



PASSION CREATES INNOVATION

WE TRANSFORM VISIONS INTO PLASTIC SOLUTIONS

Investors Presentation

Hörsching, 10 June 2021



POLYTEC GROUP AT A GLANCE

- Leading developer and manufacturer of high-quality lightweight plastic components
- Solution provider for the Automotive & Non-Automotive-Industry



522.0

EUR m sales
2020 FY

581.5

EUR m balance sheet total
(as of 31 December 2020)

13.0

EUR m EBIT
2020 FY

~3,600

Employees
(FTE, incl. leasing personnel)

TECHNOLOGICAL DIVERSITY



INJECTION MOULDING

2k injection moulding
Multi-component injection moulding
Assembly injection moulding
WIT (water injection technology)
GIT (gas injection technology)
PIT (projectile injection technology)
In-Mould-Decoration
Injection-Moulding-Compounding
High-gloss technology

Up to 4000 tons clamping force



COMPOSITES

Production of glass fibre SMC
Production of carbon fibre SMC
SMC/LFT/GMT compression moulding
UD-Tape application
Hybrid compression moulding (LWRT-LFT)
Wet pressing
In-Mould-Coating
In-Mould-Painting

Up to 4300 tons clamping force



SMALL SERIES TECHNOLOGIES PRE- & POST-PROCESSING

Class-A paint coating
PUR RRIM / RRIM Lightweight
PUR rigid / semi-rigid
PUR-processing (moulding parts)
PUR spraying
PUR casting
PUR foaming
Blow moulding
Processing of metal & premium steel

Up to 630 tons clamping force



Just-in-Sequence-Delivery
Tool making
Mechanical engineering (multi-component dosing system)
Testing & Validation
Trimming & Cutting (milling, laser, water jet)
Joining & Welding (hot gas, ultra-sonic,...)



POLYTEC LOCATIONS

PRESENT ON 4 CONTINENTS

17 X IN EUROPE

1 X IN ASIA

1 X IN AMERICA

1 X IN AFRICA



INVESTING IN NEW PLANTS

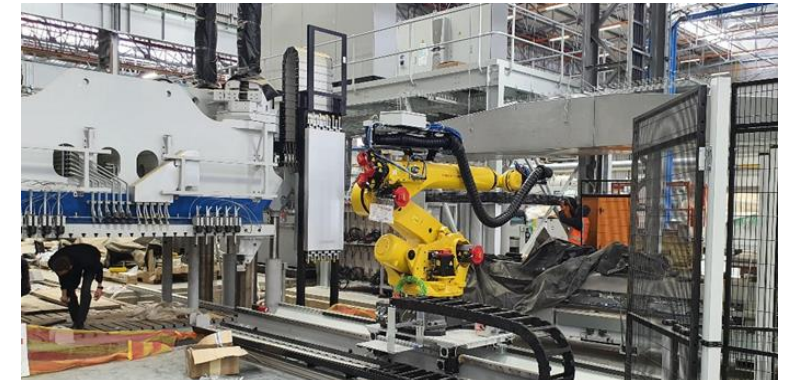
■ Tianjin (PRC)



■ Telford (UK)



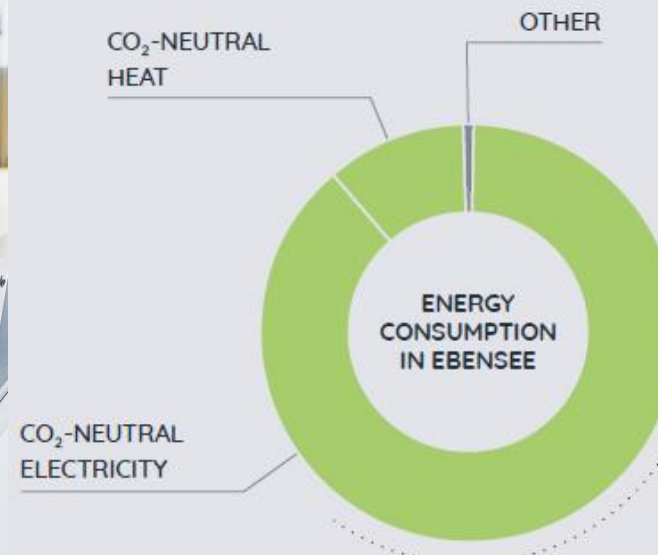
■ East London (RZA)



