

# GROUP ANNUAL RESULTS

## 2021



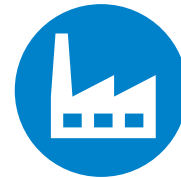
Founded in  
**1992**

30 years' experience in  
Automotive Sector



Markets  
**12**

Presence in different  
countries



Locations  
**20+**

Production sites



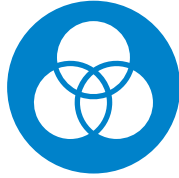
Technologies  
**5**

Different state-of-the-art  
technologies



Tech centers  
**4**

Niche product design  
& tailored equipment



M&A  
**20+**

Companies successfully  
integrated



Turnover  
**€324M**

In 2021



People  
**3,237**

Total staff  
end of 2021

Turnover	<b>€324M</b> +14% vs 2020	Sales volatility: periodic drops in sales orders due to production limitations in automotive supply chain (semiconductor shortage)
EBITDA	<b>€32.8M</b> +24% vs 2020	Breaking records: the best result in the last 10 years
%EBITDA margin	<b>10.2%</b> +0.9pp vs 2020	Improvement of profitability as a result of close monitoring and strict cost control
LEVERAGE	<b>x2.34</b> x2.48 in 2020	Senior secured note (€20M) fully repaid. Conservative debt management
CASH	<b>€19M</b> €41M in 2020	Optimization of cash levels, facing an evident contraction of working capital
CAPEX	<b>€14.7M</b> 4.5% o/sales	Complying with investment plans, prioritizing capacity-increase projects
EMPLOYMENT	<b>3,237 FTE</b> ≈ 2020	Main objective: retain staff and know-how

## DEVELOPMENT OF THE MAIN INDICATORS

	2019A	2020A	2021A
TURNOVER	378.1	284.5	323.8
EBITDA	31.9	26.4	32.8
%EBITDA margin	8.5%	9.3%	10.2%
EBIT	13.6	9.4	16.5
%EBIT margin	3.6%	3.3%	5.1%

