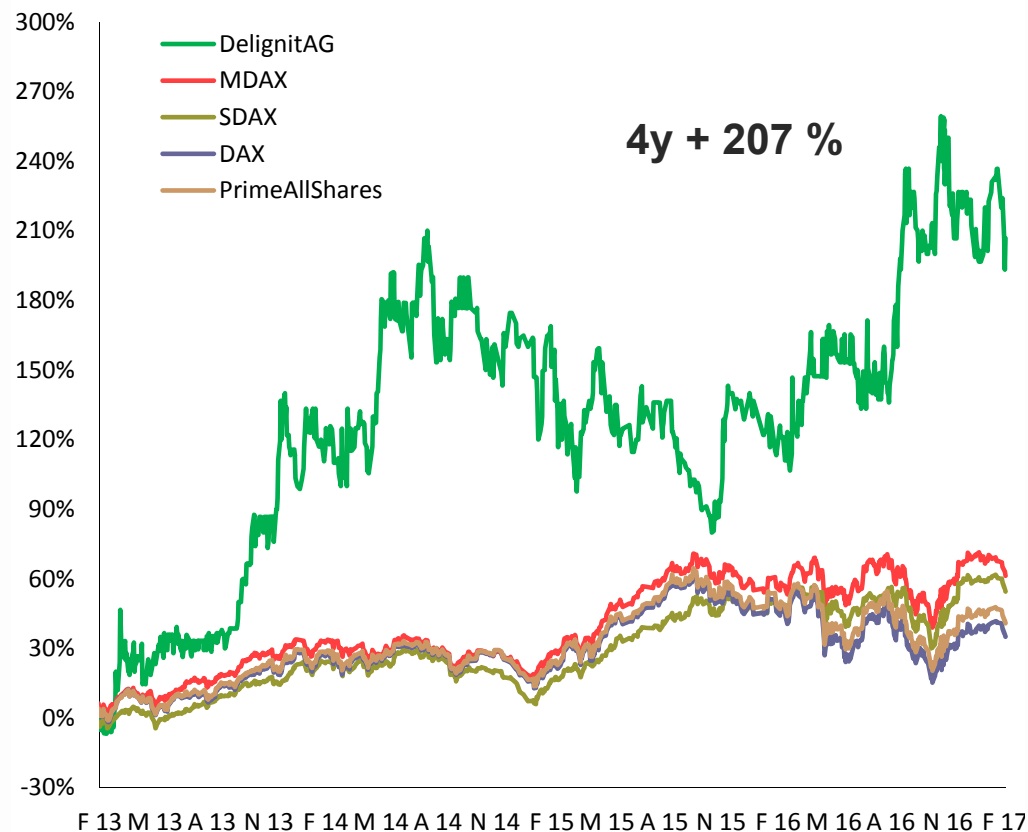
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## The Delignit stock performed better than the general market over the past 48 months and increased by 207 %

DEVELOPMENT OF THE DELIGNIT STOCK – 07.02.2013 – 08.02.2017 COMPARED TO SELECTED REFERENCE INDICES

### Price development 07. Februar 2013 - 08. Februar 2017



### Press Releases Delignit

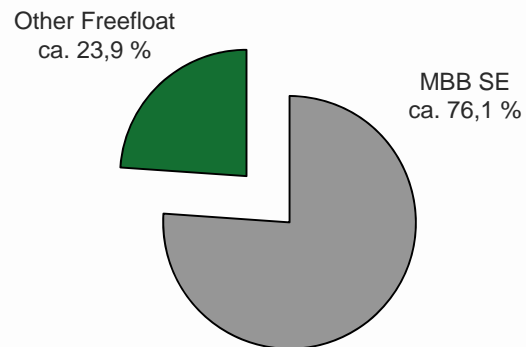
- 03.2015 Kauf eines Logistikstandortes
- 08.2015 Delignit mit planmäßiger Geschäftsentwicklung im 1. Halbjahr 2015
- 12.2015 Delignit erstmals mit Serienbelieferung außerhalb der EU
- 02.2016 Delignit mit höchstem Umsatz der Firmengeschichte in 2015
- 08.2016 Delignit schließt Serienlieferverträge im Bereich Automotive ab und erweitert Kapazitäten
- 08.2016 Delignit im 1. HJ 2016 mit deutlichem Plus bei Umsatz und Ergebnis
- 10.2016 Delignit erhält weiteren Auftrag im Geschäftsbereich Schiene
- 02.2017 Delignit setzt positive Geschäftsentwicklung 2016 fort