SUSTAINABILITY: EBENSEE (AT) PLANT ALREADY CO₂ NEUTRAL



**A ROLE MODEL
FOR THE
POLYTEC GROUP:**
CLIMATE-NEUTRAL
COOLING, HEATING
AND PRODUCTION
IN EBENSEE





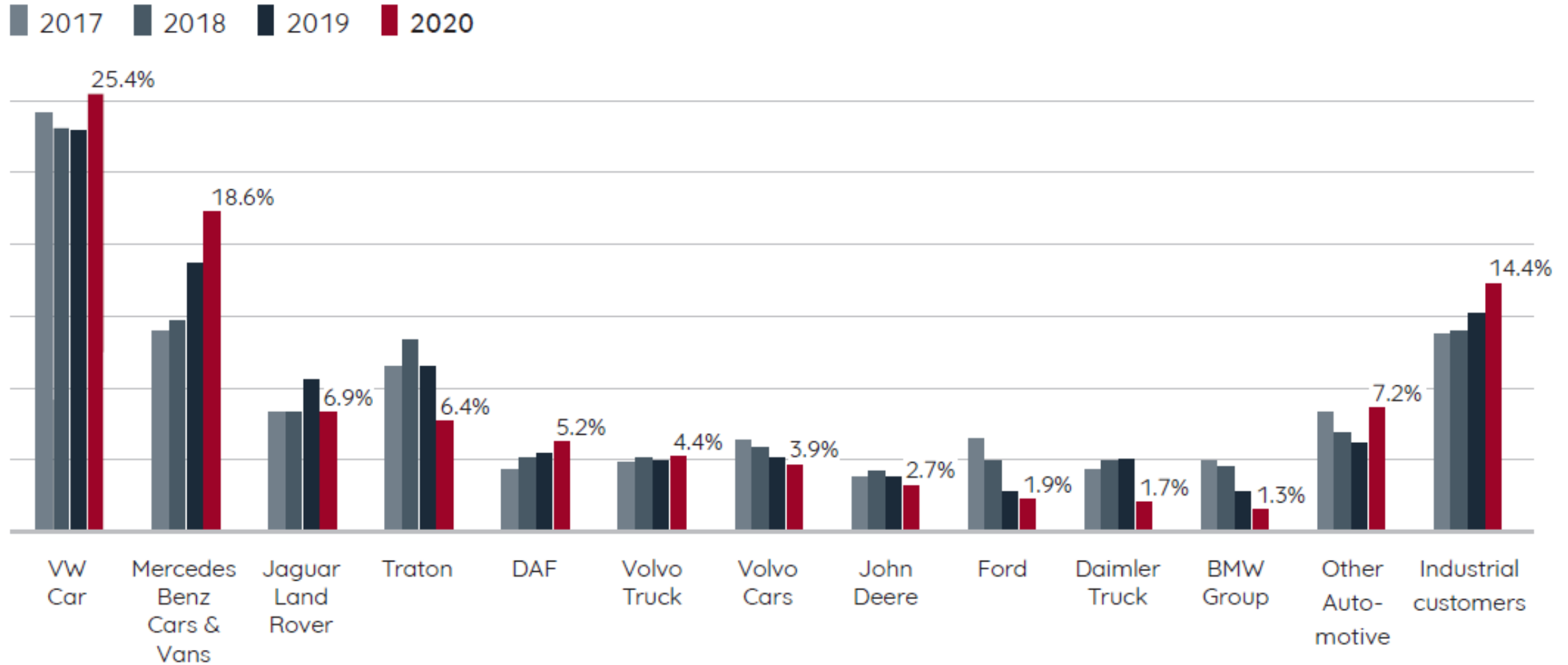
FORCING THE PACE

FINANCIALS 2020 FY

KEY FIGURES 2020 FINANCIAL YEAR

- Consolidated sales revenues down by 16.8% at EUR 522.0 million
- EBITDA amounts to EUR 48.3 million, EBITDA margin 9.3%
- EBIT totals EUR 13.0 million, EBIT margin 2.5%
- Earnings after tax stands at EUR 9.5 million
- Earnings per share amount to EUR 0.29, prop. dividend per share EUR 0.30
- Equity ratio up by 0.9 percentage points to 42.6%
- Net debt down by 32.2% to EUR 105.8 million
- Closing balance of cash and cash equivalents amount to EUR 90.4 million
- Employees (FTE incl. leasing personnel, 31.12.2020) 3,636

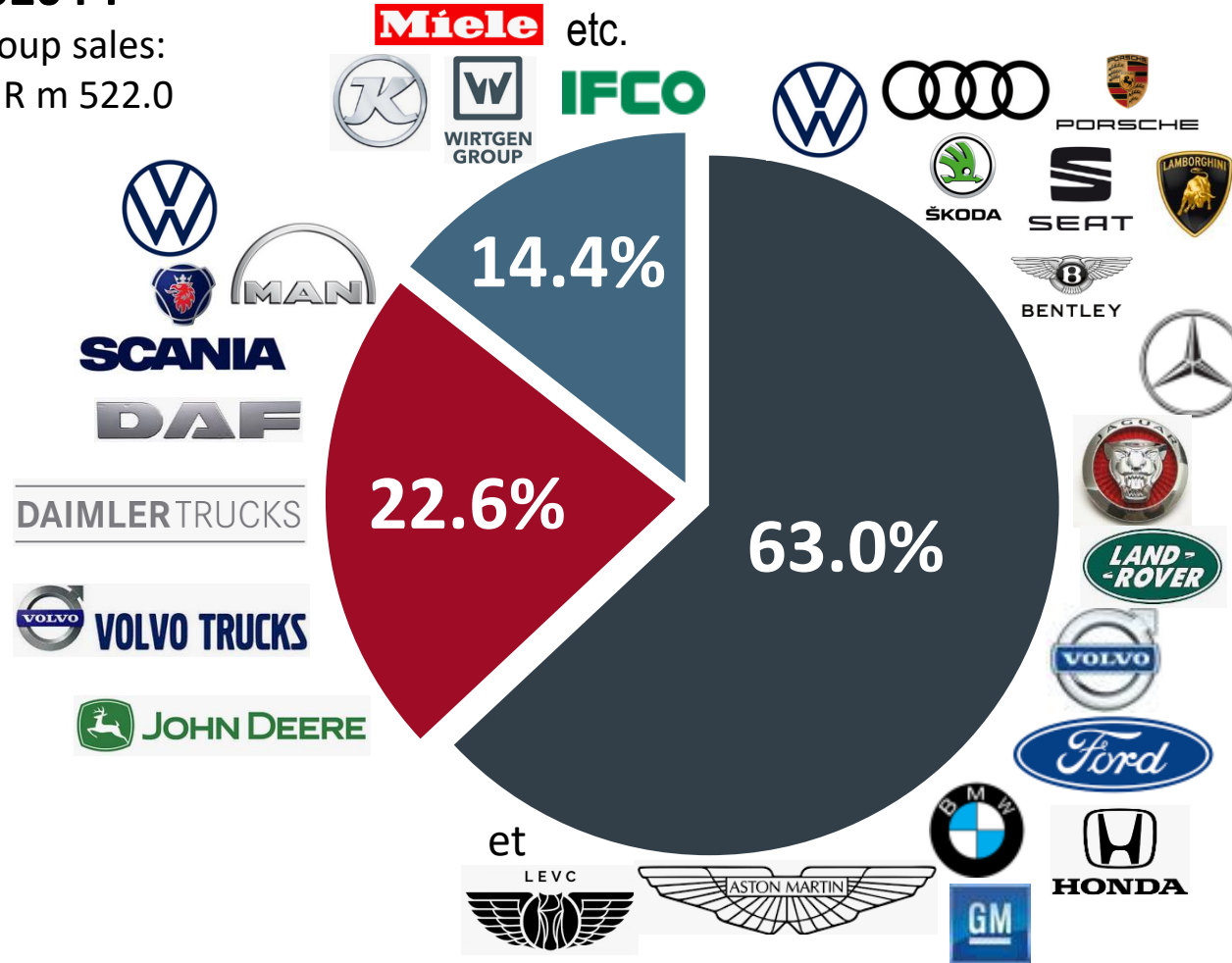
GROUP SALES REVENUES BY CUSTOMERS 2017–2020 FY



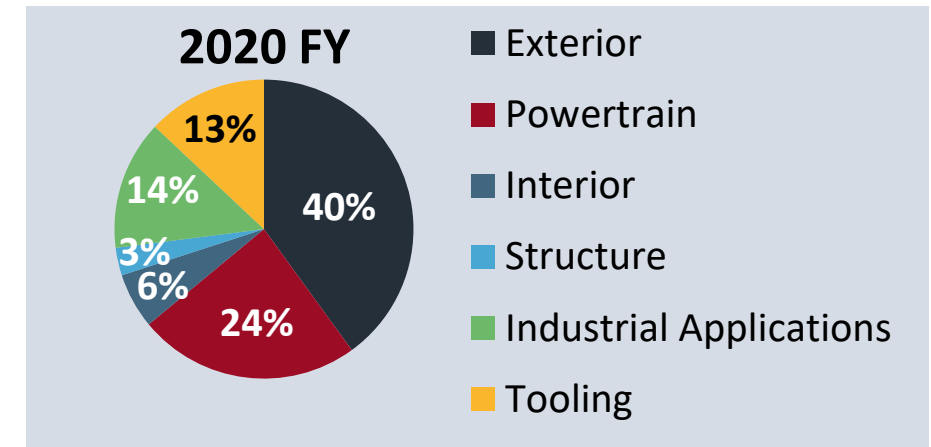
SALES SPLIT BY MARKET AREA & CUSTOMER PORTFOLIO

