

Investor Call H1 2022/2023

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May 2023



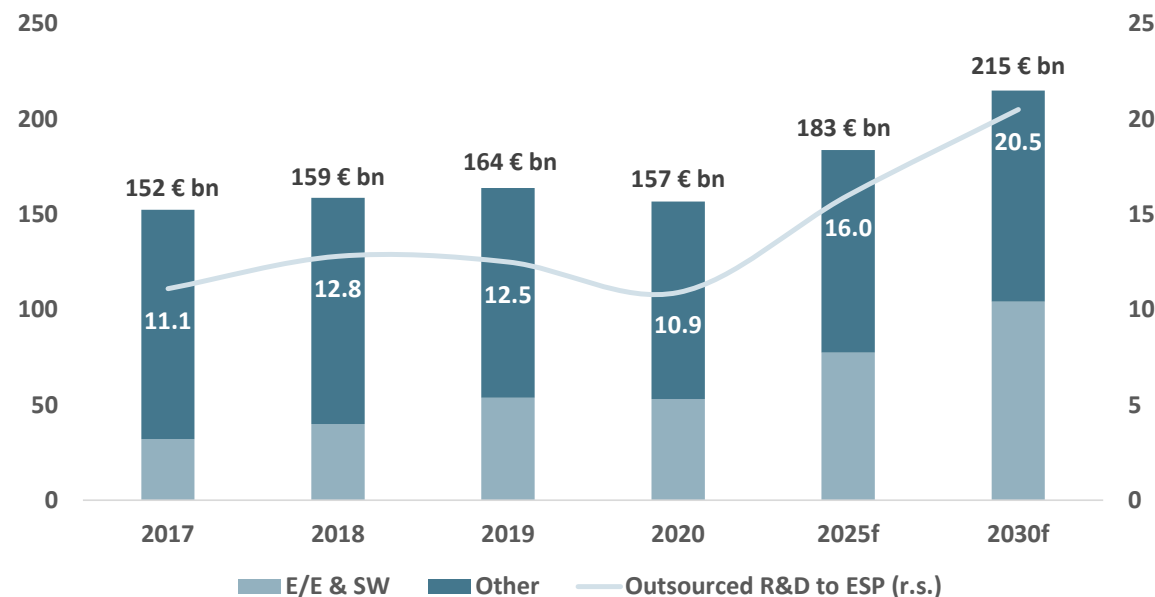
Market & Customer



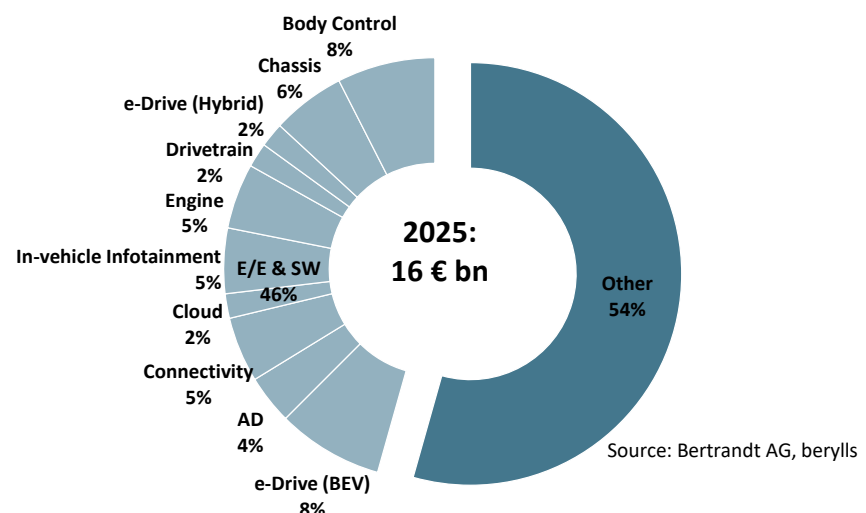


Automotive Industry

The automotive R&D market: expectations becoming reality



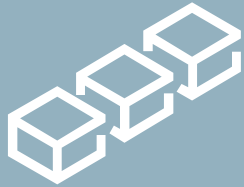
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- Global automotive R&D market
 - EUR 215bn in 2030f (CAGR 2020-2030f: +3.2%)
- E/E & SW R&D as major growth driver
 - 2020: EUR 53bn, 2030f: EUR 104bn (CAGR: +7.0%)
- Strong growth of outsourced R&D
 - 2020: 10.9bn, 2030f: EUR 20.5bn (CAGR: +6.5%)**
- Higher outsourcing fuelled by shift within R&D budgets
- E/E & SW R&D split over various engineering services

