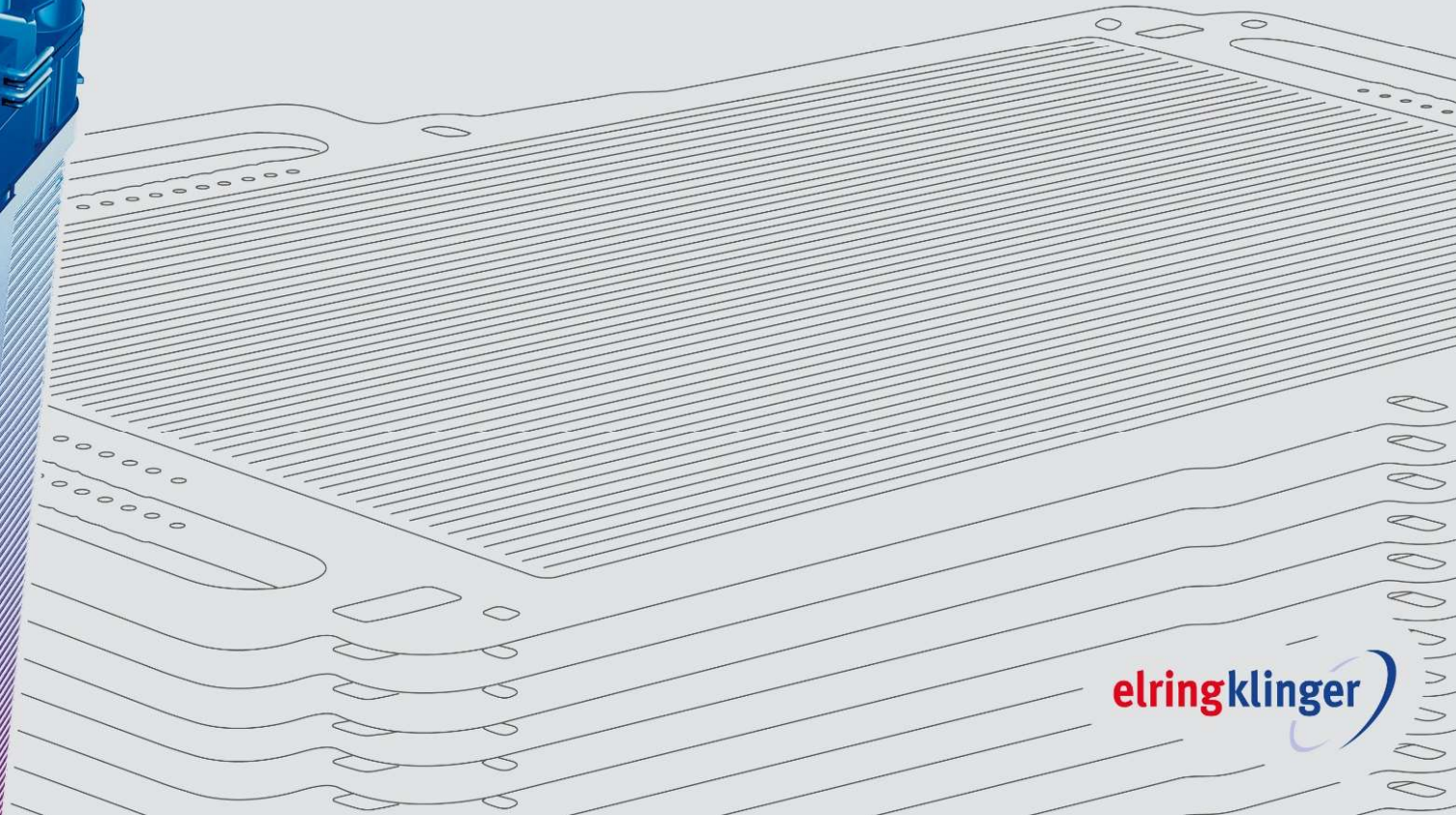
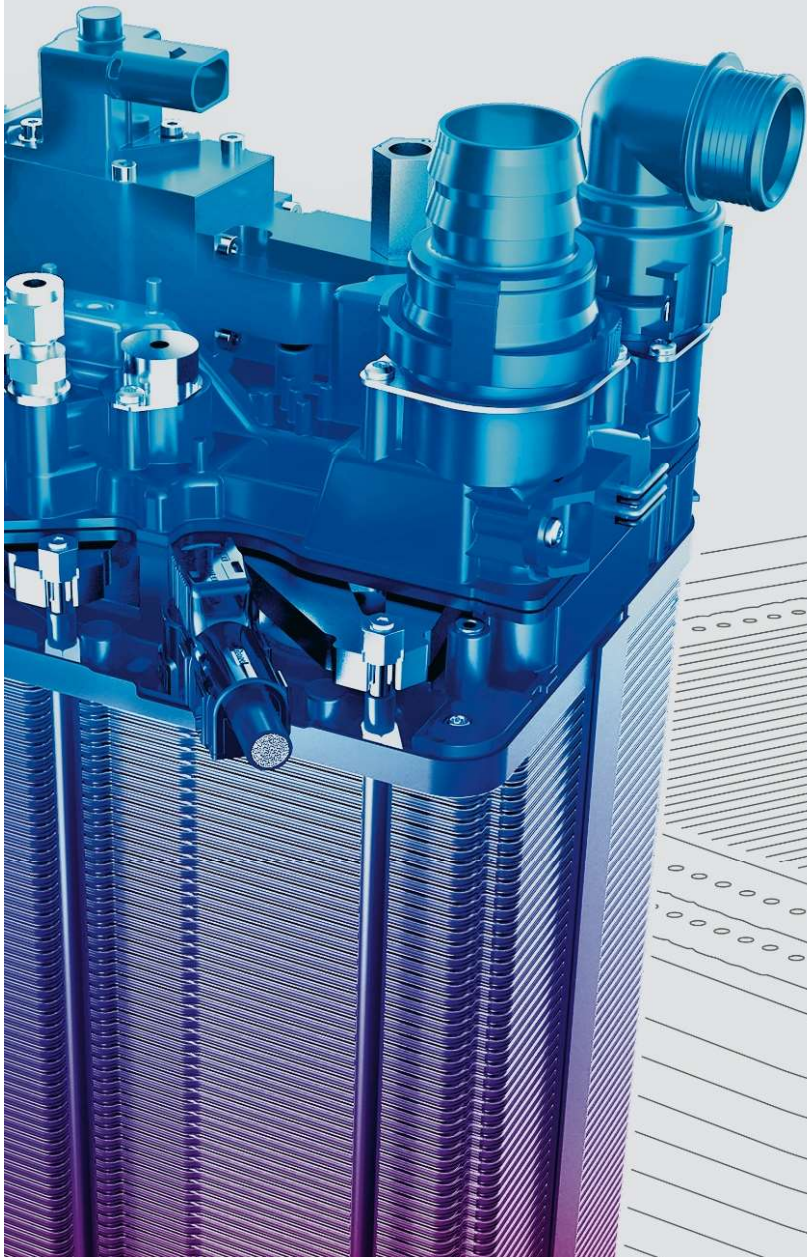


Conference Call on Q2 2020

August 7, 2020



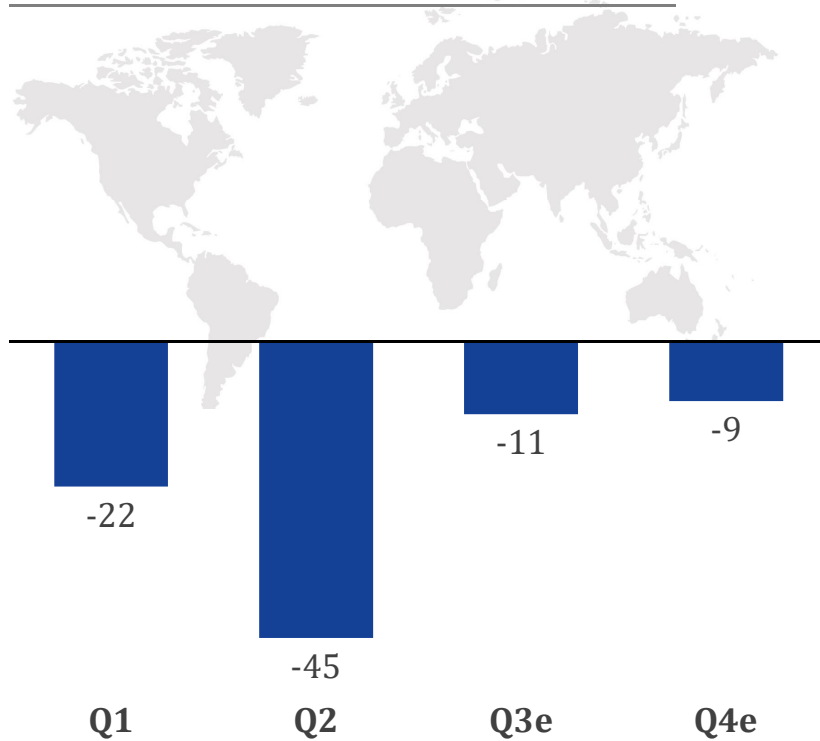
Q2 2020 – the coronavirus quarter

- From March until May, **production was either scaled down or temporarily halted** in Europe, North America, South America, South Africa and parts of Asia
- **Sales declined** by 41.9 % to EUR 252.2 million, **organically by 40.5 % – global LV production down by 44.5 %**
- **EBIT at EUR -32.4 million** in Q2 2020 and EUR -16.4 million in H1 2020 after a solid first quarter
- **Despite coronavirus pandemic, positive operating free cash flow** of EUR 25.8 million generated in Q2 2020
- **Group on track to further reduce net financial debt:** reduction of another EUR 23 million since March 31, 2020 and of EUR 120 million over the past 12 months
- **Coronavirus pandemic at ElringKlinger:**
 - Preventive and effective measures taken fast after first spread over Asia, e.g. global travel restrictions, special office rules or comprehensive hygiene rules
 - Relatively low numbers of infection so far
 - High group-wide discipline in implementation