2020 FY

Group sales:
EUR m 522.0



- Passenger Cars & Light Commercial Cars
- Commercial Cars
- Smart Plastics & Industrial Applications





FORCING THE PACE

FINANCIALS Q1 2021

KEY FIGURES Q1 2021 (VS Q1 2020)

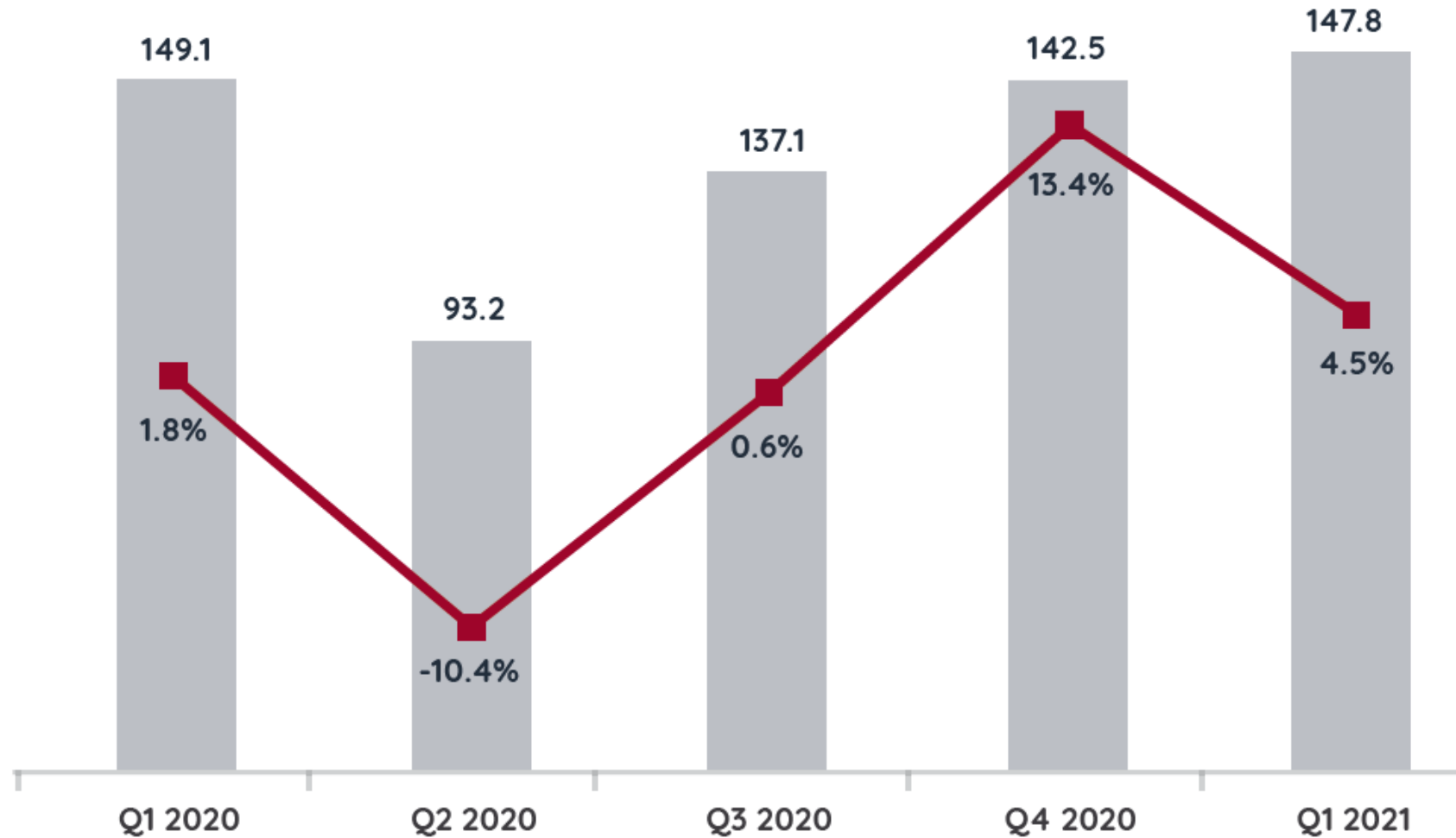
- Sales revenues EUR 147.8 million (Q1 2020: EUR 149.1 million)
- EBITDA EUR 13.8 million (Q1 2020: EUR 11.7 million)
- EBITDA margin 9.3% (Q1 2020: 7.8%)
- EBIT EUR 6.7 million (Q1 2020: EUR 2.7 million)
- EBIT margin 4.5% (Q1 2020: 1.8%)
- Earnings after tax EUR 4.8 million (Q1 2020: EUR 1.5 million)
- Earnings per share EUR 0.21 (Q1 2020: EUR 0.06)
- Equity ratio 43.6% (Q1 2020: 40.7%)
- Net debt EUR 116.8 million (Q1 2020: EUR 150.3 million)
- Closing balance of cash as at 31.03.2021 EUR 77.9 million (31.03.2020: EUR 63.3 million)
- Employees (FTE incl. leasing personnel) as at 31.03.2021 3,706 (31.03.2020: 4,085)

OUTLOOK 2021 FINANCIAL YEAR

Subject to the assumption that its business environment recovers, in general the POLYTEC GROUP management anticipates consolidated sales revenues of about EUR 575 million. Moreover, on the basis of the restructuring completed in the preceding year, which saw the closure of four production plants and a resultant lasting reduction in personnel and structural costs, EBIT should improve to about EUR 35 million.

Nonetheless, the realisation of this outlook is prone to a number of significant uncertainties, which continue to limit business development visibility and could lead to a volatile course of business. **In fact, such uncertainties have increased tangibly in recent weeks.** In particular, the possibility of disruptions to production owing to considerable increases in prices and partial shortages with regard to raw materials makes forecasting problematic. In addition, the course of the corona pandemic continues to threaten negative effects upon consolidated sales revenues and the operative result in the current year.

SALES REVENUES, EBIT MARGIN – QUARTERLY



KEY FIGURES Q1 2021 VS Q1 2020

Key figures Q1	Unit	Q1 2021	Q1 2020	Change
Sales	EUR m	147.8	149.1	-0.9%
EBITDA	EUR m	13.8	11.7	18.0%
EBITDA margin (EBITDA/sales)	%	9.3%	7.8%	1.5% pts.
EBIT	EUR m	6.7	2.7	150.9%
EBIT margin (EBIT/sales)	%	4.5%	1.8%	2.7% pts.
Earnings after tax	EUR m	4.8	1.5	227.3%
Earnings per share	EUR	0.21	0.06	250.0%
Investments in fixed assets	EUR m	6.0	5.8	2.9%
Equity ratio (equity/balance sheet total)	%	43.6%	40.7%	2.9% pts.
Net working capital (NWC)	EUR m	110.1	122.6	-10.2%
Average capital employed	EUR m	383.4	431.0	-11.0%
Net debt (+)/assets (-)	EUR m	116.8	150.3	-22.2%
Employees (incl. leasing personnel) end of period	FTE	3,706	4,085	-9.3%