In € Million

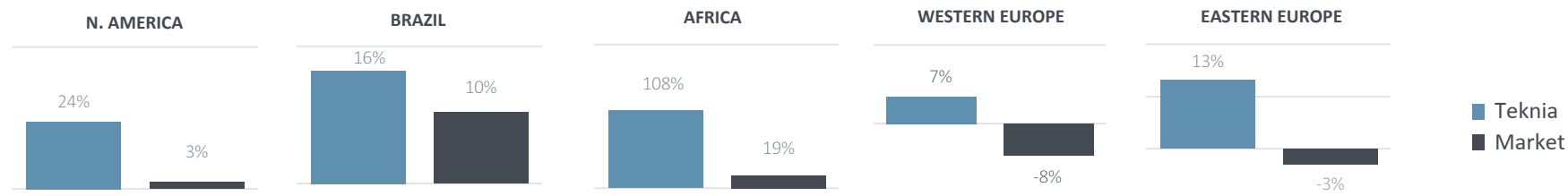
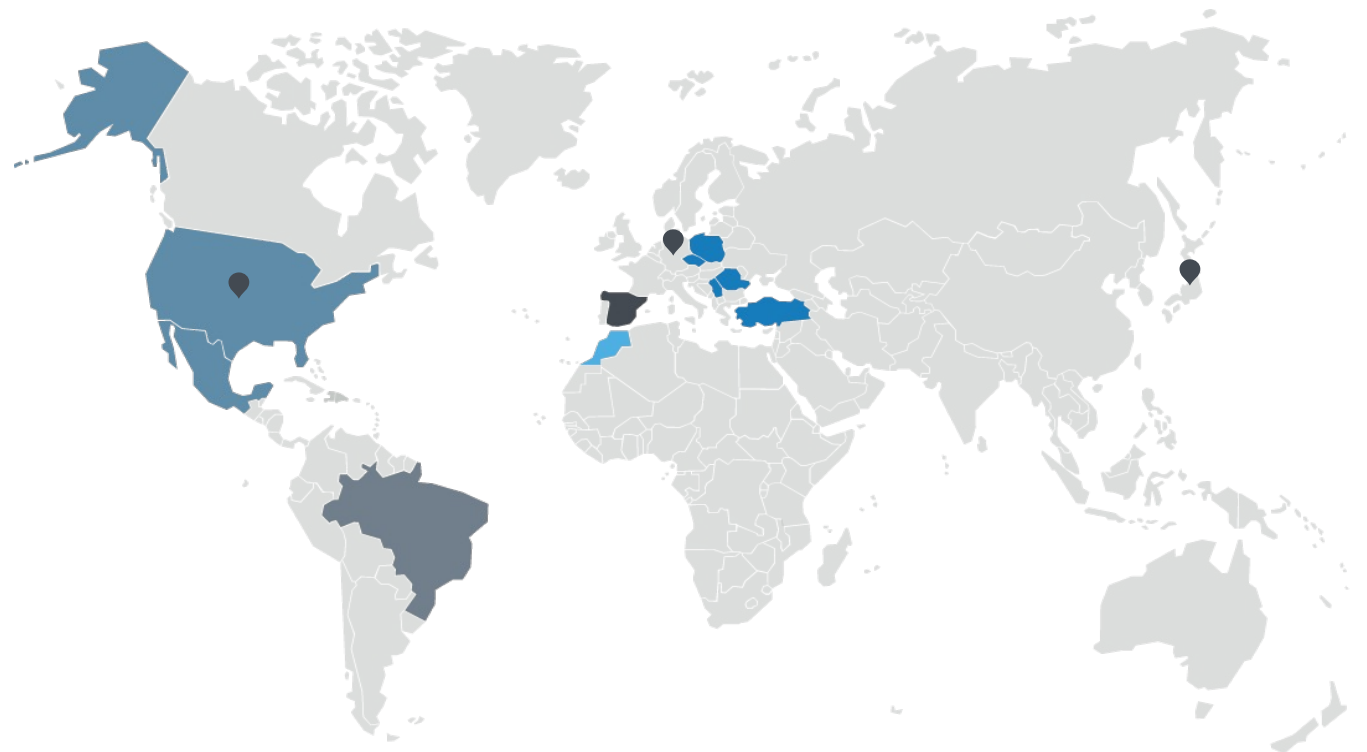
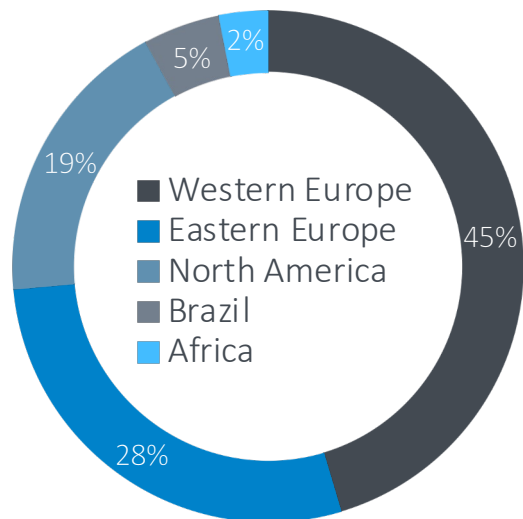
Despite the chip shortage and sales volatility, Group turnover grew by 14% yoy. This increase has been driven by the close monitoring of KPIs, contingency preparedness and readiness to execute strategy changes at short notice.

In 2020, the Group managed to adjust its cost structure and has been able to maintain it throughout 2021 by passing on price increases.

Profitability continued to improve (+0.9pp), reaching double digits and outperforming automotive market trends.