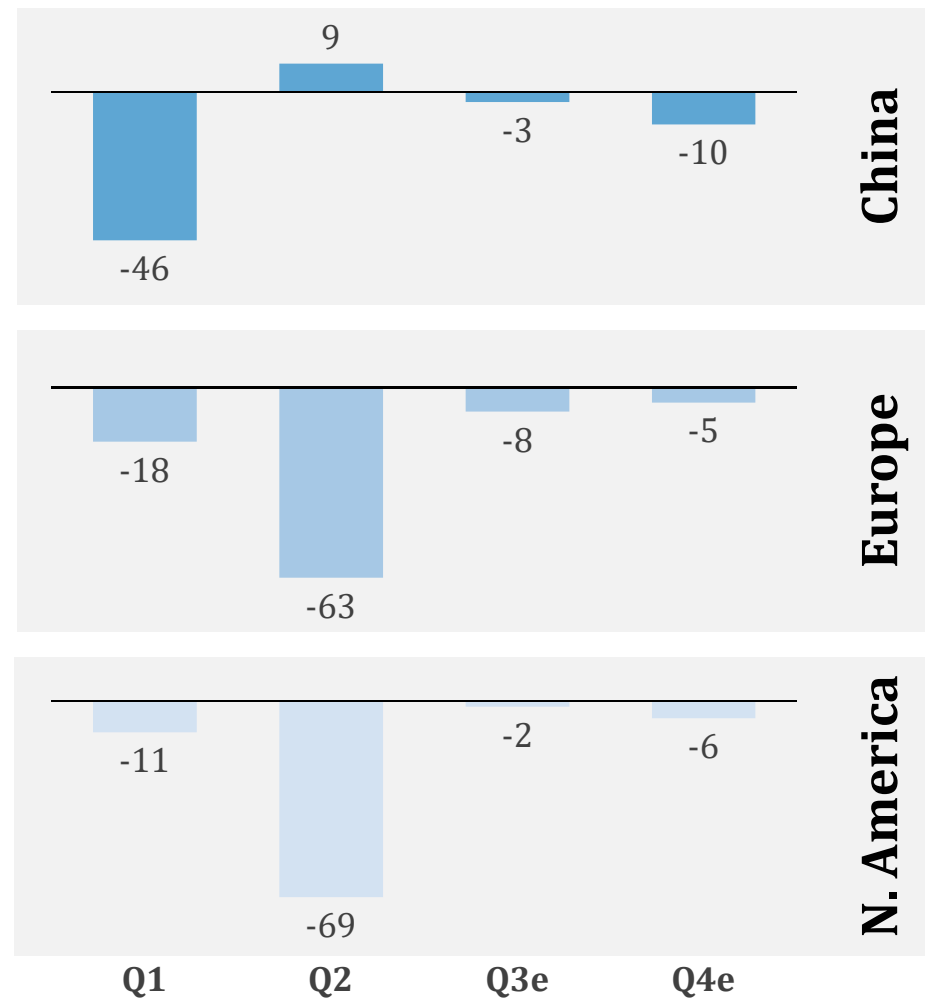
Coronavirus crisis impacts auto industry

