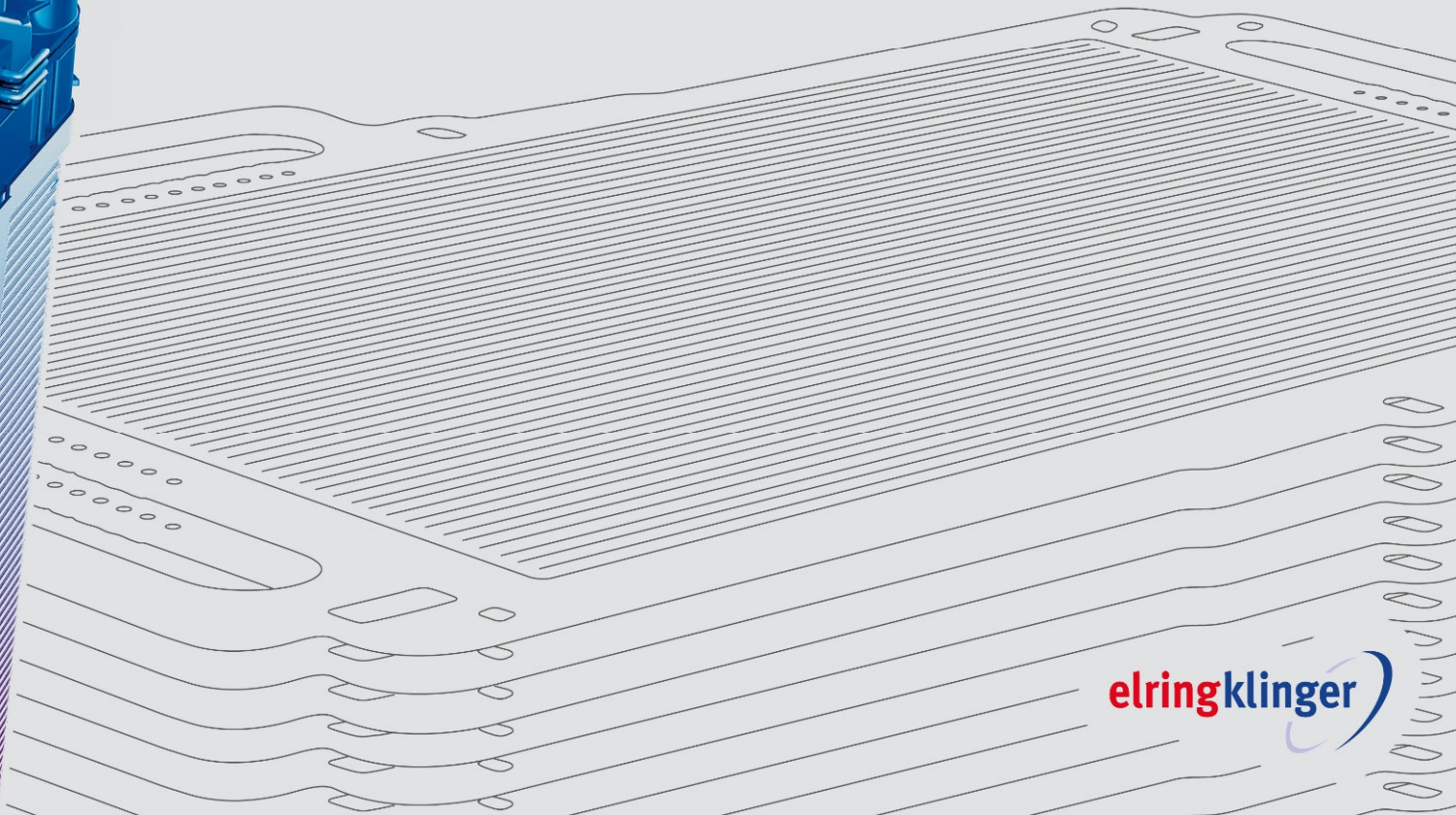