SALES BY MARKET AREA Q1 2021 VS Q1 2020

SALES BY REGION

in EUR m	Q1 2021	Share	Q1 2020	Share	Change
Passenger Cars & Light Commercial Vehicles	111.9	75.7%	103.4	69.4%	8.2%
Commercial Vehicles	24.6	16.6%	29.7	19.9%	-17.2%
Smart Plastic & Industrial Applications	11.3	7.7%	16.0	10.7%	-29.4%
POLYTEC GROUP	147.8	100%	149.1	100%	-0.9%

in EUR m	Q1 2021	Share	Q1 2020	Share	Change
Austria	13.5	9.1%	11.0	7.4%	22.7%
Germany	69.5	47.0%	72.7	48.7%	-4.4%
United Kingdom	14.9	10.1%	16.4	11.0%	-9.1%
Other EU countries	40.2	27.2%	40.3	27.1%	-0.2%
Other countries	9.7	6.6%	8.7	5.8%	11.5%
POLYTEC GROUP	147.8	100%	149.1	100%	-0.9%

FORCING THE PACE

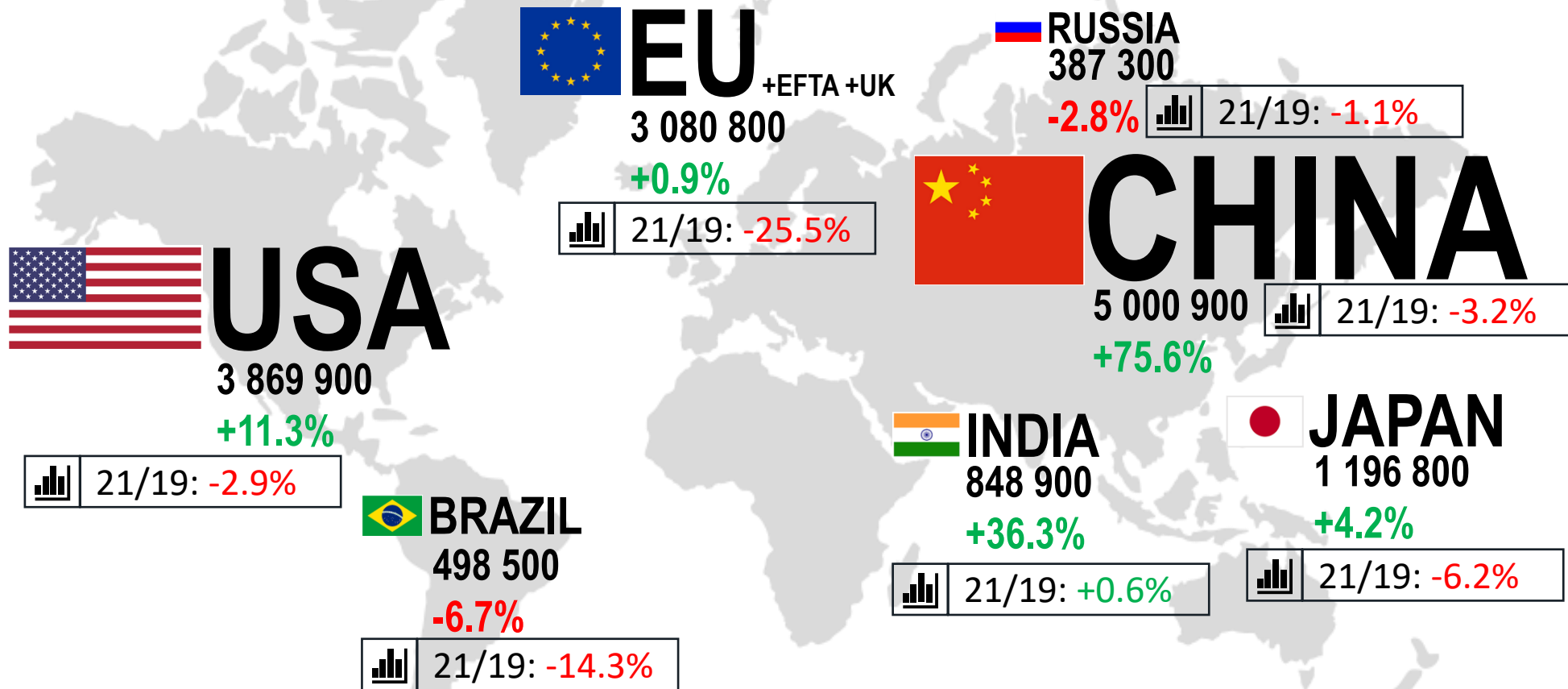
AUTOMOTIVE MARKET Q1+ 2021

GLOBAL NEW PASSENGER CAR REGISTRATIONS – JAN-MAR 2021



Explanation: Percentages refer to the period of the previous year

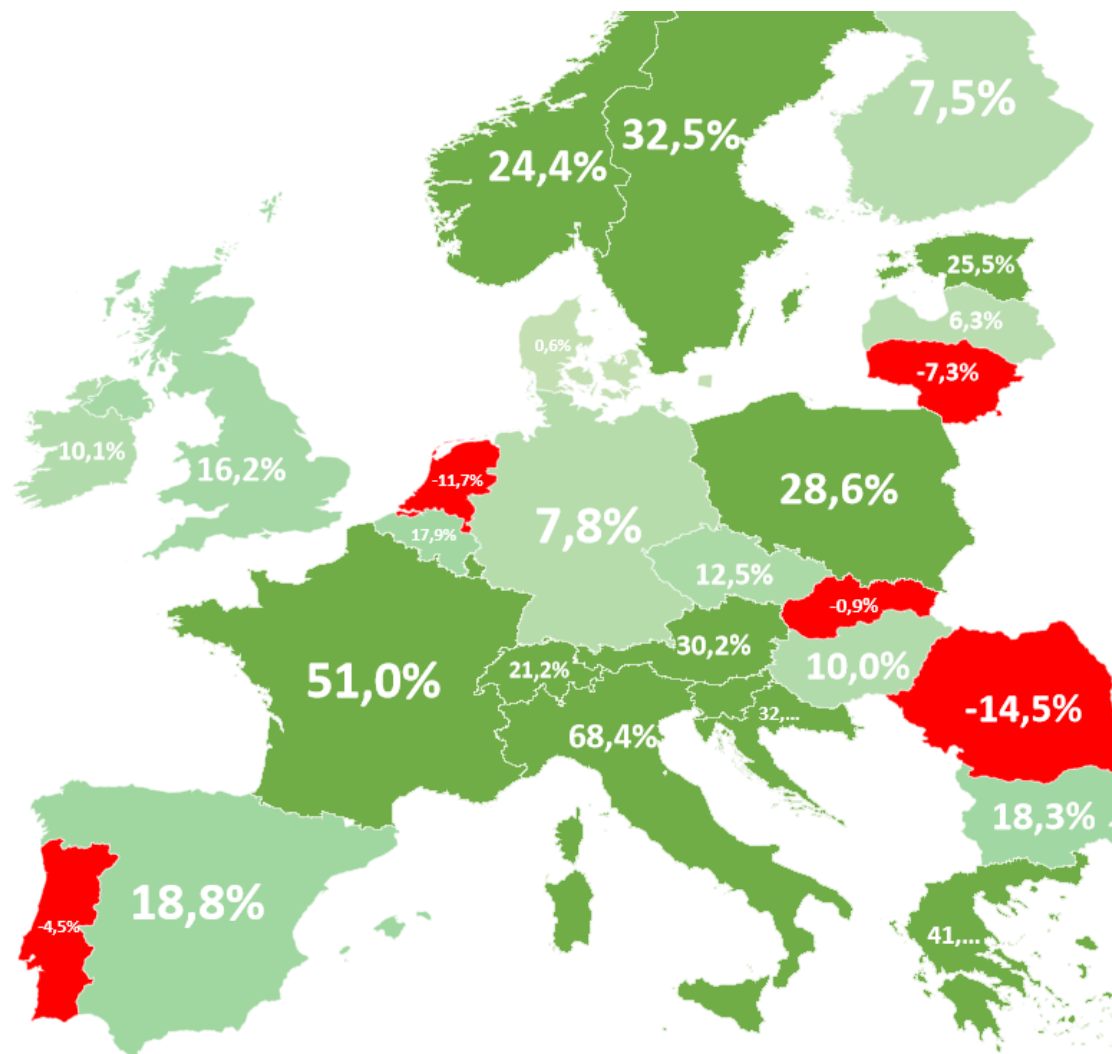
 Comparison with pre-crisis year 2019



Source: VDA

NEW PASSENGER CAR REGISTRATIONS IN EUROPE JAN-APR 2021

(COMPARED TO THE SAME PERIOD OF THE PREVIOUS YEAR)



EU: 3 422 439 (+671 780) +24.4%

- In April 2021, new car registrations **surged by 218.6%** in the European Union **because of last year's low base of comparison** due to coronavirus restrictions. Indeed, despite this big percentage increase, last month's sales volume was **almost 300,000 units lower than** that recorded in **April 2019**.
- April performance of EU's largest markets:
Italy **+3,276.8%**, UK **+3,176.6%**, Spain **+1,787.9%**, France **+568.8%** and Germany **+90.0%**
- „Big 5“ YTD
 1. GE: 886 102 **+7.8%**
 2. IT: 592 181 **+68.4%**
 3. FR: 582 217 **+51.0%**
 4. UK: 567 108 **+16.2%**
 5. ES: 264 655 **+18.8%**

NEW PASSENGER CAR REGISTRATIONS IN EUROPE JAN-MAR 2021

BY DRIVE TECHNOLOGY

in units	Q1 2021	Share	Q1 2020	Share	Change
Petrol-driven cars	1,316,200	42.8%	1,627,900	53.1%	-19.1%
Diesel-driven cars	653,900	21.2%	853,700	27.9%	-23.4%
Battery electric vehicles (BEV)	202,400	6.6%	130,900	4.3%	54.6%
Plug-in hybrid electric vehicles (PHEV)	250,500	8.1%	98,800	3.2%	153.5%
Hybrid electric vehicles (HEV)	593,600	19.3%	311,700	10.2%	90.4%
Natural gas vehicles (NGV)	14,400	0.5%	16,200	0.5%	-11.3%
Other alternatively-powered vehicles (APV)	46,000	1.5%	23,900	0.8%	92.7%
EUROPE (EU, EFTA and UK)	3,077,000	100%	3,063,100	100%	0.5%

NEW COMMERCIAL VEHICLES REGISTRATIONS IN EUROPE

JAN-APR 2021 (COMPARED TO THE SAME PERIOD OF THE PREVIOUS YEAR)

Category	Units	Change	Market Share
Light Commercial Vehicles <=3.5 t	712 800	+49.7%	84.5%
Medium Commercial Vehicles >3.5 t bis <=16 t	21 400	+7.6%	2.5%
Heavy Commercial Vehicles >16 t	99 500	+30.6%	11.8%
Medium and Heavy Buses and Coaches >3.5 t	9 700	-9.7%	1.2%
EUROPEAN UNION + EFTA + UK	843 500	+44.7%	100%





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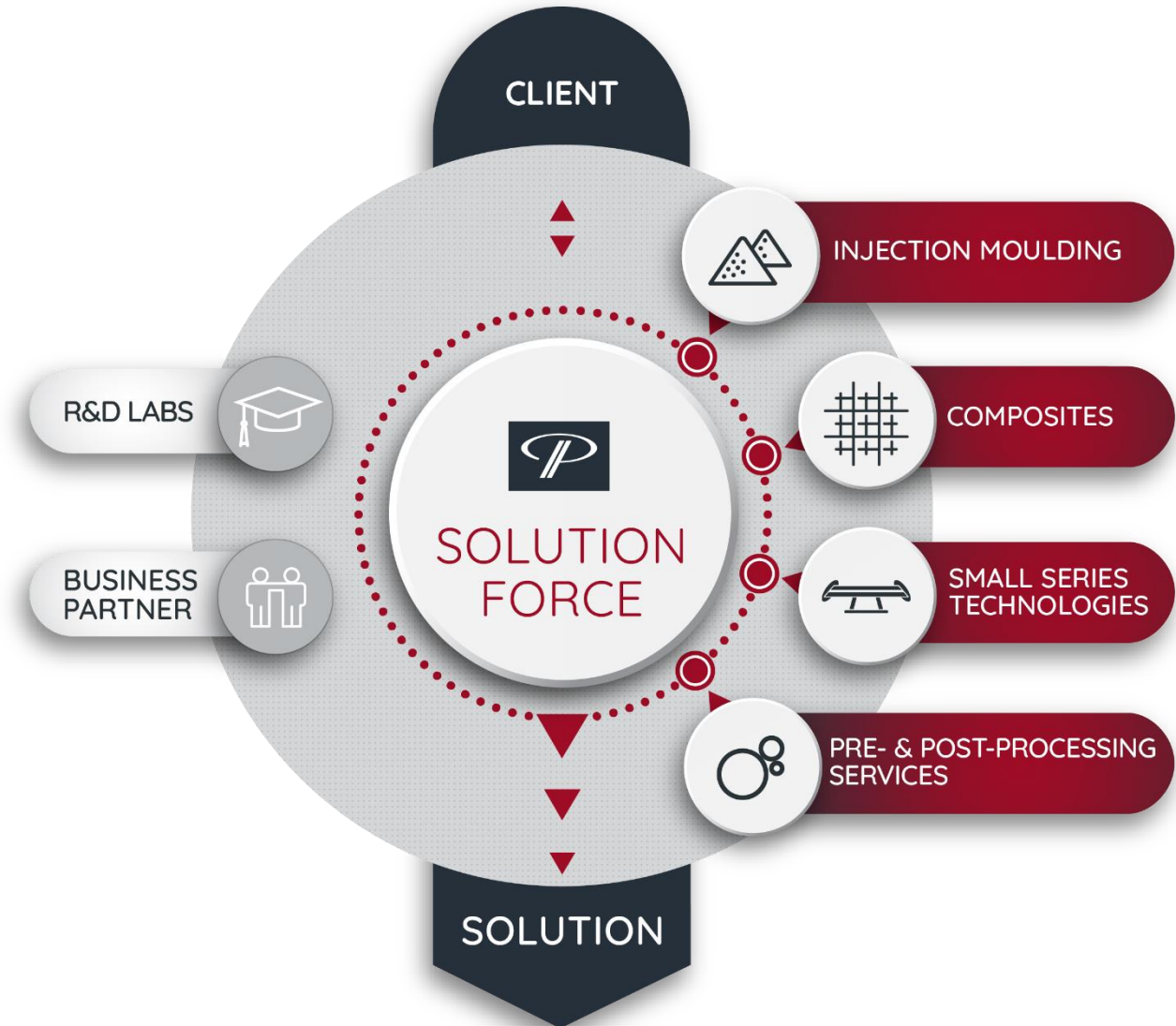
POLYTEC SOLUTION FORCE