Two different quarters by region in H1 2020

Global LV production change 2020 - in %



LV production change 2020 in main markets - in %



Source: IHS (07/2020), JP Morgan, ElringKlinger Research

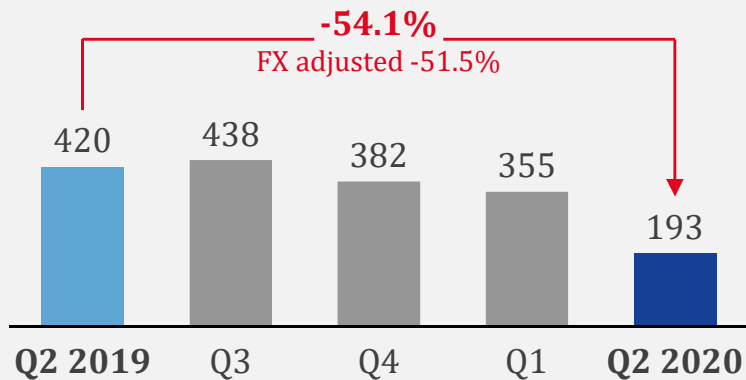
Financials



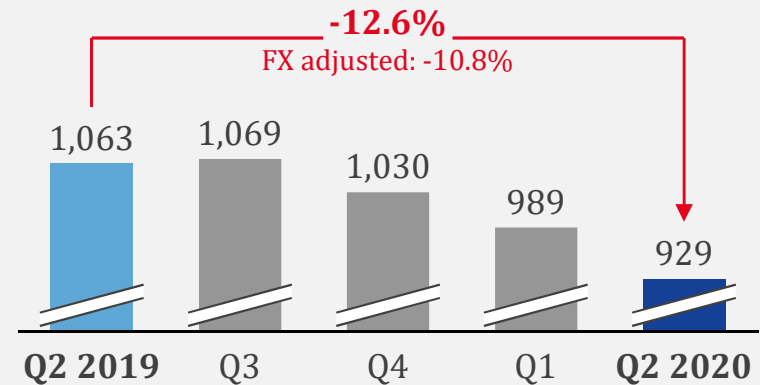
Q2 2020

Orders and sales impacted by coronavirus pandemic

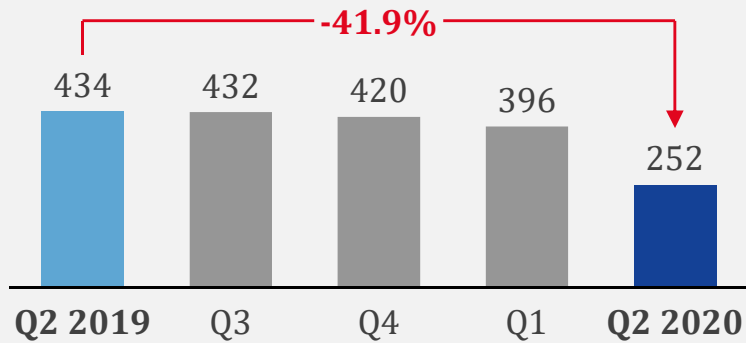
Order intake – in EUR million



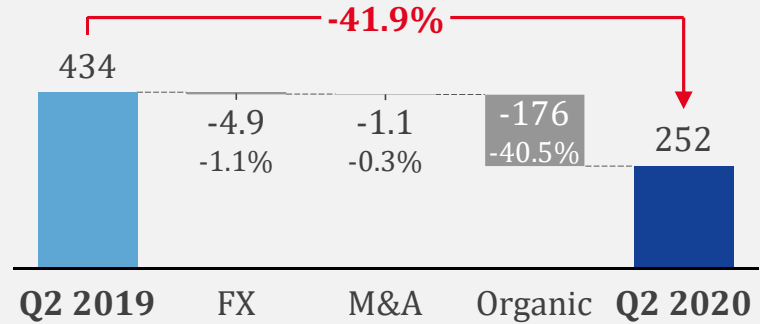
Order backlog – in EUR million



Sales – in EUR million



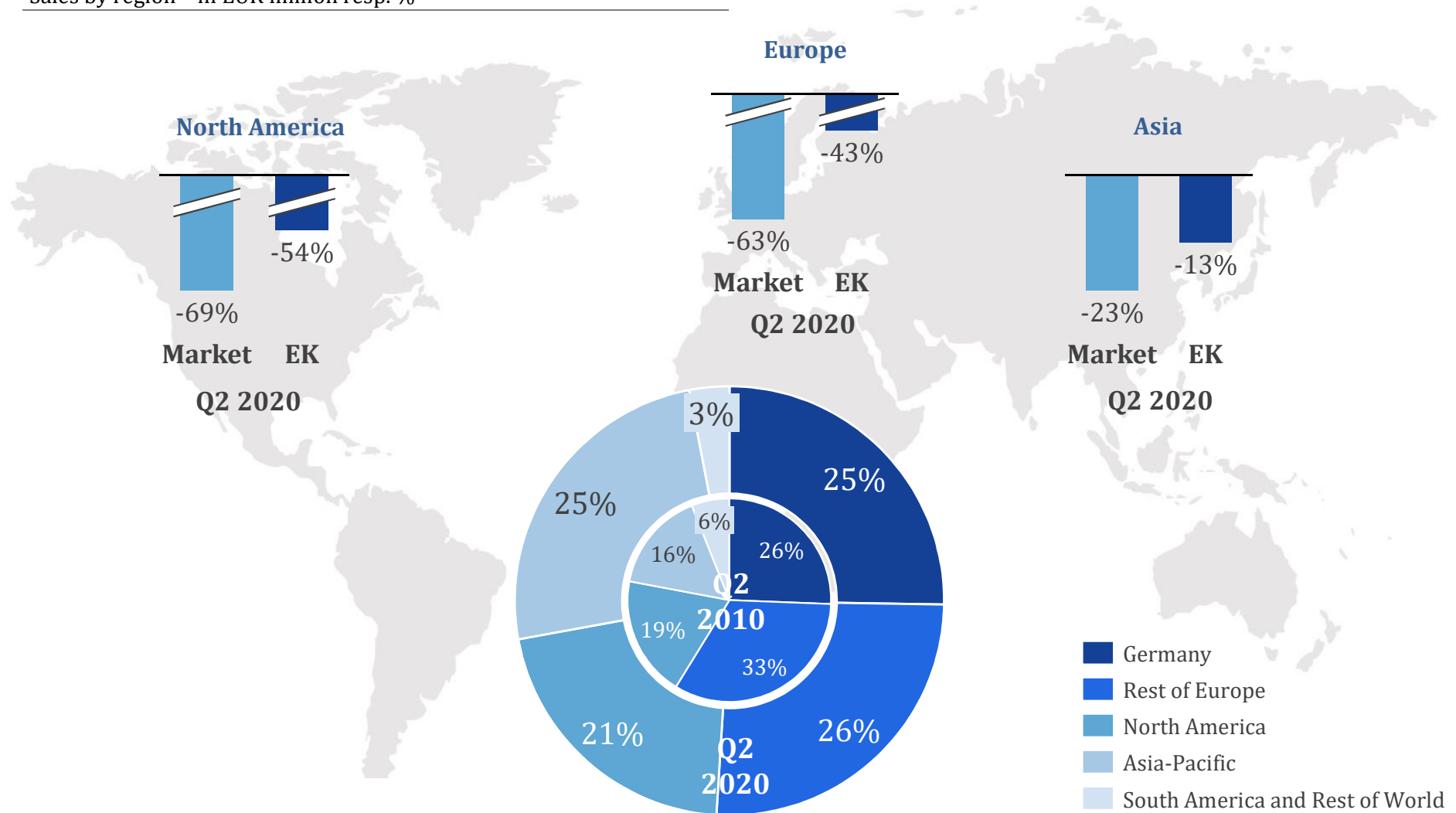
Sales bridge – in EUR million/ in %



Q2 2020

Strong downturn particularly in Europe and North America

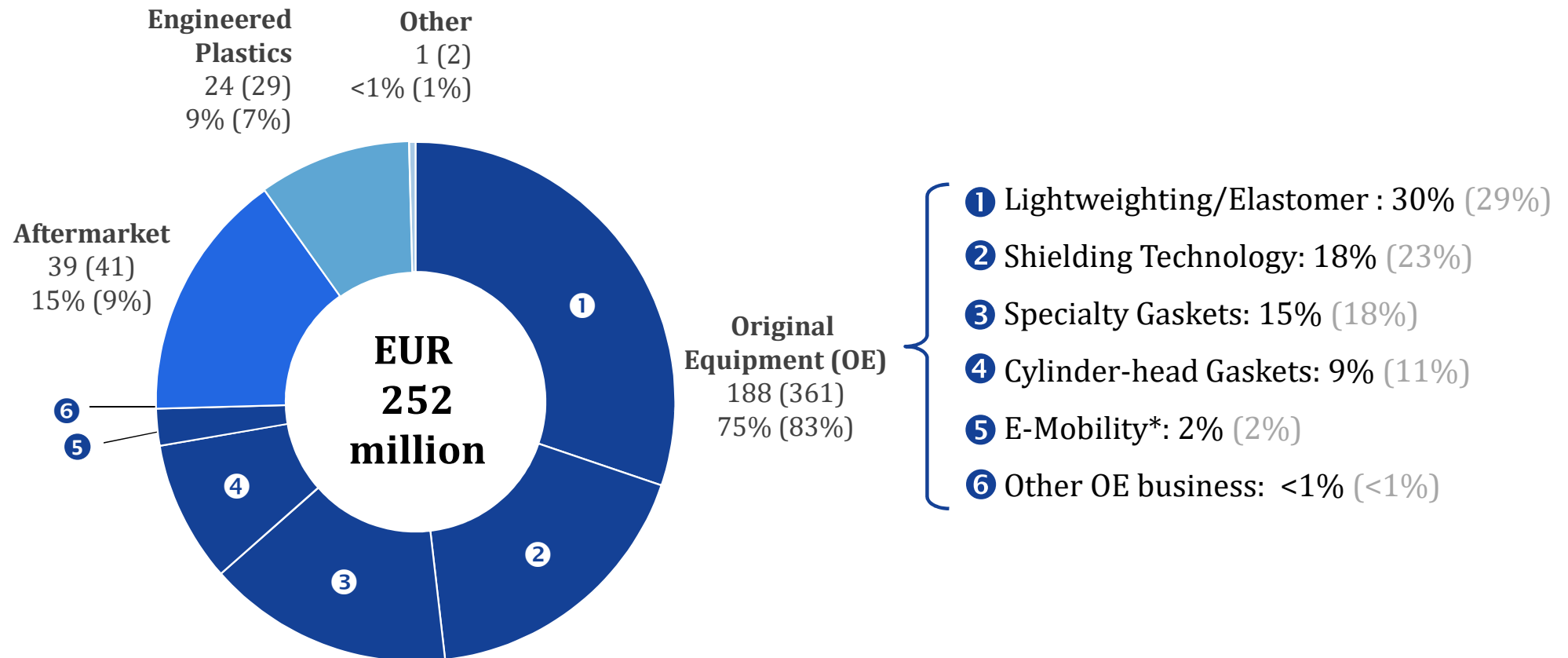
Growth LV production vs. sales ElringKlinger – in %
Sales by region – in EUR million resp. %



Q2 2020

Lightweighting represents almost a third of Group sales

Sales by segment – in EUR million
Share of total sales – in %



Previous year's Q2 figures in brackets

* incl. battery, fuel cell and drivetrain business

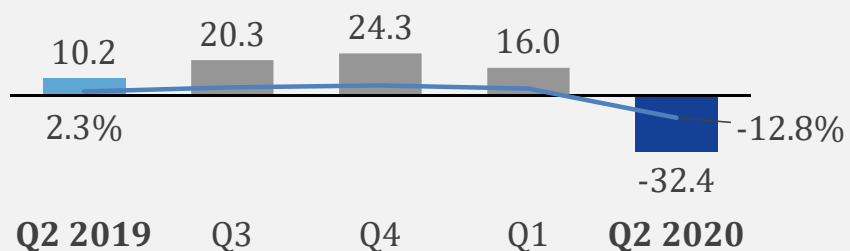
Q2 2020

Earnings considerably declined due to coronavirus impact

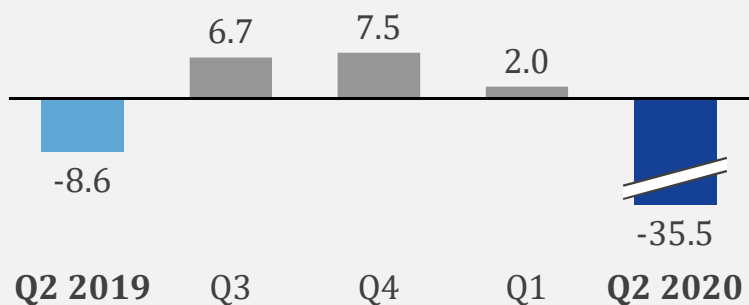
EBITDA – in EUR million



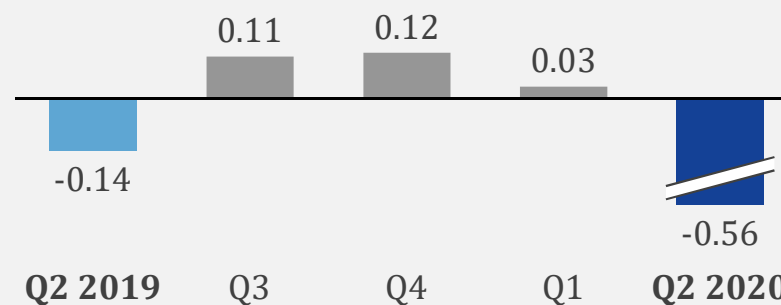
EBIT – in EUR million
EBIT margin – in % of total sales