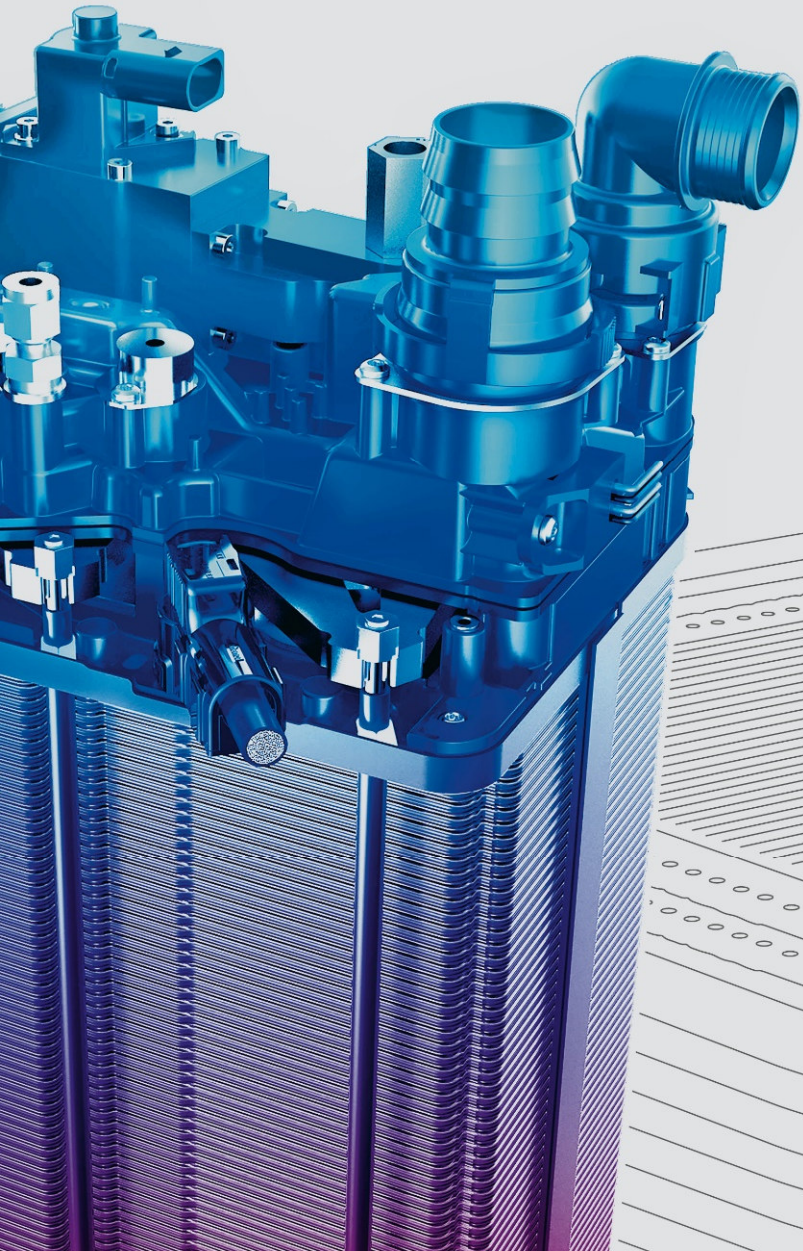