**The freefloat of the Delignit stock amounts to approximately 23,9 %;  
On average 3.250 shares were traded per day on Xetra**

SHAREHOLDER STRUCTURE DELIGNIT AG UND SHARE FIGURES

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**Ownership structure**

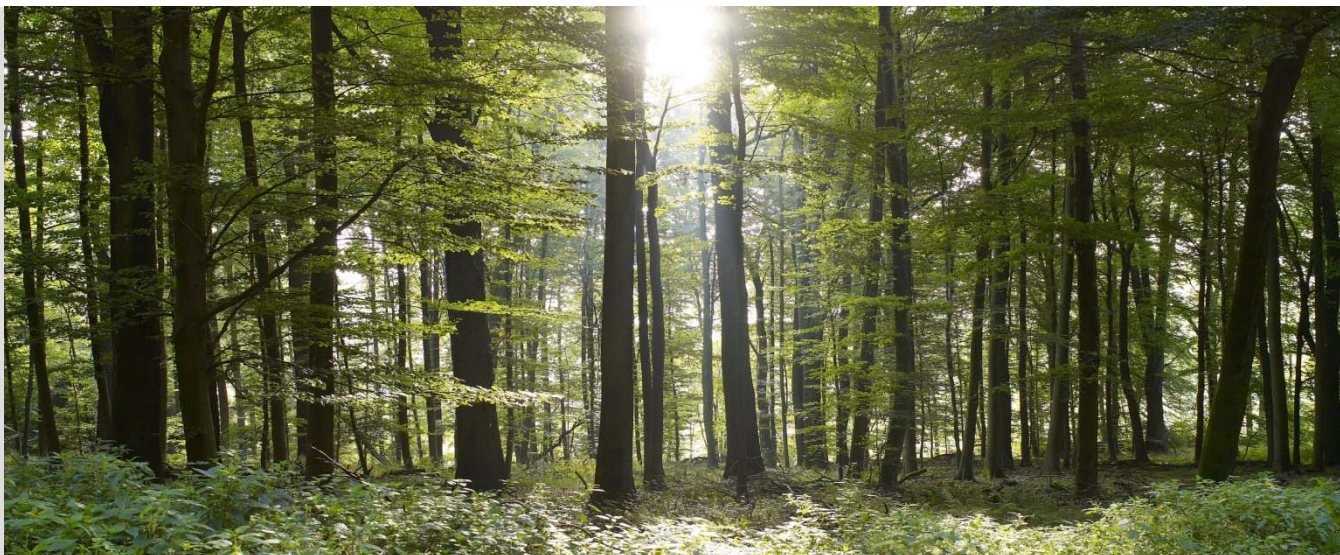


Number of stocks: 8.193.900

**Stock figures 01.01.2016 - 31.12.2016**

Trading volume:	3.251 stocks/day (XETRA)
Lowest stock price:	3,04 € / Stock (02/2016)
Highest stock price:	5,39 € / Stock (10/2016, XETRA)
Price of December 30, 2016:	4,45 € / Stock (XETRA)





## Finance Calendar

■ Provisional Figures 2016	06. Februar 2017
■ Roadshow Frankfurt	16. Februar 2017
■ Annual report 2016	End of Mai 2017
■ General meeting 2017	20. Juni 2017
■ Half-year report 2017	End of August 2017
■ End of the financial year 2017	31. Dezember 2017

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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](mailto:info@delignit.com)