Net income (attr. to shareholders) – in EUR mn



Earnings per share – in EUR

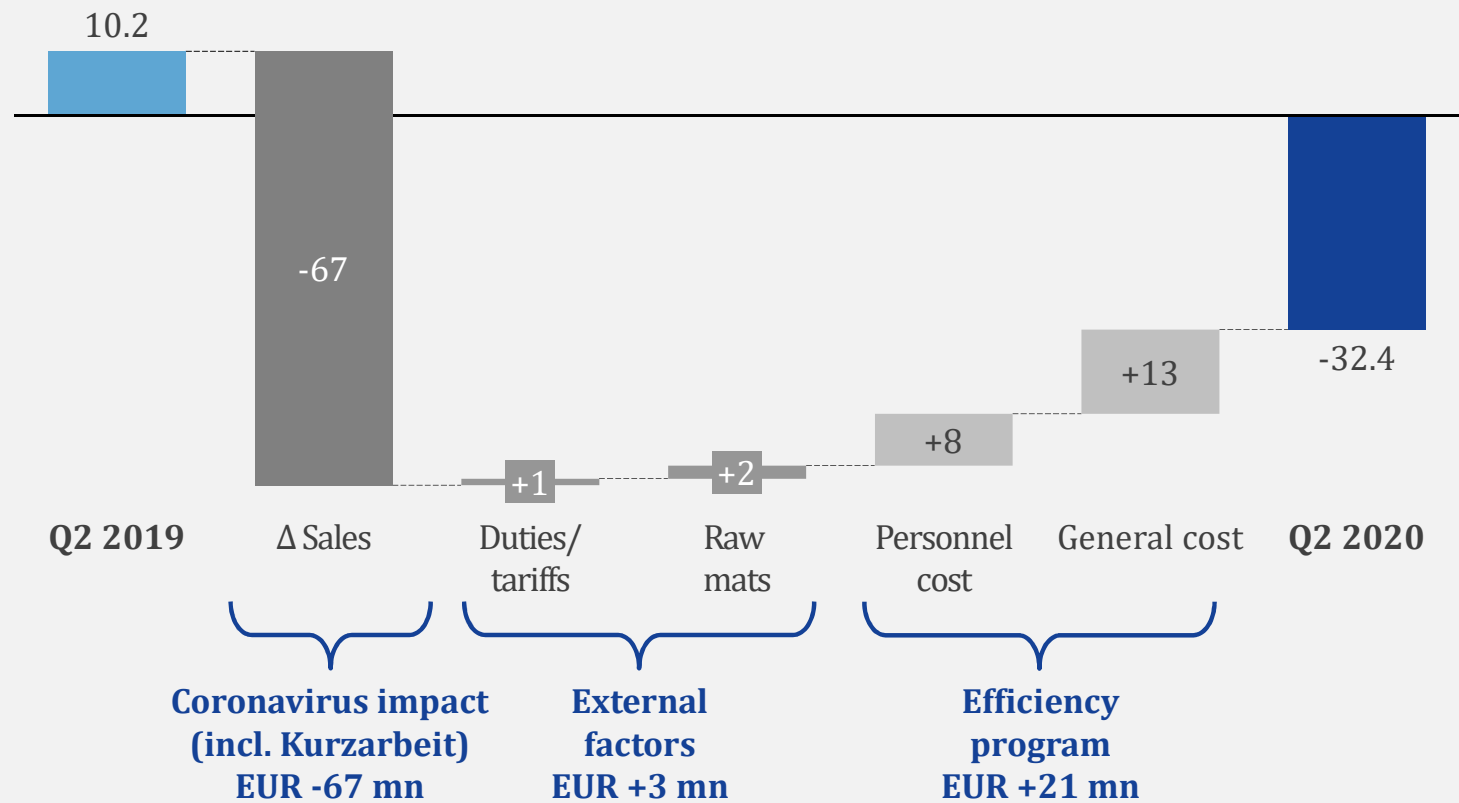


Differences due to rounding

Q2 2020

Cost efficiency gains offset by coronavirus impact

EBIT bridge – in EUR million



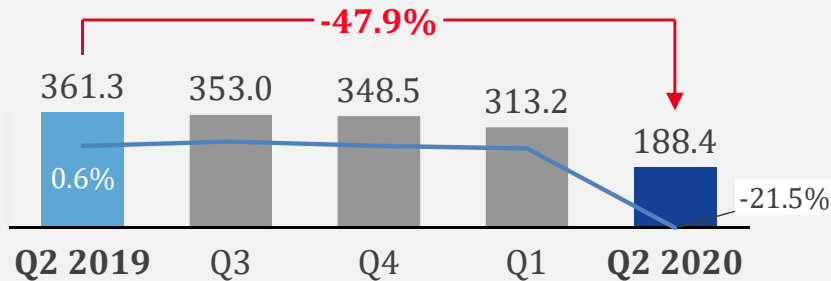
Differences due to rounding

Q2 2020

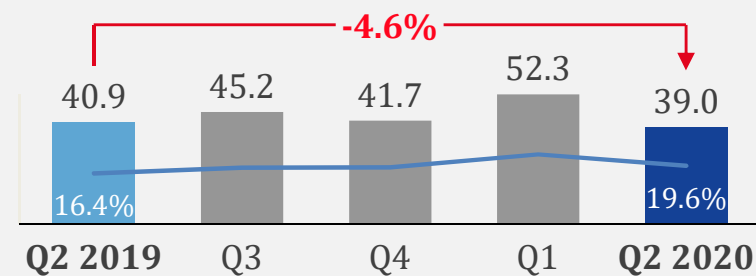
Aftermarket showing strong operating performance

Sales - in EUR million
EBIT margin - in % of segmental sales

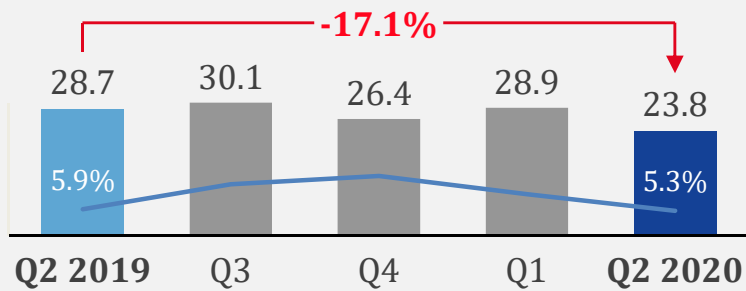
Original Equipment (OE)



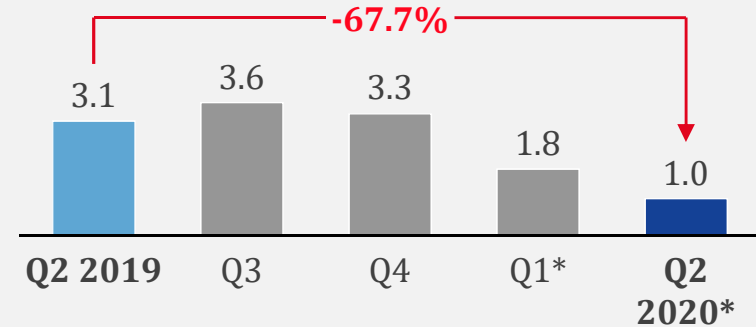
Aftermarket



Engineered Plastics



Other (sales only)