Conference Call on Q1 2020

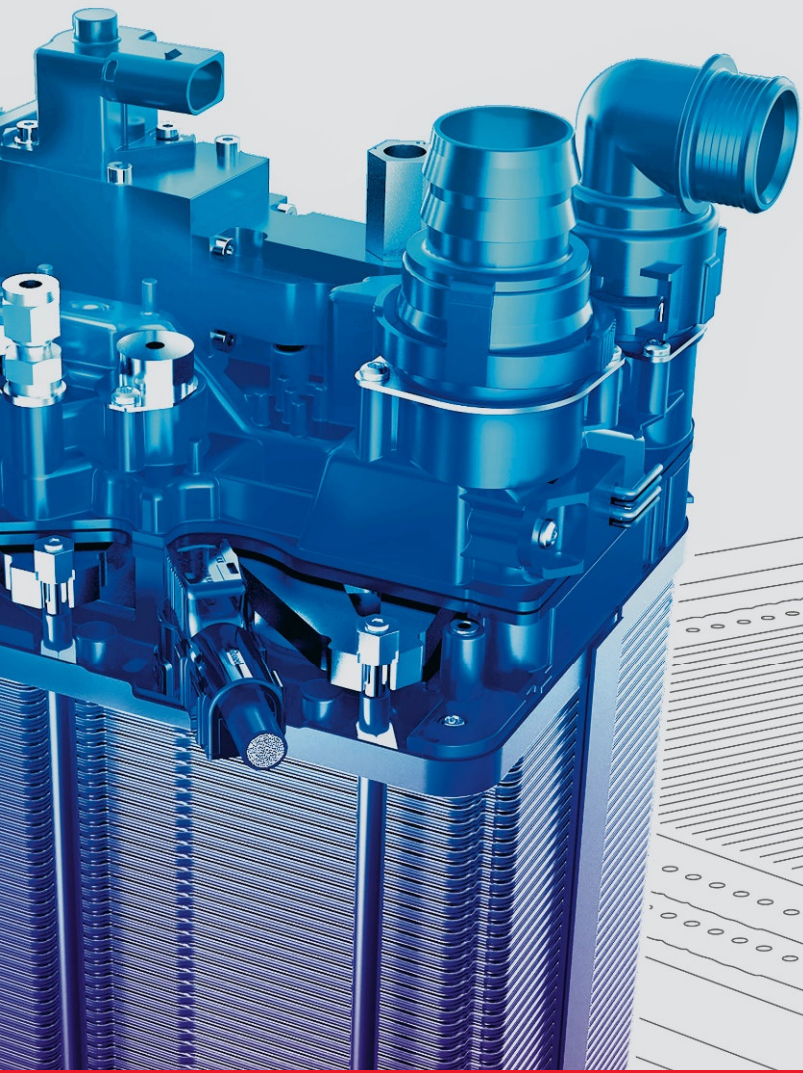
May 7, 2020



Highlights Q1 2020

- **Sales declined by 10.2%** to EUR 396 million, **organically down by 9.8%**
- **EBIT increased to EUR 16.0 million** (Q1 2019: EUR 6.4 mn) mainly due to successful efficiency program which had a positive impact on earnings, **EBIT margin at 4.0 %**
- **Net Working Capital decreased** by more than EUR 150 million **to EUR 453 million** compared to Q1 2019; **operating free cash flow** stood at EUR -2.2 million
- **Net debt/EBITDA improved** to 3.1 (Q1 2019: 4.7)
- **Focus 2020:**
 - Managing the impact of the Coronavirus crisis on the Group
 - Pursuing efficiency program to optimize cost levels
 - Ramping up business in new technologies with pre-series production in H2 2020

