

GROUP ANNUAL RESULTS 2020



MARCH 2021

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GROUP ANNUAL RESULTS 2020 2020 AT A GLANCE



TURNOVER	€284.5M -24% vs2019	Deep negative impact in sales due to COVID-19	
EBITDA	€26.4M 9.3% o/Turnover	Better profitability comparing to pre-covid levels (11.3% 4Q2020)	
EARNING BEFORE TAXES	€4.0M 1.4% o/Turnover	Positive profit in spite of market situation. €3M come from accounting FX impact	
INDEBTEDNESS	2.48x 2.76x in 2019	Management of debt and focus on cash generation	
LIQUIDITY RESERVE	€63.1M	Resilience to face any short-term contingency	
САРЕХ	€12.7M 4.5% o/sales	Rigorous cash control to balance finance sustainability with growth	
EMPLOYMENT	3,280pax -5% vs2019	Focus in maintain the most num. employees as possible after Covid	

GROUP ANNUAL RESULTS 2020 CLOSING 2020 / BUDGET 2021





In € Million	2019A	2020A	2021B	
SALES	378.1	284.5	341.1	
EBITDA	31.9	26.4	37.8	
%EBITDA o/sales	8.5%	9.3%	(11.3%)	
EBT	9.8	4.0 18.2		
% EBT o/SALES	2.6%	1.4%	5.3%	

Group performance shows, with a stable demand, a **consolidated cost structure** to reach attractive profitability, as we can see in **Q4 2020 EBITDA margin (c.11.7%)**, including December, which is a tough production month.

2021: i) Sales 2021 are 100% already awarded ii) Being the starting point 11.7% EBITDA margin and ▲ 18% increase of sales versus 2020, we will expect to dilute costs in excess, to reach profitability budgeted goals.

2020: i) Roughly €3M accounting FX losses are impacting dramatically in Financial results, mainly because of Mexico and Brazil currency depreciation

GROUP ANNUAL RESULTS 2020 MARKETS DISTRIBUTION





GROUP ANNUAL RESULTS 2020 SALES DISTRIBUTION



SALES DISTRIBUTION PER TECHNOLOGY



PRODUCT VEHICLE AREAS



HIGHLIGHTS

- ✓ Main relevant last two acquisitions are on track:
 - ✓ Successful and consolidated integration of Aluminum Tech (Bravo Group) since 2018 → improving profitability yearly
 - ✓ Great performance in the US Market thanks of **T. Nashville** → Strategic products and profitability is achieved.
- ✓ Mid-term automotive trend is based on Hybrid vehicles which is a huge **OPPORTUNITY** for Teknia technologies
- ✓ Pure ICE exposure is limited as of 2020 and decreasing towards the future → Bear in mind ICE cars means c. 90% out of total LV production as of today.

GROUP ANNUAL RESULTS 2020 CUSTOMERS DIVERSIFICATION





Diversification: Collaboration with a wide range of leading companies

Credit solvency: High credit ratings of our more relevant customers

Recurrence and market confidence: more than 15 years of production for key customers of our principal clients

<u>Present</u>: 85% of our production is assembled either on EV or ICE.

Future: Only 15% of our current production are exclusive for ICE, being 90% related to engine cooling.

Teknia is moving towards cooling of EV battery systems with similar technology.

GROUP ANNUAL RESULTS 2020 DEBT STRUCTURE





HIGHLIGHTS

- Leverage ratio has been reduced 0.4x, even 2020 EBITDA profitability has decreased dramatically.
- ✓ NO WAIVER request was required to fulfill Group commitments with investor portfolio
- ✓ **Diversified sources of funding** to face any unexpected shortage.
- ✓ €9M are credit lines with due date above 24 months



	VAR 2020-2019				2020		
	Sales (%)	EBITDA (%)	%EBITDA o/Sales (b.p.)	Average Employees (%)	NFD/EBITDA (x)	Net Profit o/Sales	
PLAYER I	-17%	-27%	-221 b.p.	-10%	3.7x	-	
PLAYER II	-18%	-38%	-288 b.p.	-7%	3.1x	-	
TEKNIA	-24%	-17%	85 b.p.	-5%	2.5x	+	
Most positive sce	nario			Source: Benchmark infor	mation from respective "2020 Resu	Ilts Presentation" of companies	

HIGHLIGHTS

- Teknia has suffered the highest fall in sales but the good performance in cost structure has permitted to get better profitability than competitors.
- \checkmark One of the few players with EBITDA margin o/sales better than previous year \rightarrow 85 basic points increase
- ✓ Keeping almost **same staff structure than 2019** even the dramatic fall in sales
- Better Leverage ratio than 2019 thanks of well management control and cash generation. <u>NO NEED OF</u> <u>INVESTORS WAIVER.</u>

GROUP ANNUAL RESULTS 2020 FOCUS ON MAINTAINING EMPLOYMENT







TELEWORKING IN POSITIONS THAT DO NOT REQUIRE PHYSICAL PRESENCE







INTERNATIONAL INSURANCE ON TRAVELS ABROAD

GROUP ANNUAL RESULTS 2020 EMPLOYEES BY GEOGRAPHY





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