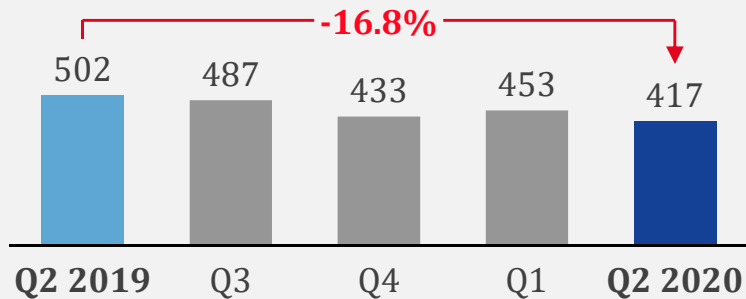


* As from FY 2020 excluding the industrial park in Hungary divested in Q4 2019

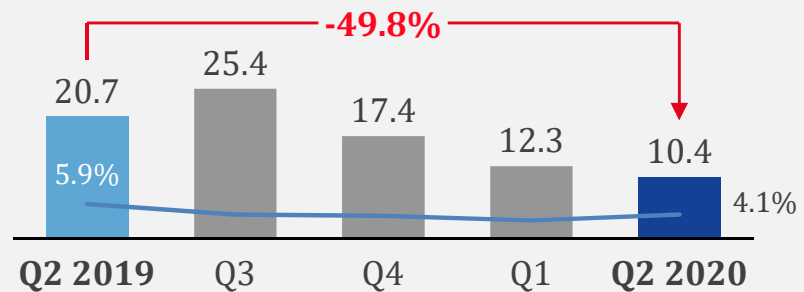
Q2 2020

Positive free cash flow despite coronavirus impact

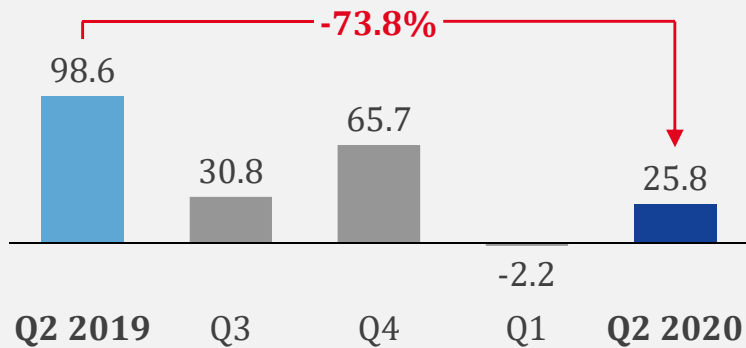
Net working capital – in EUR million



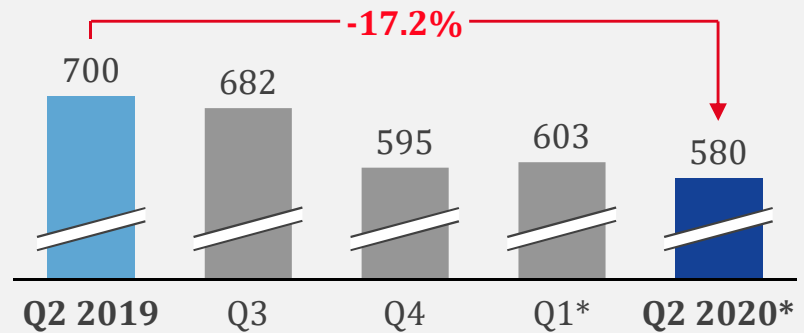
Capex (in PPE) – in EUR million
Capex ratio – in % of total sales



Operating free cash flow – in EUR million



Net financial debt – in EUR million

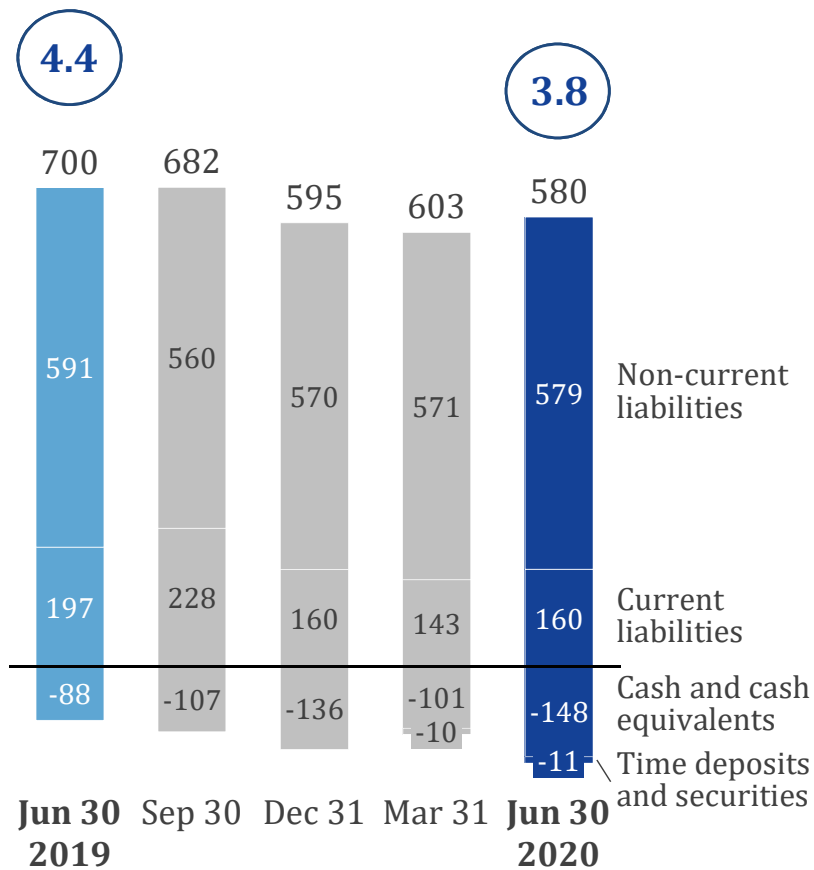


* As from FY 2020 reduced by time deposits and current securities (Q2: EUR 10.7 million)

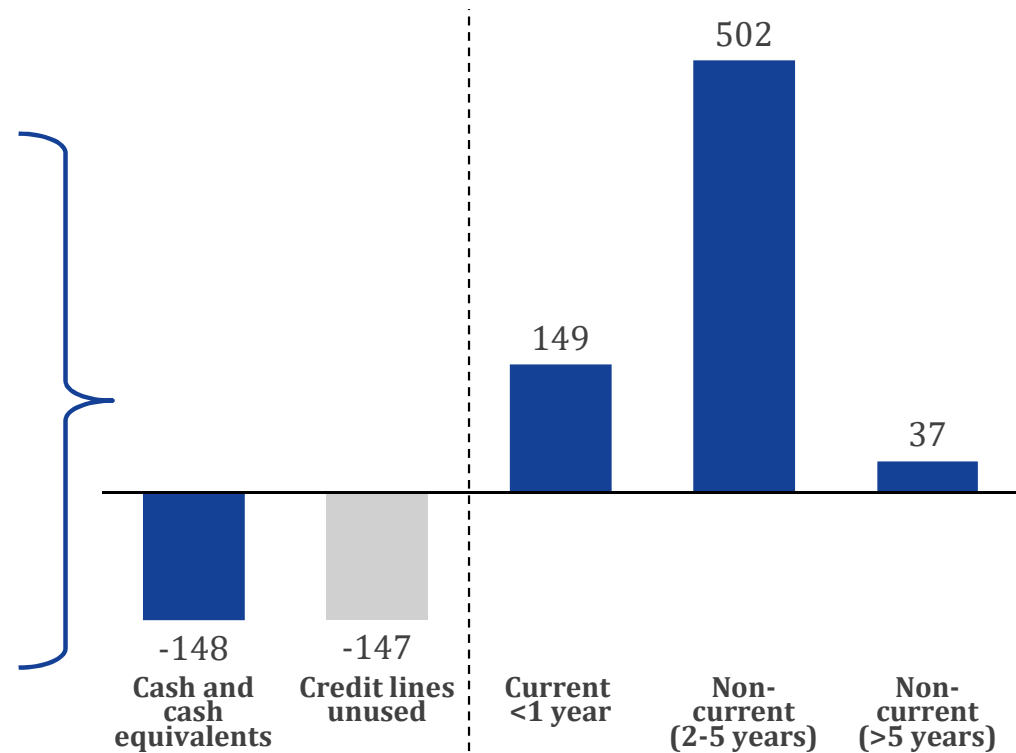
Net financial debt and maturity structure