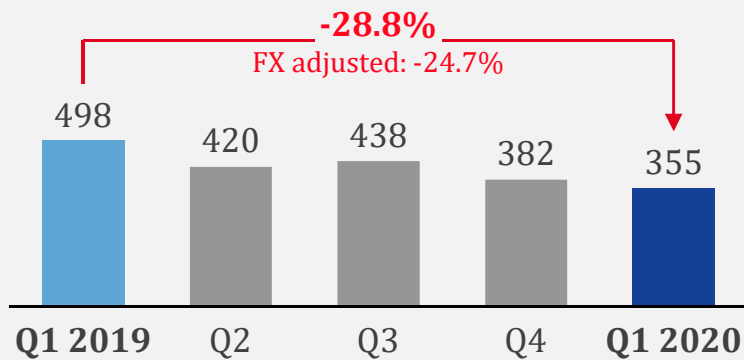
Financials



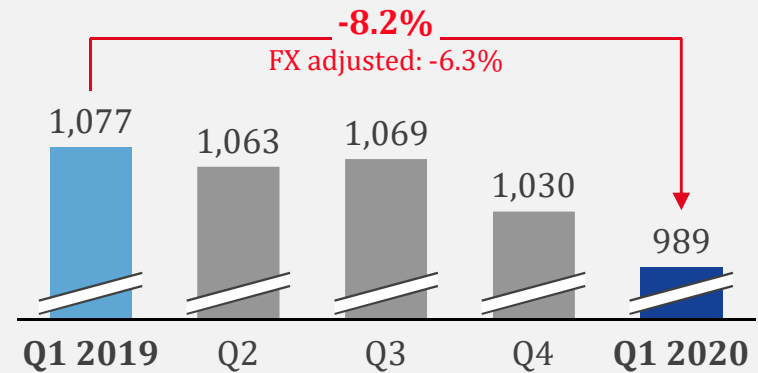
Q1 2020

General market weakness impacting orders and sales

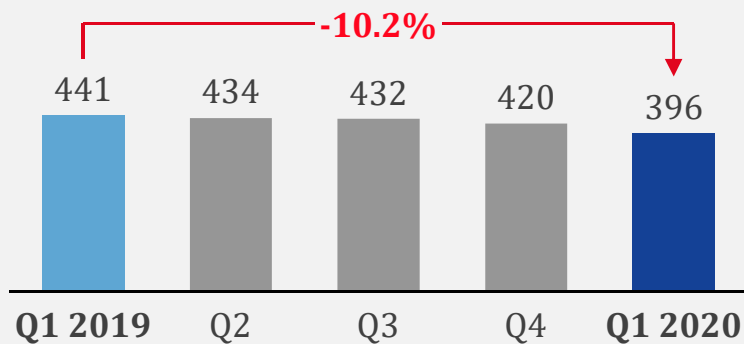
Order intake – in EUR million



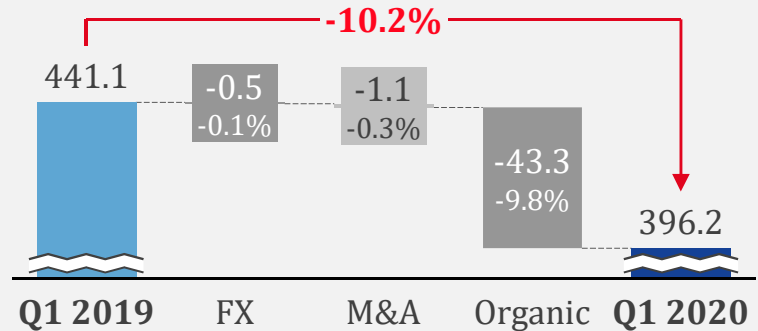
Order backlog – in EUR million