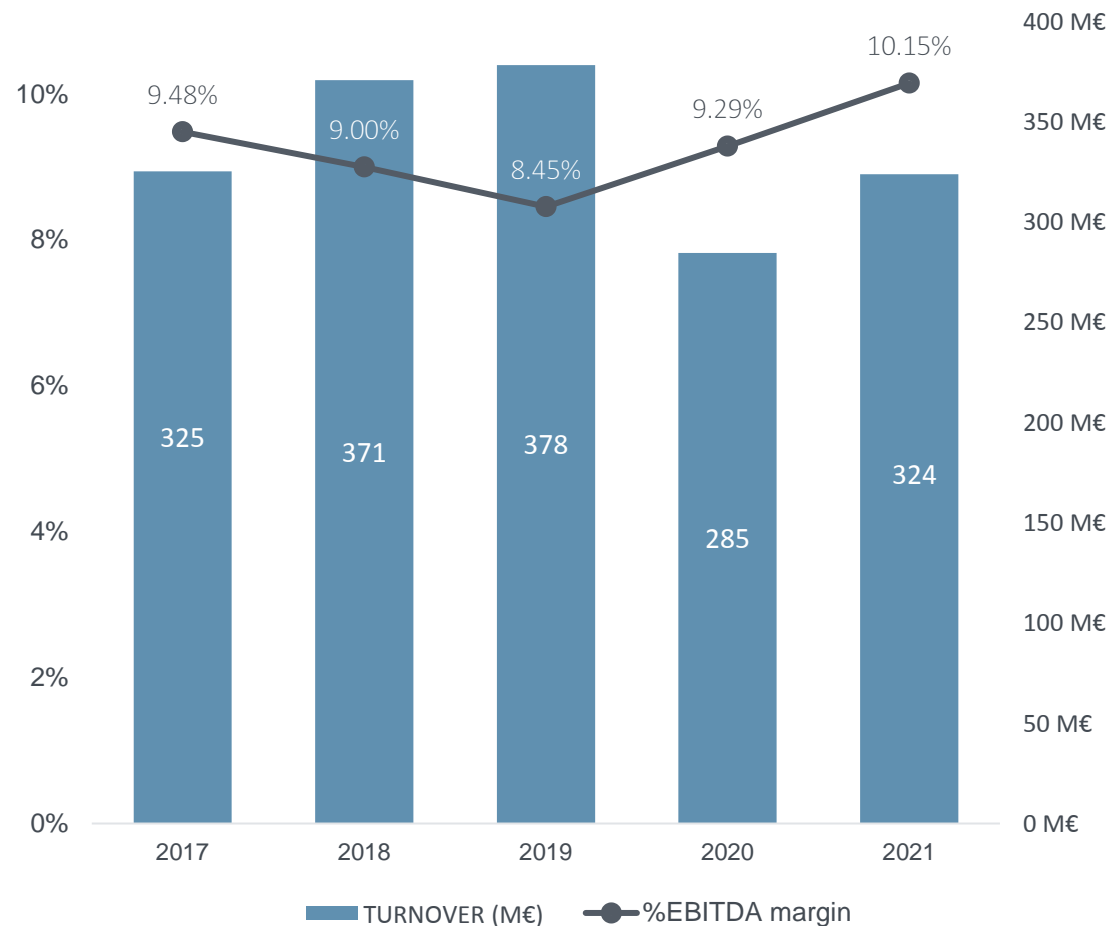
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## PRODUCTION BY LOCATION