On track in reducing net financial debt

Net financial debt – in EUR million
 Net financial debt/EBITDA

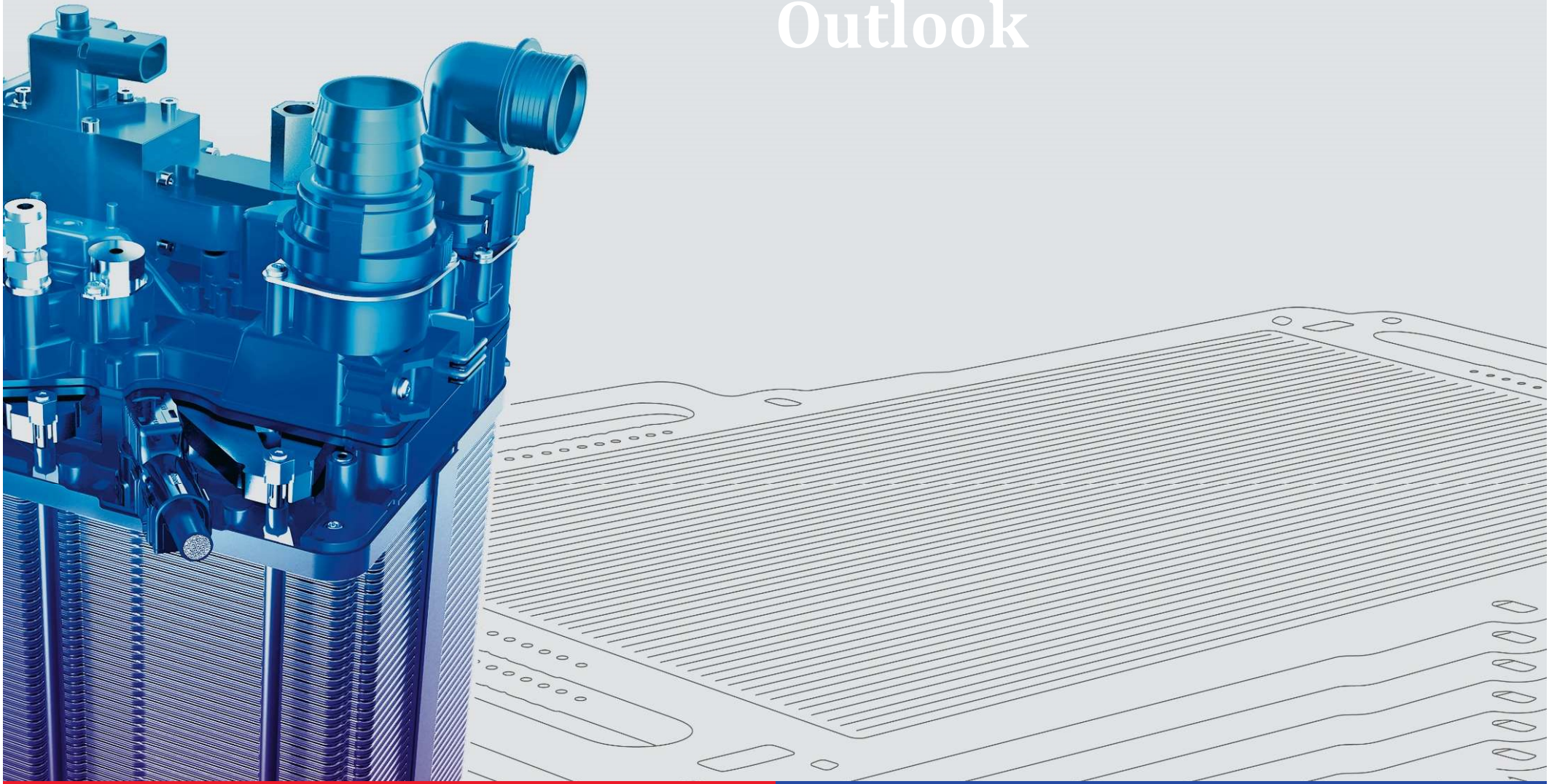


Maturity structure of financial debt (excl. IFRS 16) – in EUR million



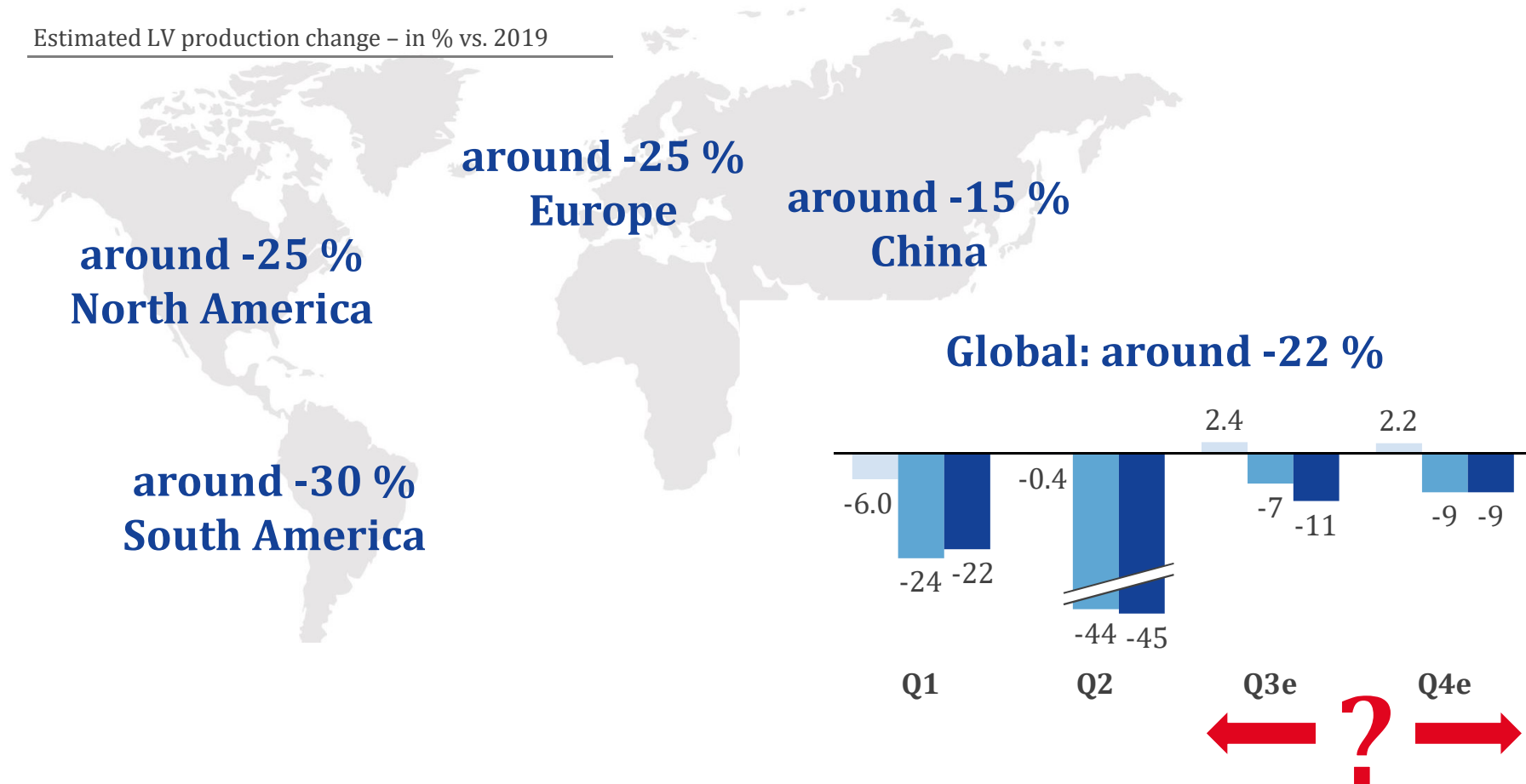
Differences due to rounding

Outlook



Market forecast for FY 2020 remains uncertain

Estimated LV production change - in % vs. 2019



Estimation in Jan 20 Apr 20 Jul 20

Source: IHS (01, 03, 05, 07/2020), JP Morgan, ElringKlinger Research

2020 – A year dominated by the coronavirus pandemic

2020



LV production:
approx. -22 %



Organic sales:
Slightly better than
global markets



EBIT margin:
noticeably below previous
year's level
(FY 2019: 3.5 %)

Mid-term

LV production CAGR:
+2%

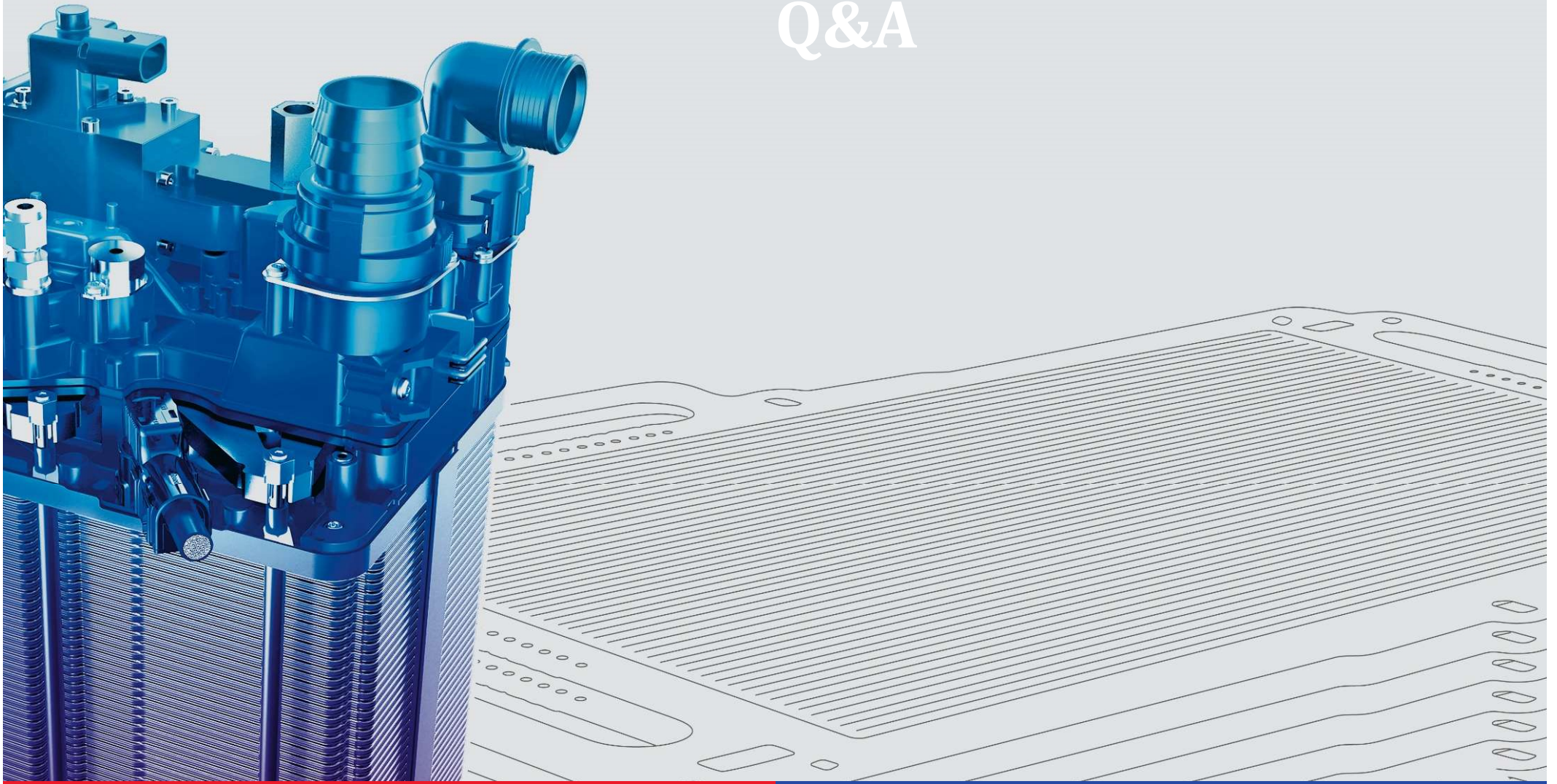
Organic sales:
better than global markets