Sales – in EUR million



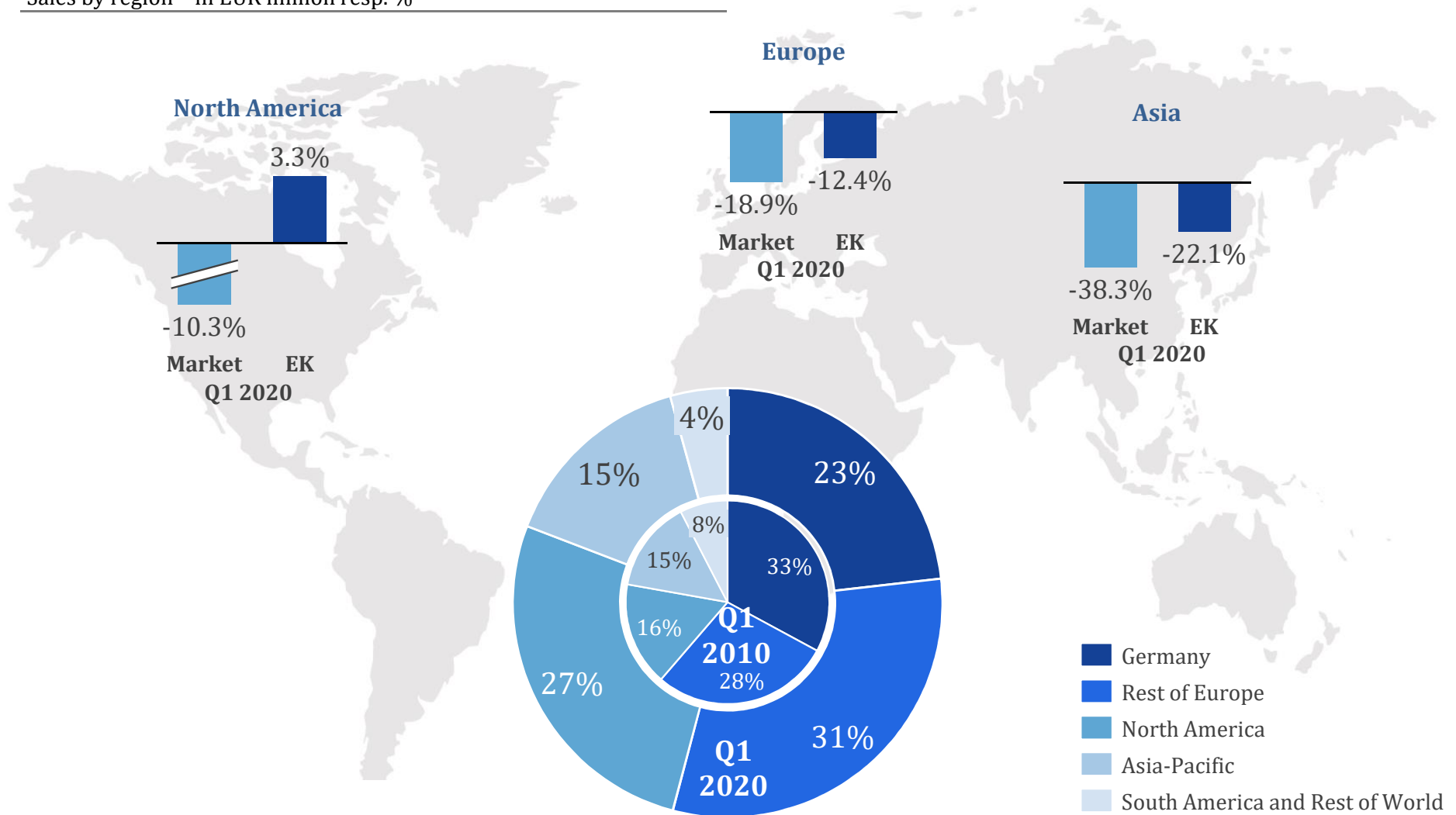
Sales bridge – in EUR million/ in %



Q1 2020

Market downturn in China due to coronavirus pandemic

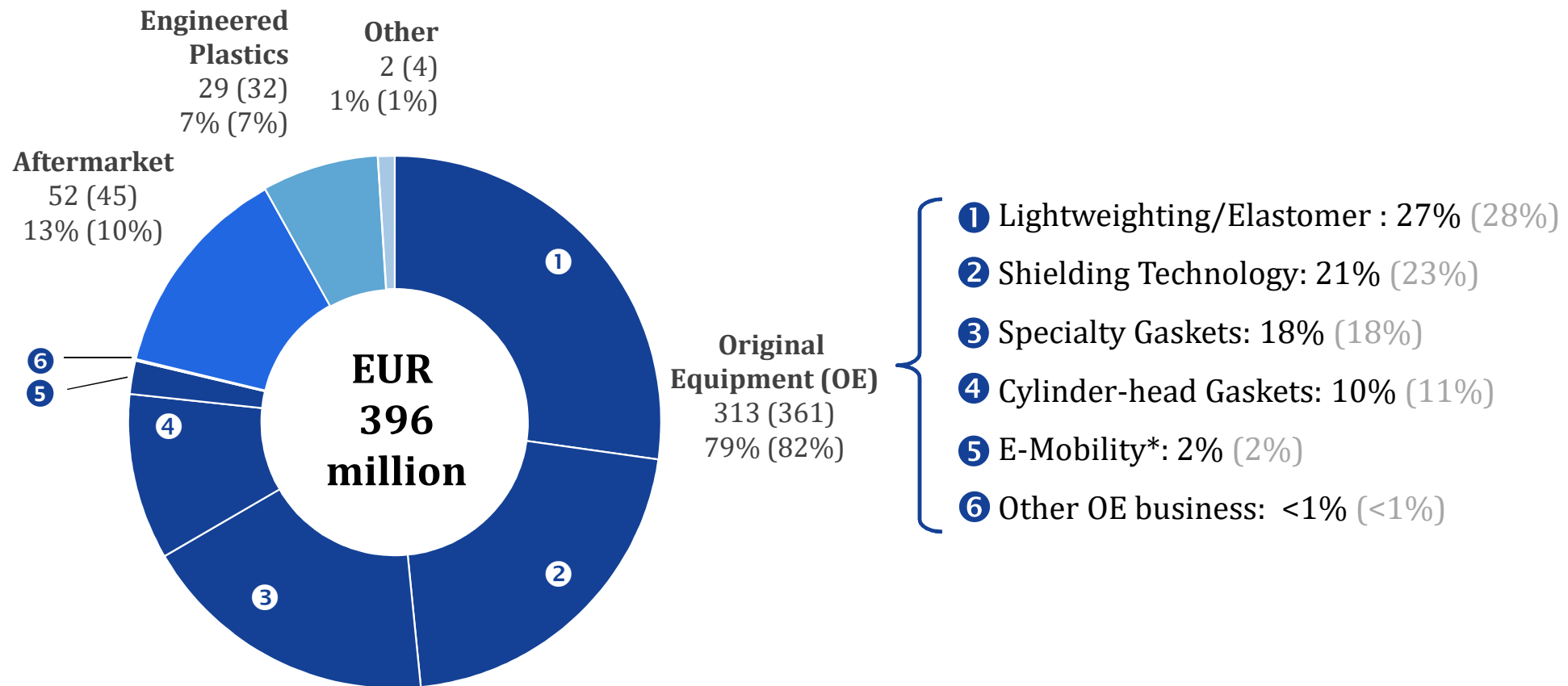
Growth LV production vs. sales ElringKlinger (FX adjusted) – in %
Sales by region – in EUR million resp. %