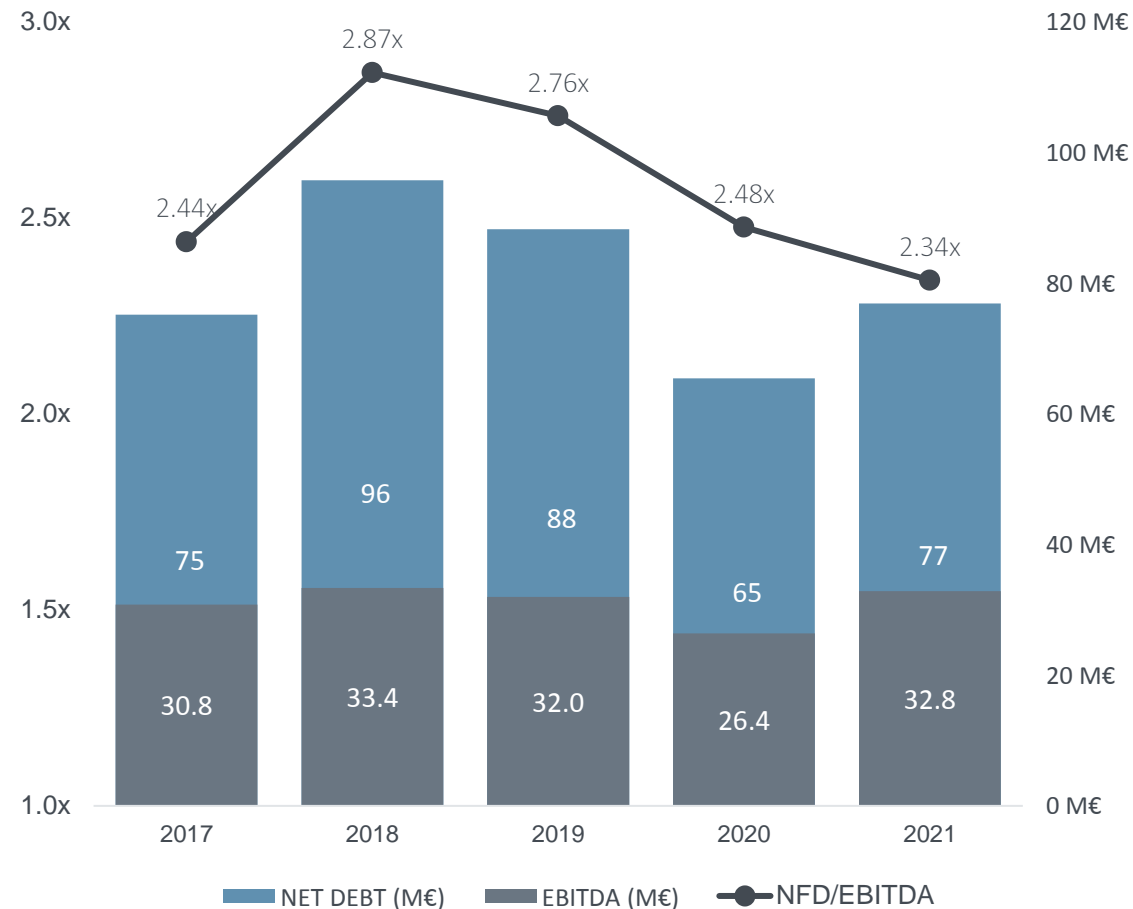


Teknia's turnover grew by 14%, outperforming significantly the market by 12.3 pp. (1.7% in Teknia's perimeter)