EBIT margin:
Successive improvement

Further indicators for FY 2020 and in the medium term

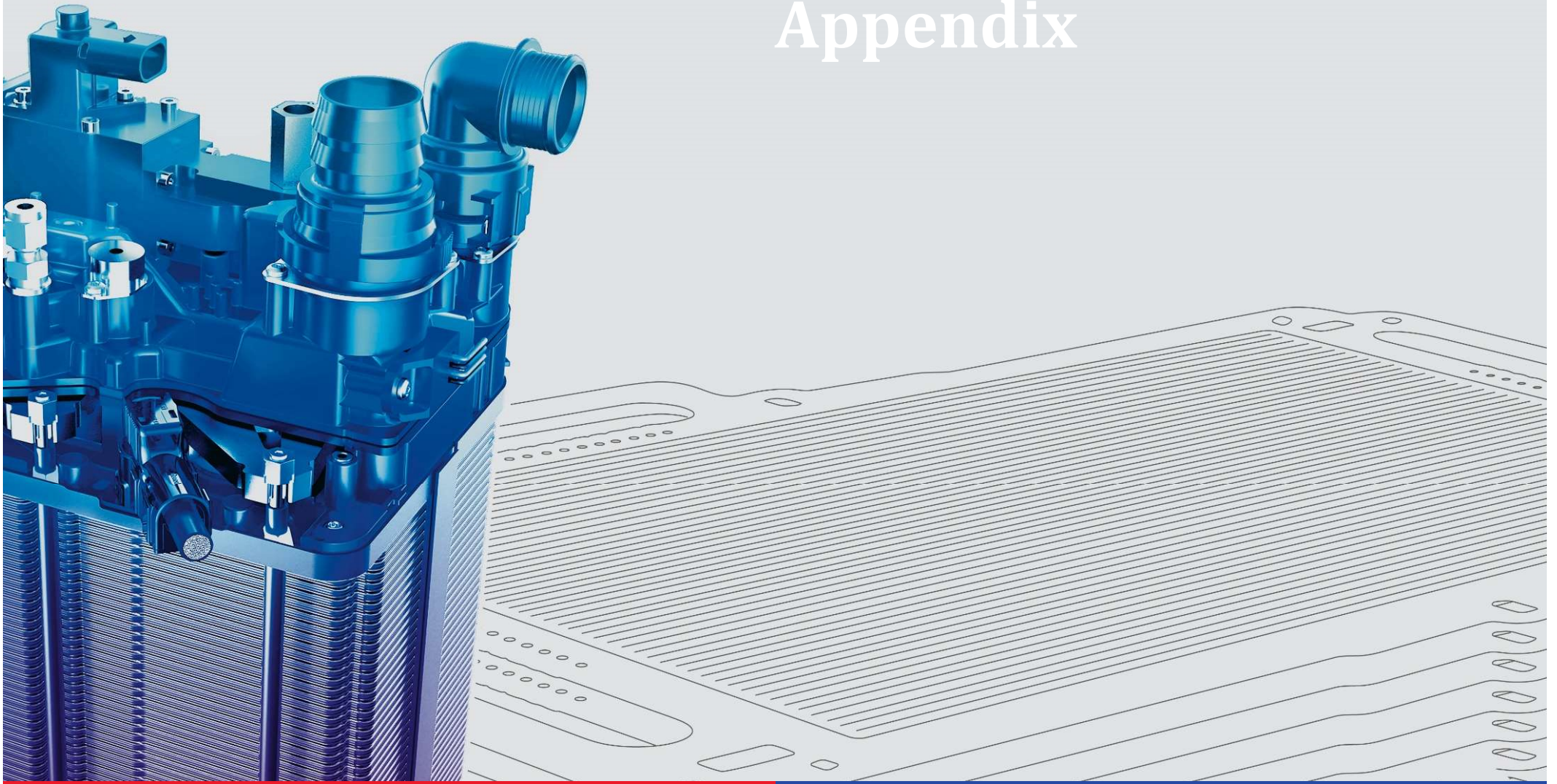
| | | FY 2019 actual | FY 2020 expected (incl. coronavirus) | Mid-term |
|--|----------------------|---------------------------|---|--------------------------------------|
| ROCE | in % | 3.4% | Below prior year level | Year-on-year improvement |
| R&D costs (incl. capitalization) | in % of total sales | 4.7% | ~ 5 - 6% | ~ 5 - 6% |
| Capex (in PPE) | in % of total sales | 5.3% | Below 5% (prev.: below 7%) | Continuation of disciplined approach |
| Net working capital (NWC) | in % of total sales | 24.5% | On prior year level | ~ 25% of Group revenue |
| Operating FCF | in EUR million | 175.8 | Positive | Positive |
| Equity ratio | in % of total assets | 41.5% | 40 - 50% | 40 - 50% |
| Net debt/EBITDA | | 3.3 | Above prior year level | <2.0 |

Q&A



elringklinger

Appendix



Group – Q2 2020

Consolidated income statement

| | Q2 2020 | Q2 2019 |
|--|--------------|--------------|
| Sales revenue | 252.2 | 434.1 |
| Cost of sales | -229.7 | -348.0 |
| Gross profit | 22.5 | 86.1 |
| Gross margin | 8.9 | 19.8 |
| | | in % |
| Selling expenses | -23.8 | -34.4 |
| General and administrative expenses | -16.2 | -21.4 |
| Research and development costs | -13.9 | -20.0 |
| Other operating income | 2.3 | 2.8 |
| Other operating expenses | -3.2 | -3.0 |
| Operating result (EBIT) | -32.4 | 10.2 |
| Finance income | -0.9 | 0.9 |
| Finance costs | -4.1 | -9.4 |
| Share of result of associates | -1.4 | -0.1 |
| Net finance costs | -6.3 | -8.7 |
| Earnings before taxes (EBT) | -38.7 | 1.5 |
| Income tax expenses | 3.1 | -10.2 |
| Net income | -35.5 | -8.7 |
| of which: attributable to non-controlling interests | -0.1 | -0.1 |
| of which: attributable to shareholders of ElringKlinger AG | -35.5 | -8.6 |
| Basic and diluted earnings per share (EPS) | -0.56 | -0.14 |
| | | in EUR |

All figures in EUR million unless otherwise describe, differences due to rounding