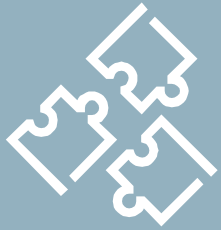
Outlook ESP: size matters



Larger and more holistic R&D projects; emergence of an ESP tier-1 landscape



Outlook ESP: know-how matters



Large ESPs with comprehensive expertise in breadth and depth along the megatrends in demand



Outlook ESP: international set-up matters



Customer proximity
through international
presence

Competitive R&D
capacity

Aviation market environment



Global aviation demand is picking up strongly as the world adjusts to the post-Covid phase



Emissions reduction and climate neutrality are megatrends in the aviation industry.
Goal: climate-neutral flying by 2050



Geopolitical conditions drive R&D in Defence and Space



Substantial investment in research and development required



Positive market environment Trucks and Buses



zero emission trucking

- Dual strategy: BEV and FCEV
- TCO parity expected for 2025 [BEV] | 2027 [FCEV].



autonomous trucking

- AD L4 Hub-to-Hub no later than 2027
- Drivers: TCO share driver, safety, driver shortage



connected | digitized trucking

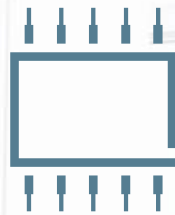
- Optimized fleet and freight management
- extended services along new mobility [2nd life batteries, virtual driver, hub management]

Outlook Market Environment Industries (Germany)



Manufacturing industry

Forecast 2023:
Slight growth



Electrical industry

Forecast 2023:
Strong start to the year
1-2% full-year production
growth



Medical technology

Forecast 2023:
Slight sales growth
despite challenging
market conditions



Machinery & Plant engineering:

Forecast 2023:
Production: -2 %

TAKE AWAY - Market and Customer



Positive medium-term outlook in key sectors and markets



Megatrends and legal regulation drive investment in research and development



Trend toward larger awards and greater depth of responsibility



Expansion of the international development network: proximity to customers, global development resources, competitiveness



Financials

H1 2022/2023



Highlights and general conditions

- Double-digit growth in total revenues and EBIT
- Equity and equity ratio further strengthened
- Strategic initiatives progressing, e.g.:
 - Internationalization
 - "New OEMs"
- Forecast raised: more dynamic growth in total output expected



Highlights and general conditions

- R&D spending in our customer industries at a high level
- German automotive industry: around EUR 50 bn p.a. for R&D in the years 2023-2027 with a focus on electromobility, autonomous driving and digitization (VDA)
- (Green) transformation progressing
- Stress factors:
 - Sick leave
 - Inflation and cost management
 - Working day effect



Highlights - Personnel

- Record number of employees: 13,715 in the Group
- Almost 1,000 net new hires compared with previous year
- Inflation compensation for employees
- Internationalization of the Group:
 - Third site opened in Romania
 - Operational unit established in Morocco
- New brand identity: Nomination for the German Brand Award 2023



H1 2022/2023 at a glance



P&L | Total revenues EUR 573m (2021/22: EUR 487m, +17.6%)
EBIT EUR 24m (2021/22: EUR 21m, +15.2%) | Margin: 4.2% (2021/22: 4.3%)



Cash flow | Free cash flow EUR 10.2m (2021/22: EUR 21.2m)



Investments | EUR 13.0m (2021/22: EUR 32.7m incl. payout for Philotech Group)



Share | EUR 50.00 (3/31/2023, +13% yoy)



Employees | Record 13,715 (+985 yoy)