Q1 2020

Aftermarket with significantly higher share of total sales

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



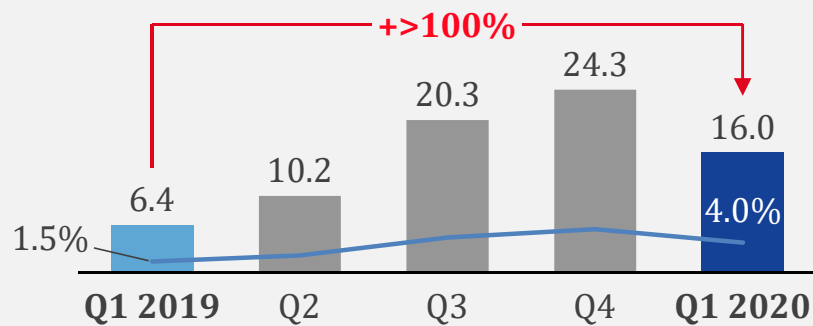
Previous year's Q1 figures in brackets

* Incl. Battery, Fuel Cell and Drivetrain business

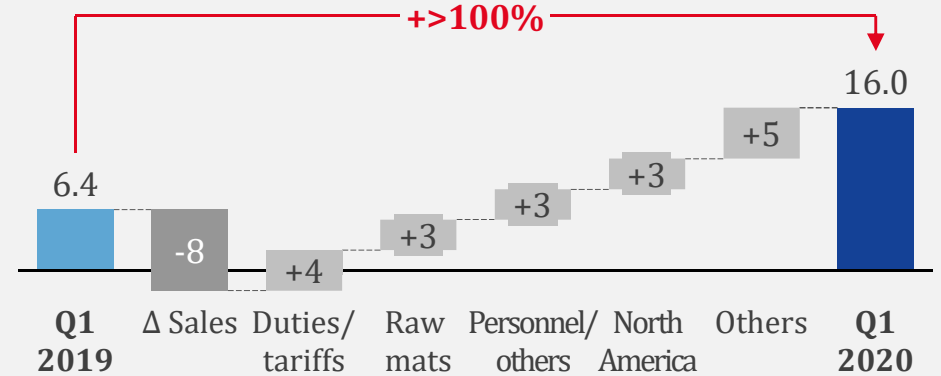
Q1 2020

Effective program for enhancing Group efficiency

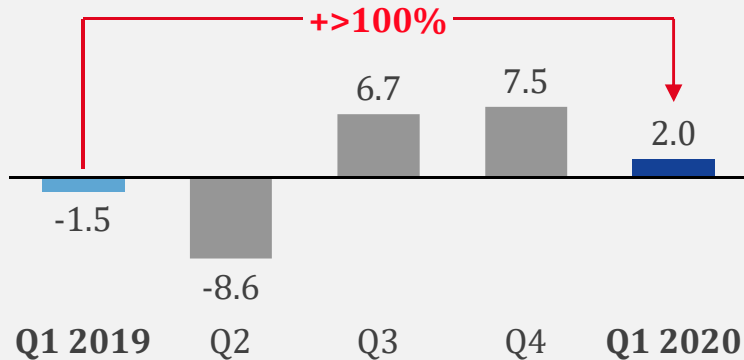
EBIT – in EUR million
EBIT margin – in % of total sales