Consolidated statement of financial position

| Assets | As of Jun 30, 2020 | As of Dec 31, 2019 | Liabilities and equity | As of Jun 30, 2020 | As of Dec 31, 2019 |
|--------------------------------|-----------------------|-----------------------|--|-----------------------|-----------------------|
| Intangible assets | 211 | 208 | Share capital | 63 | 63 |
| Property, plant, and equipment | 999 | 1,044 | Capital reserves | 118 | 118 |
| Investment property | 3 | 3 | Revenue reserves | 692 | 725 |
| Financial assets | 4 | 4 | Other reserves | -78 | -52 |
| Shares in associates | 20 | 24 | Equity attr. to shareh. of ElringKlinger AG | 795 | 854 |
| Non-current income tax assets | 0 | 0 | Non-controlling interest in equity | 36 | 37 |
| Other non-current assets | 15 | 16 | Equity | 831 | 891 |
| Deferred tax assets | 18 | 15 | Provisions for pensions | 149 | 148 |
| Non-current assets | 1,270 | 1,314 | Non-current provisions | 18 | 19 |
| Inventories | 339 | 356 | Non-current financial liabilities | 579 | 570 |
| Current contract assets | 9 | 11 | Deferred tax liabilities | 13 | 16 |
| Trade receivables | 196 | 233 | Other non-current liabilities | 18 | 21 |
| Current income tax assets | 10 | 8 | Non-current liabilities | 777 | 774 |
| Other current assets | 78 | 90 | Current provisions | 16 | 18 |
| Cash and cash equivalents | 148 | 136 | Trade payables | 118 | 157 |
| Current assets | 780 | 832 | Current financial liabilities | 160 | 160 |
| Assets held for sale | 0 | 0 | Current contract liabilities | 26 | 20 |
| Total assets | 2,050 | 2,147 | Tax payable | 17 | 17 |
| | | | Other current liabilities | 105 | 110 |
| | | | Current liabilities | 442 | 482 |
| | | | Total liabilities and equity | 2,050 | 2,147 |

All figures in EUR million unless otherwise describe, differences due to rounding

Group – Q1 2020

Consolidated statement of cash flows

| | Q2 2020 | Q2 2019 | | Q2 2020 | Q2 2019 |
|---|-----------|------------|---|------------|------------|
| Earnings before taxes (EBT) | -39 | 1 | Proceeds from disposals of PPE, intangible assets and investment property | 0 | 3 |
| Depreciation/amortization (less write-ups) of non-current assets | 31 | 29 | Proceeds from disposals of financial assets | 0 | 1 |
| Net interest | 4 | 5 | Proceeds from the disposal of subsidiaries | 0 | 0 |
| Change in provisions | 0 | 1 | Payments for investments in intangible assets | -3 | -3 |
| Gains/losses on disposal of non-current assets | 0 | 0 | Payments for investments in PPE and investment property | -10 | -21 |
| Share of result of associates | 1 | 0 | Payments for investments in financial assets | -1 | -2 |
| Change in inventories, trade receivables and other assets not resulting from financing and investing activities | 63 | 38 | Payments made/received for the acquisition of subsidiaries and other entities | 0 | 0 |
| Change in trade payables and other liabilities not resulting from financing and investing activities | -15 | 52 | Net cash from investing activities | -14 | -22 |
| Income taxes paid | -6 | -7 | Dividends paid to shareholders and to non-controlling interests | -1 | 0 |
| Interest paid | -4 | -4 | Proceeds from addition of long-term loans | 15 | 5 |
| Interest received | 0 | 0 | Payments for the repayment of long-term loans | -8 | -61 |
| Other non-cash expenses and income | 4 | 4 | Changes in current loans | 17 | -16 |
| Net cash from operating activities | 40 | 119 | Net cash from financing activities | 23 | -72 |
| | | | Changes in cash | 48 | 25 |
| | | | Effects of currency exchange rates on cash | -1 | 0 |
| | | | Cash at beginning of the period | 101 | 63 |
| | | | Cash at end of period (as per financial statement) | 148 | 88 |

All figures in EUR million unless otherwise describe, differences due to rounding

Group – Q2 2020

Key figures

| | Q2 2020 | Q2 2019 | Δ abs. | Δ rel. |
|---|---------|---------|---------|---------|
| Order intake | 192.6 | 419.8 | -227.2 | -54.1 % |
| Order backlog | 929.4 | 1,063.0 | -133.6 | -12.6 % |
| Sales | 252.2 | 434.1 | -181.9 | -41.9 % |
| EBITDA | -0.9 | 39.0 | -39.9 | >-100 % |
| EBIT | -32.4 | 10.2 | -42.6 | >-100 % |
| EBT | -38.7 | 1.5 | -40.2 | >-100 % |
| Net income attributable to shareholders | -35.5 | -8.6 | -26.9 | >-100 % |
| Earnings per share (in EUR) | -0.56 | -0.14 | -0.42 | >-100 % |
| Capex (in PPE) | 10.4 | 20.7 | -10.3 | -49.8 % |
| Operating free cash flow | 25.8 | 98.6 | -72.8 | -73.8 % |
| Net working capital | 417.4 | 498.9 | -81.5 | -16.3 % |
| Equity ratio (in %) | 40.5 | 40.7 | -0.2 PP | - |
| Net financial debt | 579.9 | 699.9 | -120.0 | -17.1 % |
| Employees (as at quarter-end) | 9,991 | 10,411 | -420 | -4.0 % |

All figures in EUR million unless otherwise described, differences due to rounding

¹As from FY 2020 reduced by time deposits and current securities

Group – Last 5 quarters

Key figures

| | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 | Q2 2019 |
|---|---------|---------|---------|---------|---------|
| Order intake | 193 | 355 | 382 | 438 | 420 |
| Order backlog | 929 | 989 | 1,030 | 1,069 | 1,063 |
| Sales | 252 | 396 | 420 | 432 | 434 |
| EBITDA | -0.9 | 46 | 57 | 50 | 39 |
| EBIT (reported) | -32.4 | 16.0 | 24.3 | 20.3 | 10.2 |
| EBT | -38.7 | 6.2 | 19.5 | 15.3 | 1.5 |
| Net income attributable to shareholders | -35.5 | 2.0 | 7.5 | 6.7 | -8.6 |
| Earnings per share (in EUR) | -0.56 | 0.03 | 0.12 | 0.11 | -0.14 |
| Capex (in PPE) | 10.4 | 12.3 | 17.4 | 25.4 | 20.7 |
| Operating free cash flow | 25.8 | -2.2 | 65.7 | 30.8 | 98.6 |
| Net working capital | 417.4 | 452.8 | 433 | 487 | 502 |
| Equity ratio (in %) | 40.5 | 41.7 | 41.5 | 40.7 | 40.7 |
| Net financial debt | 580 | 603 | 595 | 682 | 700 |
| Employees (as at quarter-end) | 9,991 | 10,373 | 10,393 | 10,492 | 10,411 |

All figures in EUR million unless otherwise described, differences due to rounding

¹ As from FY 2020 reduced by time deposits and current securities

² Incl. current contract assets, less current contract liabilities

Group – Last 5 quarters

Segmental figures

| | | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 | Q2 2019 |
|----------------------------|--------------------|---------|---------|---------|---------|---------|
| Group | Sales | 252.2 | 396 | 420 | 432 | 434 |
| | EBIT (reported) | -32.4 | 16.0 | 24.3 | 20.3 | 10.2 |
| | EBIT margin (in %) | -12.8 | 4.0 | 5.8 | 4.7 | 2.3 |
| Original Equipment | Sales | 188.4 | 313 | 349 | 353 | 361 |
| | EBIT (reported) | -40.5 | -0.3 | 2.0 | 6.4 | 2.0 |
| | EBIT margin (in %) | -21.4 | -0.1 | 0.6 | 1.8 | 0.6 |
| Aftermarket | Sales | 39.0 | 52.3 | 41.7 | 45.2 | 40.9 |
| | EBIT (reported) | 7.7 | 12.8 | 7.9 | 8.5 | 6.7 |
| | EBIT margin (in %) | 19.7 | 24.5 | 18.9 | 18.8 | 16.4 |
| Engineered Plastics | Sales | 23.8 | 28.9 | 26.4 | 30.1 | 28.7 |
| | EBIT (reported) | 1.3 | 3.5 | 5.2 | 4.9 | 1.7 |
| | EBIT margin (in %) | 5.5 | 12.1 | 19.7 | 16.3 | 5.9 |
| Others | Sales | 1.0 | 1.8 | 3.3 | 3.6 | 3.1 |
| | EBIT (reported) | -0.8 | -0.0 | 9.3* | 0.5 | -0.3 |
| | EBIT margin (in %) | n.a. | -0.0 | >+100 | 13.9 | -9.7 |

All figures in EUR million unless otherwise described, differences due to rounding

* incl. EUR 8.6 mn from the sale of the industrial park in Hungary

Disclaimer

Forward-looking statements and predictions

This presentation contains statements about the future. These statements are based on current expectations, market evaluations and predictions by the Management Board, and on information that is currently available to them. The statements about the future should not be interpreted as guarantees of the future developments and results that they refer to. Whilst the Management Board is convinced that the statements that have been made, and the convictions and expectations on which they are based, are realistic, they rely on suppositions that may conceivably prove to be incorrect; future results and developments are dependent on a multitude of factors, they involve various risks and imponderabilities that can affect whether the ongoing development deviates from the expectations that have been expressed. These factors include, for example, changes to the general economic and business situation, variations of exchange rates and interest rates, poor acceptance of new products and services, and changes to business strategy.