Q2 2022/2023 at a glance



P&L | Record quarter for total revenues: EUR 292.7m (Q2 21/22: 254.1m, +15.2%)



EBIT | EUR 12.5m (Q2 21/22: 10.9m) | Margin: 4.3% (Q2 21/22: 4.3%)

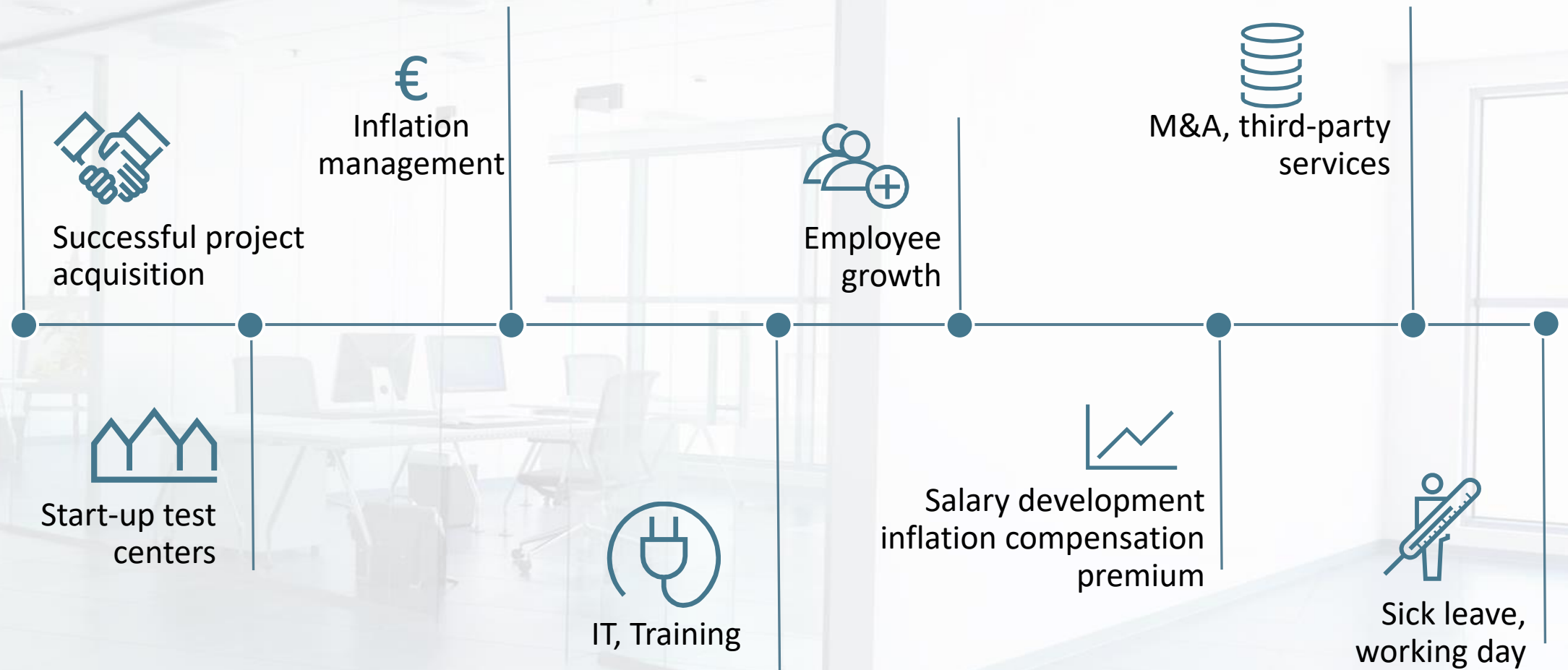


Investments | EUR 5.4m (Q2 21/22: EUR 27.5m incl. payout for Philotech Group)



Employees | Growth +8% yoy (abroad: +16% yoy), foreign ratio ~24% (21/22: ~21%)