POLYTEC SOLUTION FORCE



Bundling of competences from the entire POLYTEC GROUP:

- **Technology** and **manufacturing expertise** of the various locations
- **High degree of value added**
- **Innovative strength** from product and material development
- **Profound market understanding**



MAIN APPROACHES OF THE POLYTEC SOLUTION FORCE

PERFORMANCE IN PLASTICS

POLYTEC is a lightweight construction specialist.



FUNCTIONAL INTEGRATION

POLYTEC develops multifunctional products.



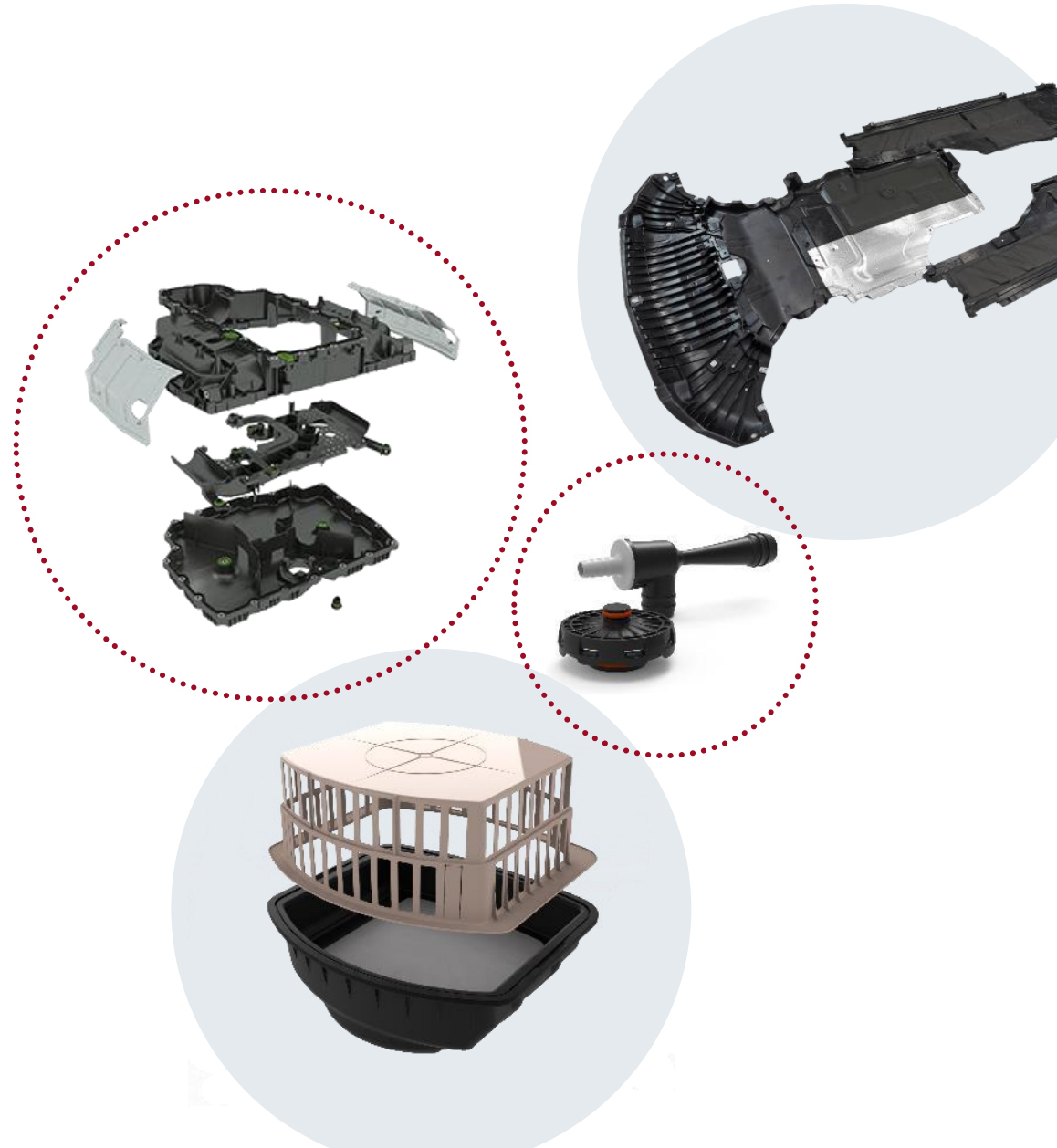
ECONOMIC AND COST EFFICIENCY

POLYTEC optimises the product and its manufacturing process.



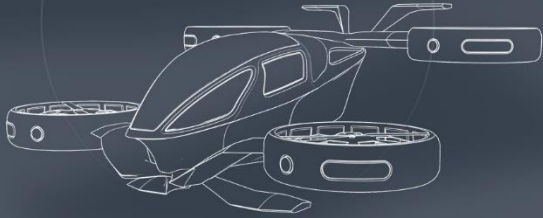
USER ORIENTATION

POLYTEC thinks of the product users' needs.