### TURNOVER & EBITDA MARGIN

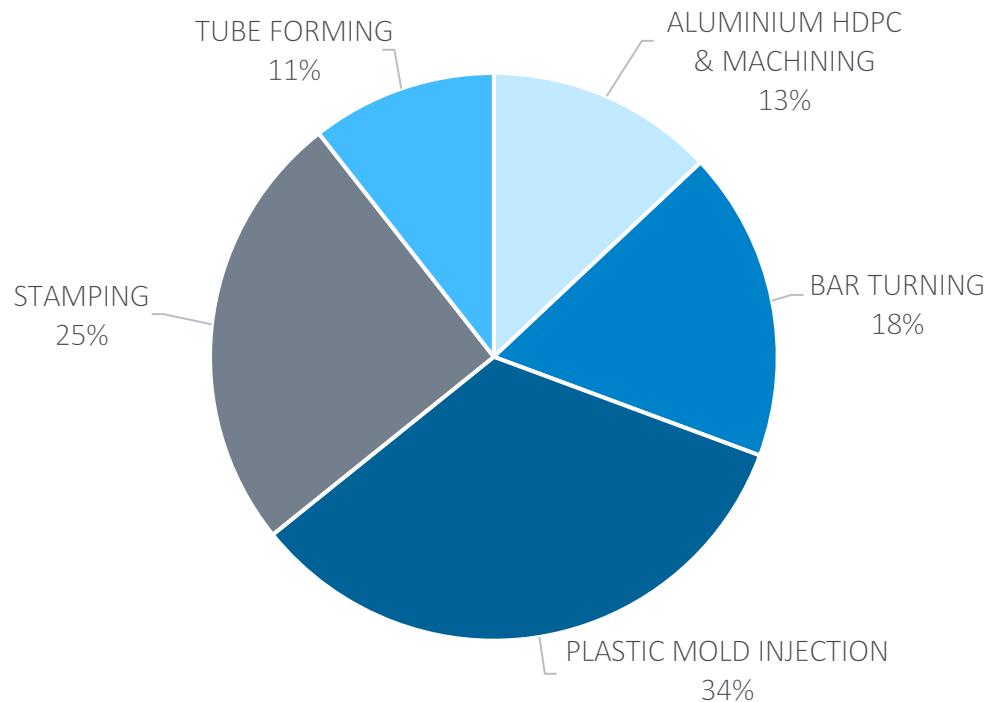


### NFD & EBITDA



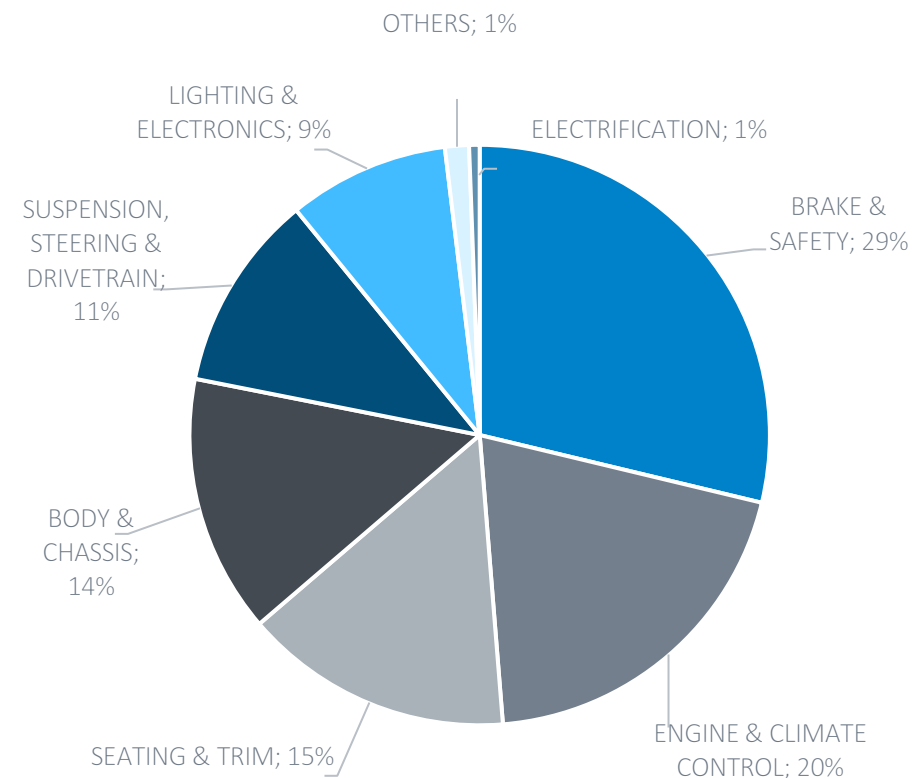
### TECHNOLOGY

Manufacturing partner for mobility to its customers with extensive expertise and specialization in five well-balanced core technologies