Factors influencing total output and EBIT



P&L H1 2022/2023

01/10/2022-31/03/2023 in EUR m	H1 2022/2023	H1 2021/2022	% yoy
Total revenues	573.135	487.251	17.6%
Other operating income	2.913	6.813	
Raw materials and consumables used	-66.816	-50.747	
Personnel expenses	-411.461	-355.214	
D&A	-27.223	-28.363	
Other operating expenses	-46.550	-38.894	
EBIT	23.999	20.846	15.1%
Net finance income	-3.294	-3.408	
EBT	19.494	16.369	19.1%
Post-tax earnings	13.963	10.844	28.8%
EPS (EUR)	1.38	1.07	28.7%

- Around 18% growth in total output thanks to solid market demand and successful project awards
- Cost of materials: project-related increase in external services, particularly in Q1 2022/2023
- Personnel expense ratio 71.8% (previous year 72.9%)
- Other operating expenses influenced by sales initiatives, recruiting, training/education
- Electricity prices largely fixed
- Tax rate further normalized

Heterogeneous development in the segments

EUR million								
	Digital Engineering		Physical Engineering		Electrical Systems / Electronics		Total for all divisions	
01/10 until 31/03	2022/2023	2021/2022	2022/2023	2021/2022	2022/2023	2021/2022	2022/2023	2021/2022
Revenues	288.508	274.225	122.677	115.172	212.807	159.363	623.992	548.760
Transfers between segments	19.804	34.266	8.041	11.940	23.299	15.629	51.144	61.835
Consolidated revenues	268.704	239.959	114.636	103.232	189.508	143.734	572.847	486.926
Other internally generated assets	0.032	0.014	0.252	0.237	0.003	0.075	0.287	0.326
Consolidated total revenues	268.736	239.973	114.888	103.469	189.511	143.809	573.135	487.251
Depreciation/amortisation	-5.962	-5.941	-17.307	-18.109	-3.954	-4.313	-27.223	-28.363
EBIT	14.773	16.429	-5.939	-5.937	15.166	10.354	23.999	20.846

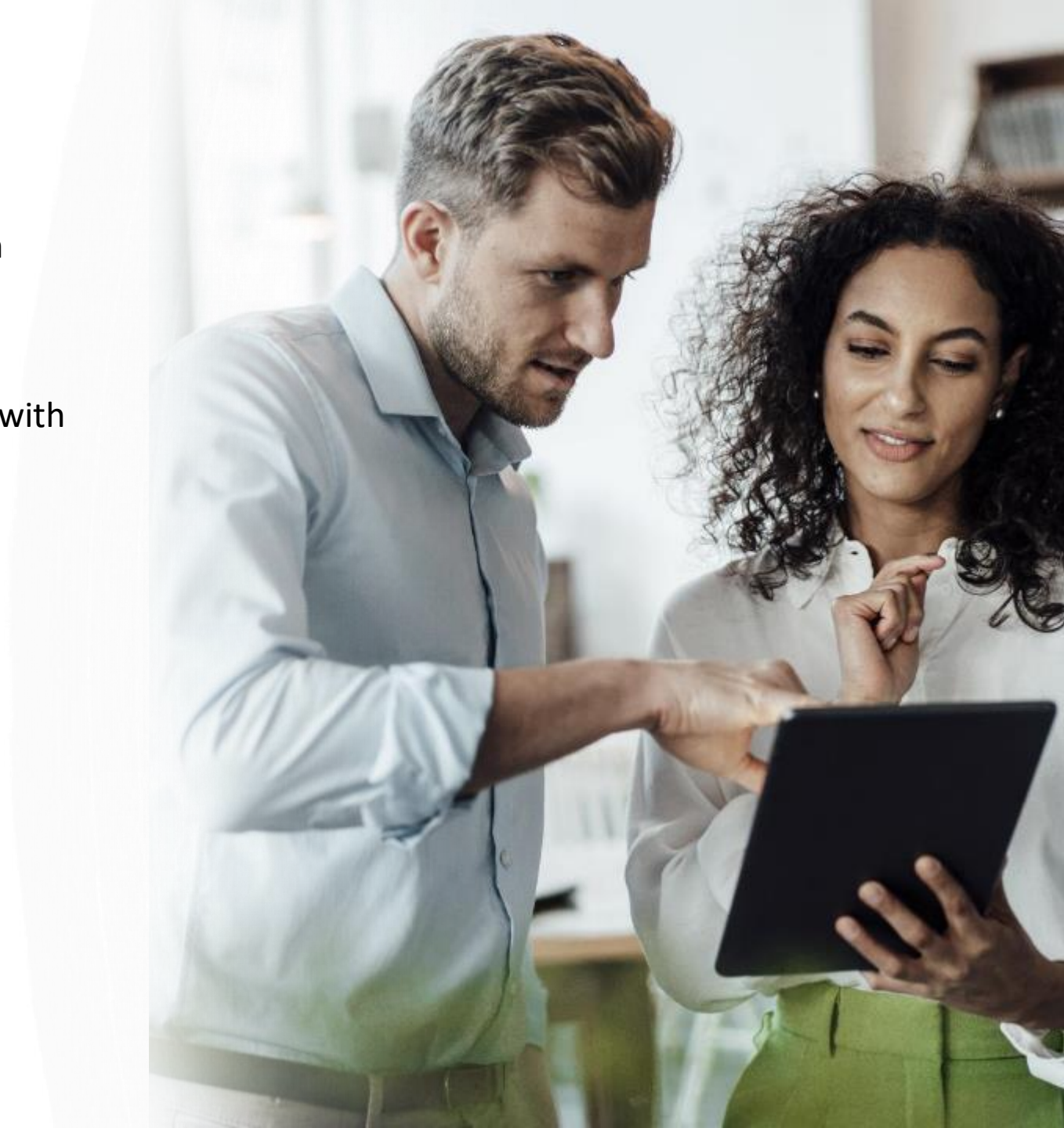
- **Digital Engineering:** Rising market demand in Germany and abroad, billing effects
- **Physical Engineering:** Further recovery, start-up costs
- **Electrics/Electronics:** Megatrends drive dynamic growth and pleasing earnings