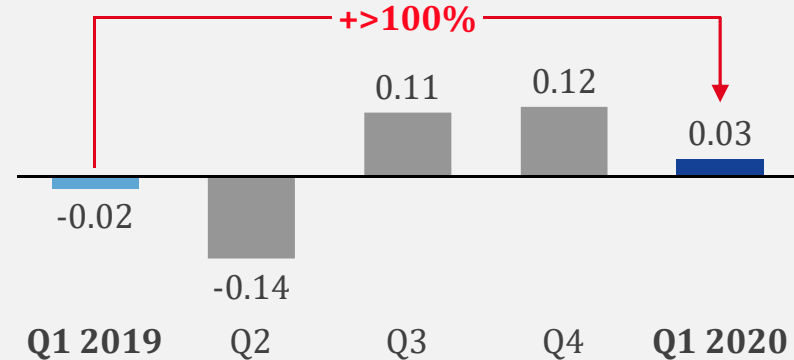
EBIT bridge – in EUR million



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



Earnings per share – in EUR

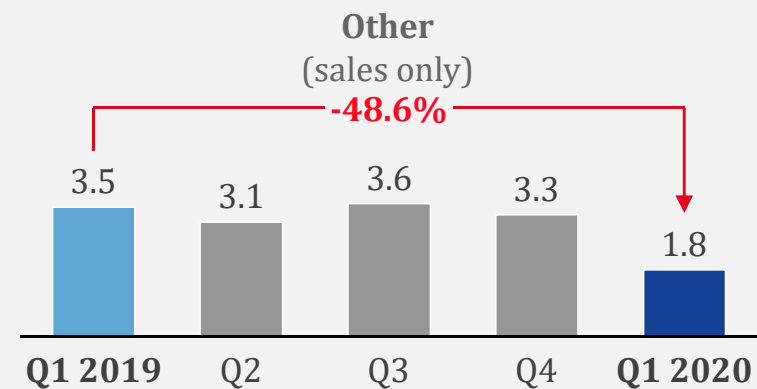
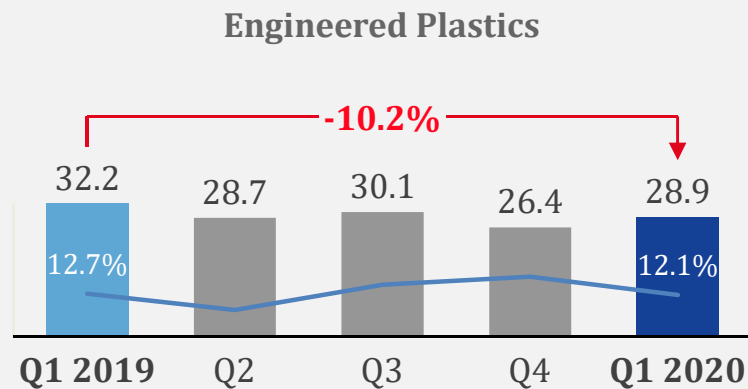
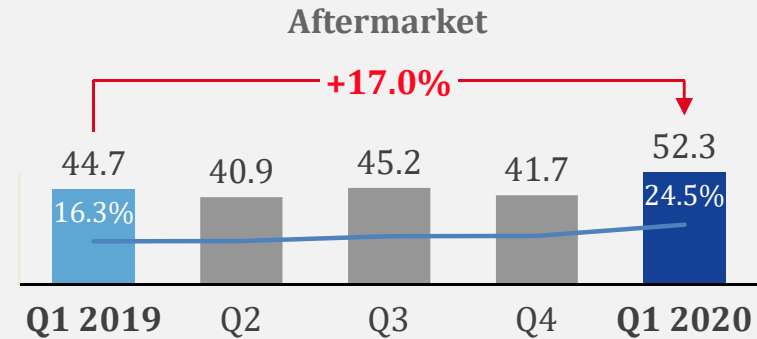
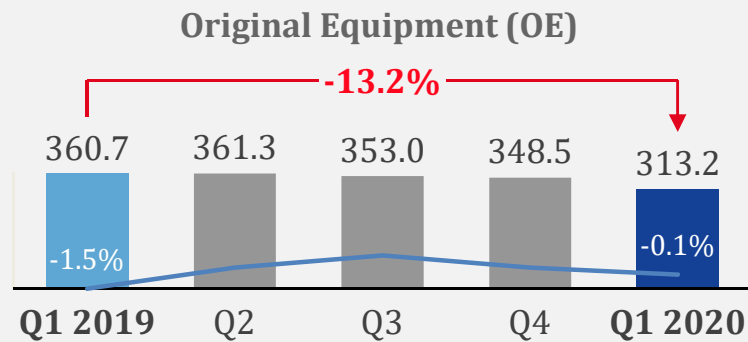


Differences due to rounding

Q1 2020

Original equipment segment with improved profitability

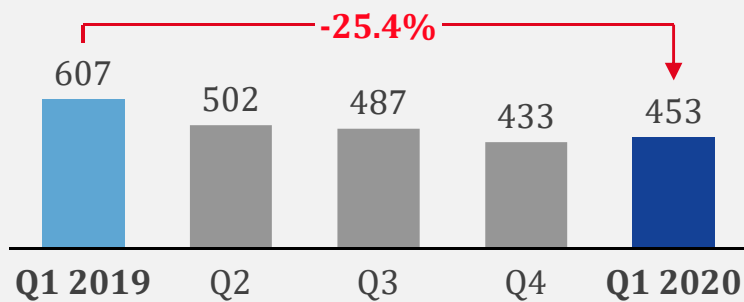
Sale – in EUR million
EBIT margin – in % of segmental sales