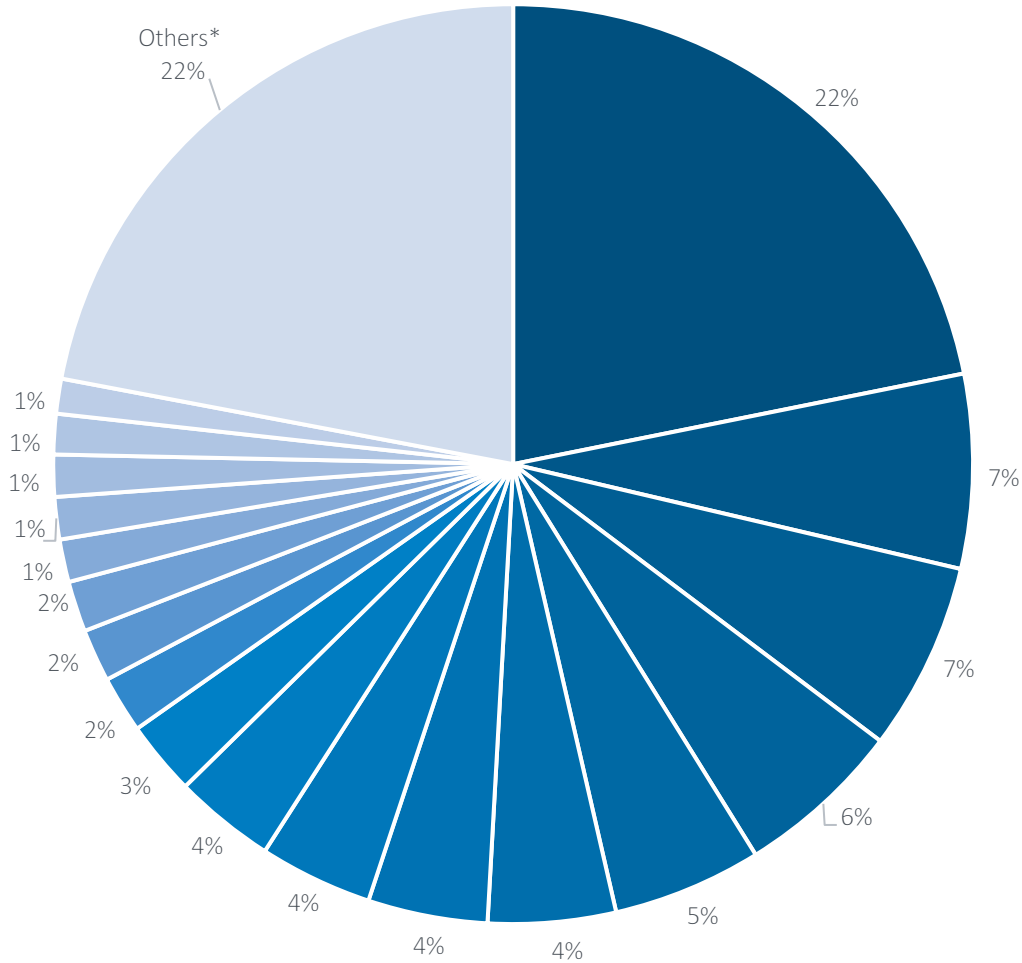
### PRODUCT CATEGORIES

Teknia's product portfolio covers a wide variety of vehicle component categories and is being expanded to new mobility solutions including, electric vehicles



More than 80% of Teknia sales are components present both in EV and ICE vehicles

# GROUP ANNUAL RESULTS 2021 CUSTOMER DIVERSIFICATION



\*Others = 110 customers <1% over total turnover

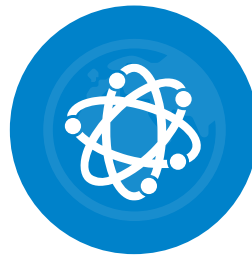
Data source: Internal information 2021



**Teknia is the manufacturing partner for mobility to its costumers**

The Group uses its technologies and know-how to manufacture new mobility solutions

**NEW PRODUCTS & TECHNOLOGIES**  
For vehicle electrification



With the acquisition of Teknia Santander, the Group has added new products, such as axis, to its portfolio; further inorganic growth opportunities are in progress. The Group offers multiple core material solutions for EVs, such as aluminium, plastic, and steel.

**ADVANCED MANUFACTURING**  
Digitalization



Teknia focuses on advanced manufacturing, data management, and digitalization to enhance its deep knowledge as manufacturing partner.

**CORPORATE STRATEGY**  
Long-term focus



The Group will strengthen its Corporate Strategy with the creation of a dedicated department to analyse, seize and overcome opportunities and challenges.



Thank you for your attention

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 Teknia

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