KPIs Balance Sheet

Item (EUR m)	H1 2022/2023	2021/2022	Comment
Non-current assets	EUR 419.8m	EUR 444.1m	End of investment cycle, D&A, increased net deferred taxes
Working capital	EUR 296.7m	EUR 293.9m	Stable despite increase in business activity
Cash and cash equivalents	EUR 138.9m	EUR 161.6m	Dividend payment, repayment of liabilities
Equity	EUR 437.6m	EUR 431.8m	Slight increase
Equity ratio	47,7%	45,2%	Strengthening of equity, shortening of balance sheet
Gearing (%) - NFD*/equity * incl. other fin. liab. (incl. leasing)	43,5%	44,3%	Slight improvement

Forecast fiscal year 2022/2023

- Macroeconomic conditions in Europe and Germany in particular less weak than feared
- German automotive industry shaping transformation with high investment in R&D
- Successful recruiting and internationalization
- Inflation and geopolitical tensions as risk factors



Forecast 2022/2023 (update)

(previously: EUR 60-100 million)



EUR

100-150 million

growth in total output



4,1-7%

EBIT margin
(previous year: 4.1%)



Positive

Cash flow from
operating activities



EUR

25-40 million

CapEx

TAKE AWAY - development H1 2022/2023



Megatrends and legal regulation drive investment in R&D



Double-digit growth in total output and EBIT



Strategic alignment of the Group further strengthened



Active management of external factors



Short- and medium-term drivers intact:
Forecast raised



Q&A

H1 2022/2023

Bertrandt AG



Thank you very much



magazine

Award nominee
Europe 2023

Categories:

- Best overall investor relations (small cap)
- Best investor relations officer (small cap)

Backup

Financial Calender



Times & Dates

07 August 2023 Q3 2022/2023

December 14, 2023 FY 2022/2023, Analyst and Press Conference

[FY 2021/2022 Annual & ESG report](#)

Contact details

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Vice President Commercial (Bertrandt Ingenieurbüro GmbH)



magazine

Award nominee

Europe 2023

Categories:

- Best overall investor relations (small cap)
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