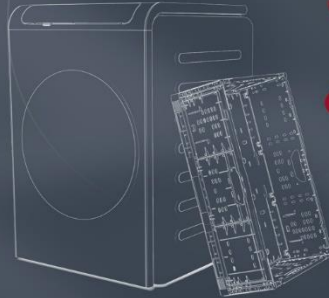
POLYTEC PRODUCT LINES

1
NEW
MOBILITY



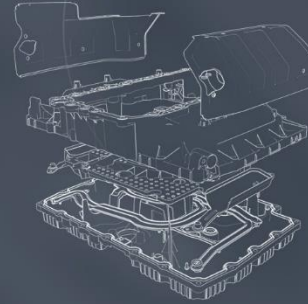
SMART PLASTIC
APPLICATIONS

2



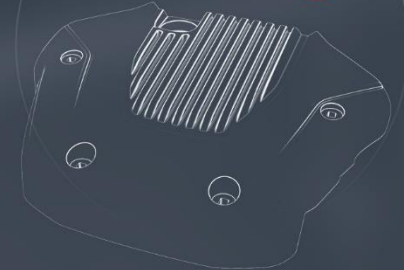
POWERTRAIN
SOLUTIONS

5



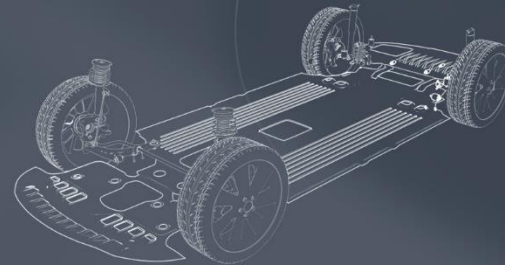
POWERTRAIN
ACOUSTICS

6



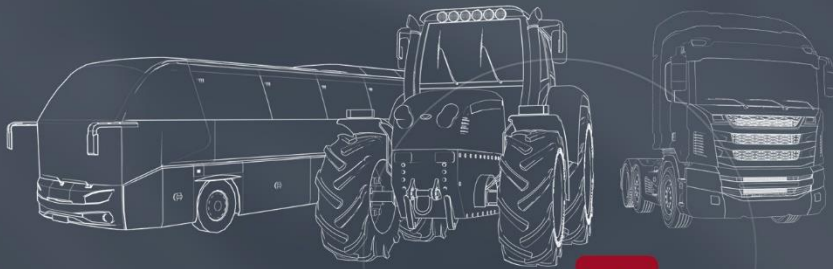
UNDERBODY
SOLUTIONS

7



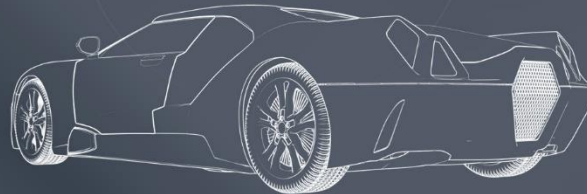
TRUCK, BUS &
AGRICULTURAL
APPLICATIONS

3



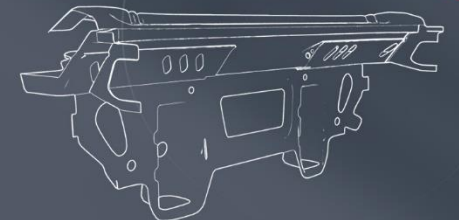
4
PAINTED
EXTERIOR >
SPECIAL SERIES

4



STRUCTURAL
INNOVATIONS

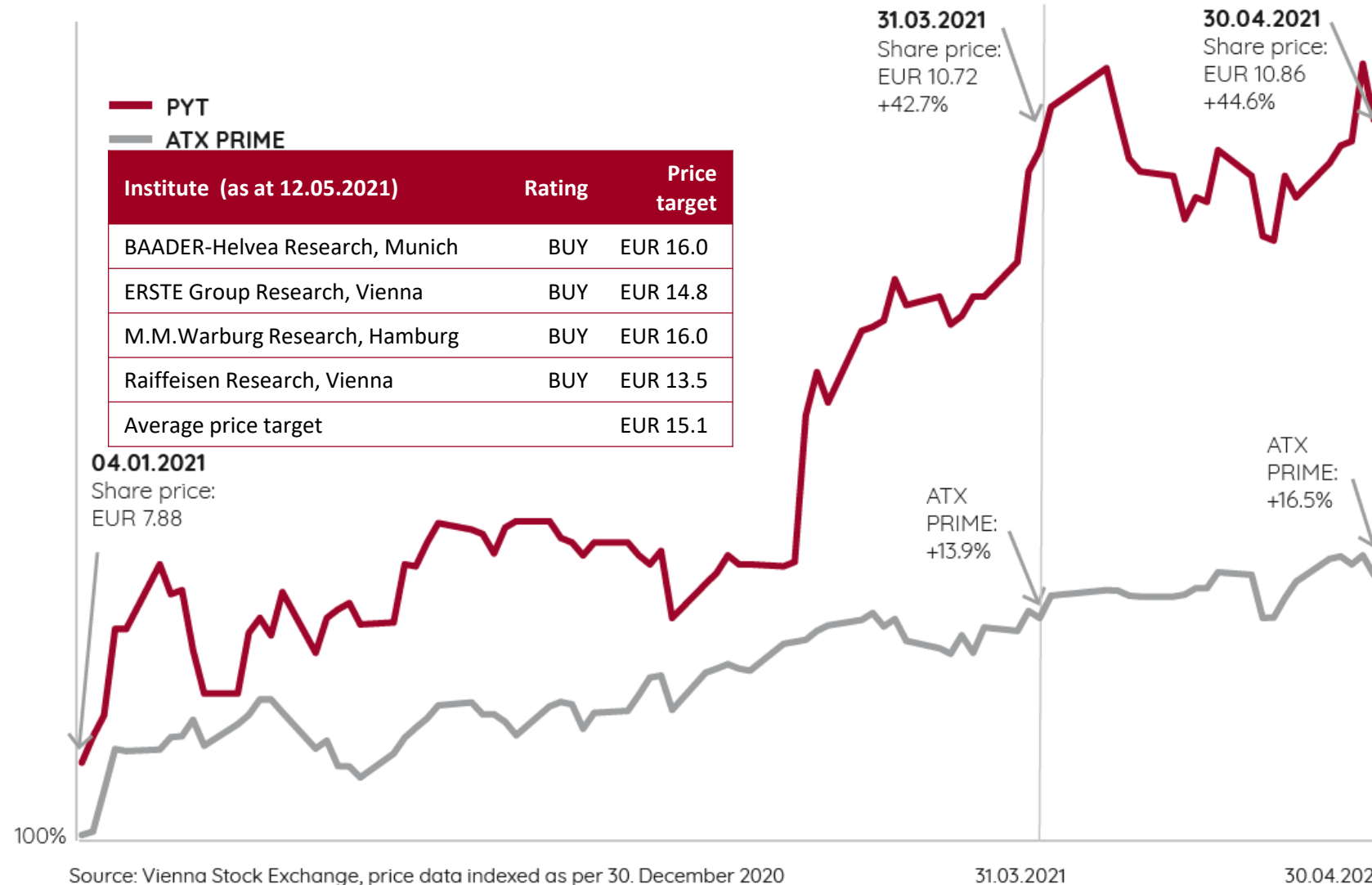
8



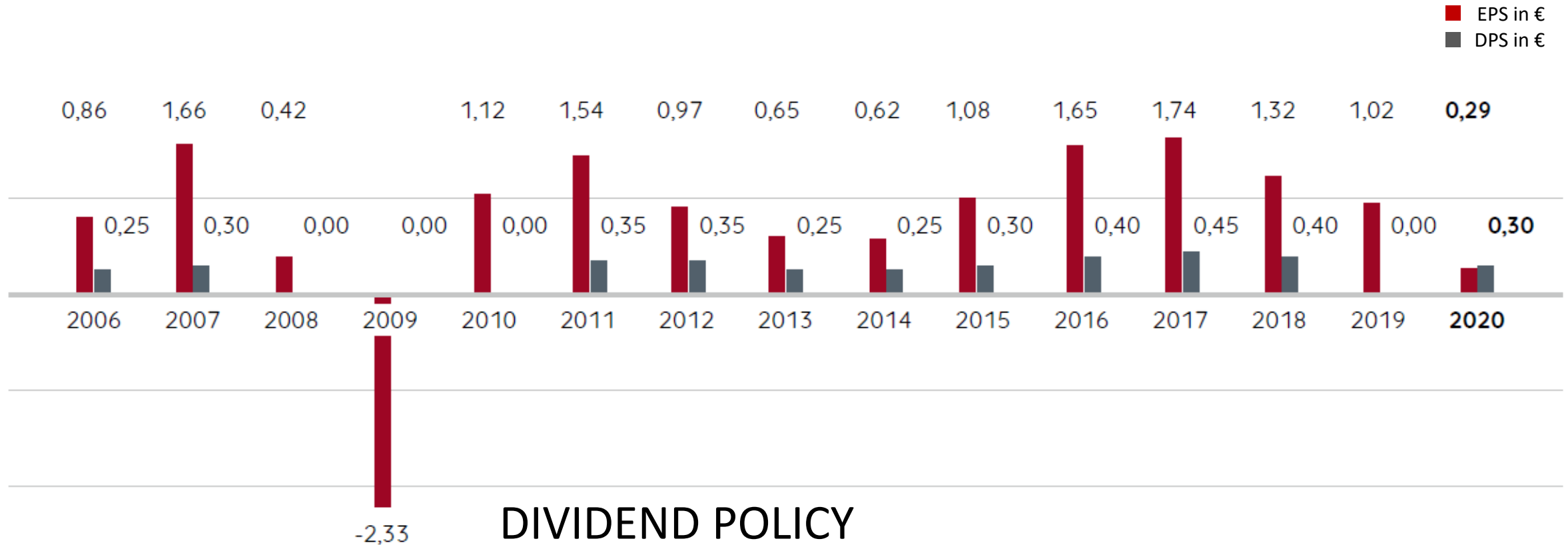
FORCING THE PACE

APPENDIX

POLYTEC SHARE PRICE DEVELOPMENT Q1 2021



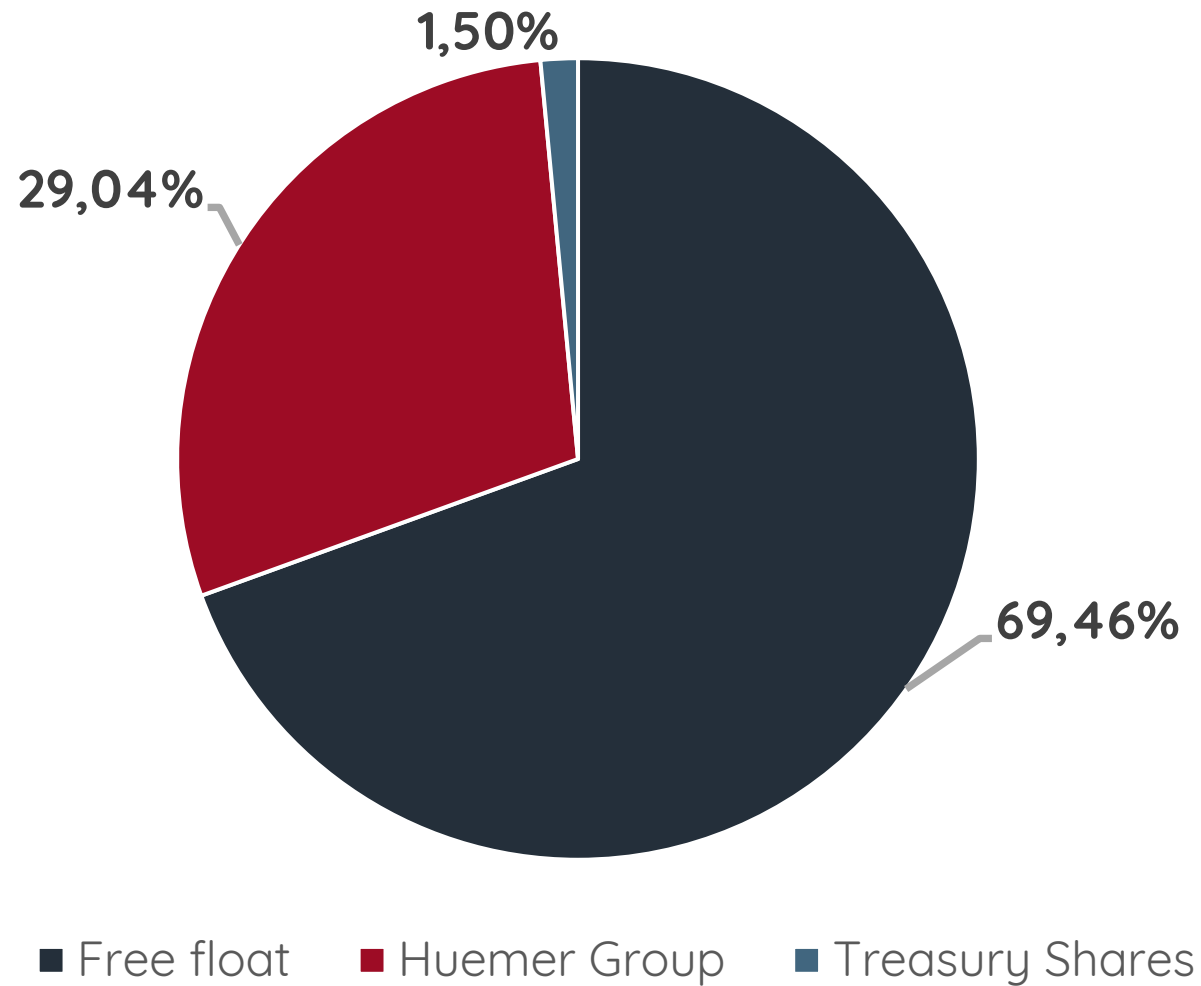
EARNING PER SHARE, DIVIDENDS 2006 – 2020



DIVIDEND POLICY

- based on profitability
- strategic growth perspectives
- capital requirements of the POLYTEC GROUP

SHARHOLDER STRUCTURE



Last change on 30 March 2021:
NN Group N.V.
moved below 4% threshold

CORPORATE CALENDAR 2021



Date	Day	Event
07.05.2021	FRI	Interim report Q1 2021
03.07.2021	SAT	Record date „Annual General Meeting“
13.07.2021	TUE	21st Annual General Meeting FY 2020, Linz, Austria
19.07.2021	MON	Ex-dividend date
20.07.2021	TUE	Record date „Dividends“
21.07.2021	WED	Dividend pay-out date
12.08.2021	THU	Half-year financial report 2021
11.11.2021	THU	Interim report Q3 2021

MAKE YOUR NOTES



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<https://www.polytec-group.com/investor-relations/news>