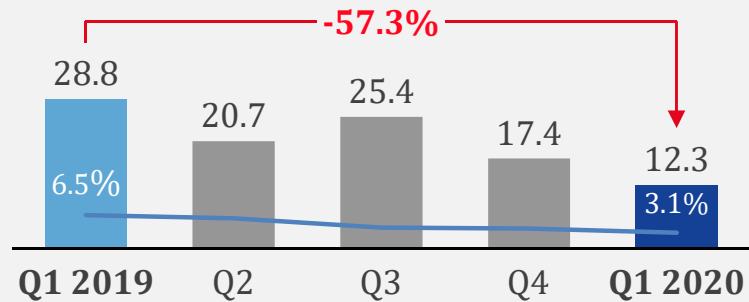
Q1 2020

Optimized working capital and disciplined capex approach

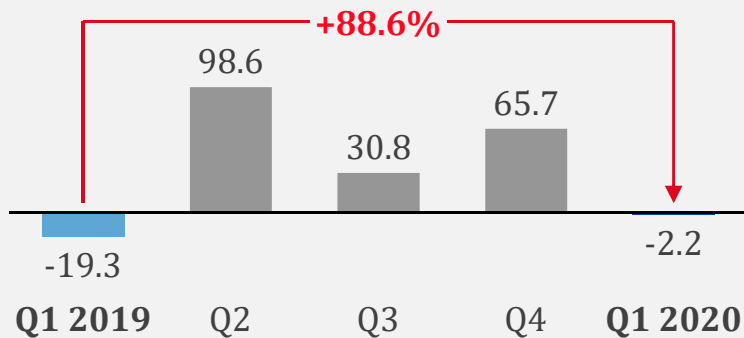
Net working capital – in EUR million



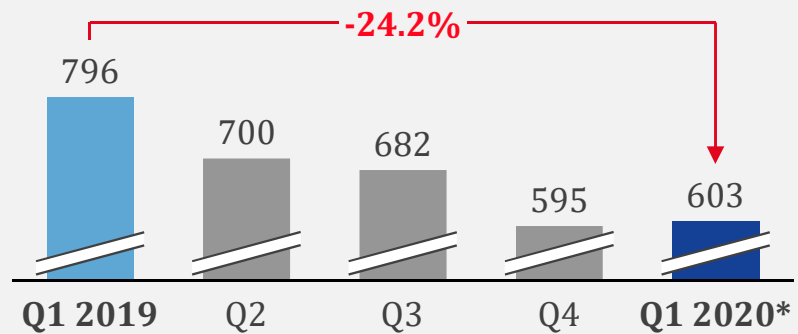
Capex (in PPE) – in EUR million
Capex ratio – in % of total sales



Operating free cash flow – in EUR million



Net financial debt – in EUR million

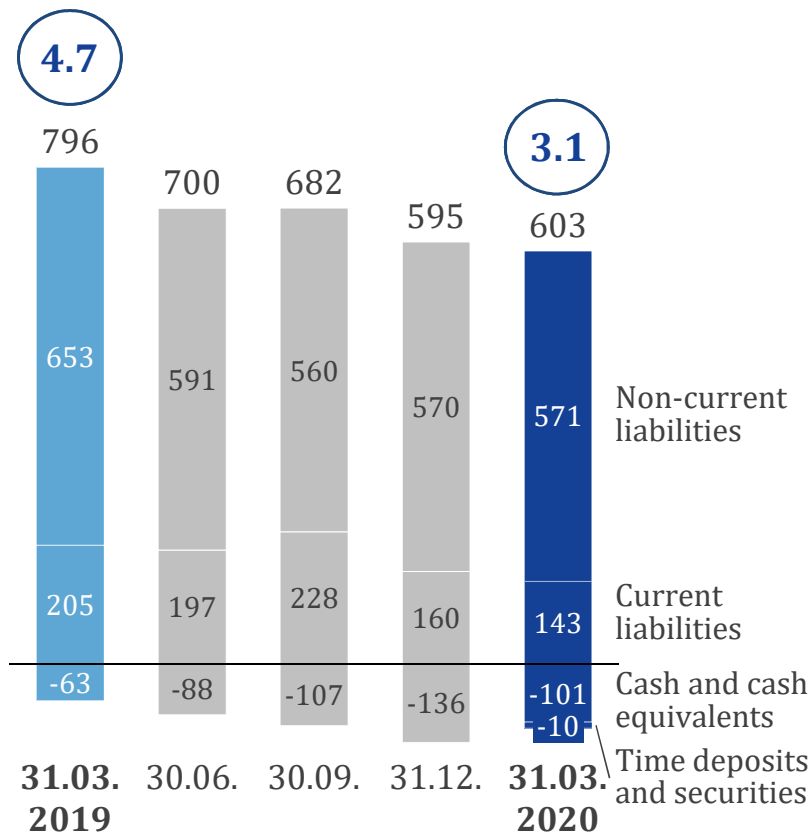


* As from FY 2020 reduced by time deposits and current securities (EUR 10.2 million)

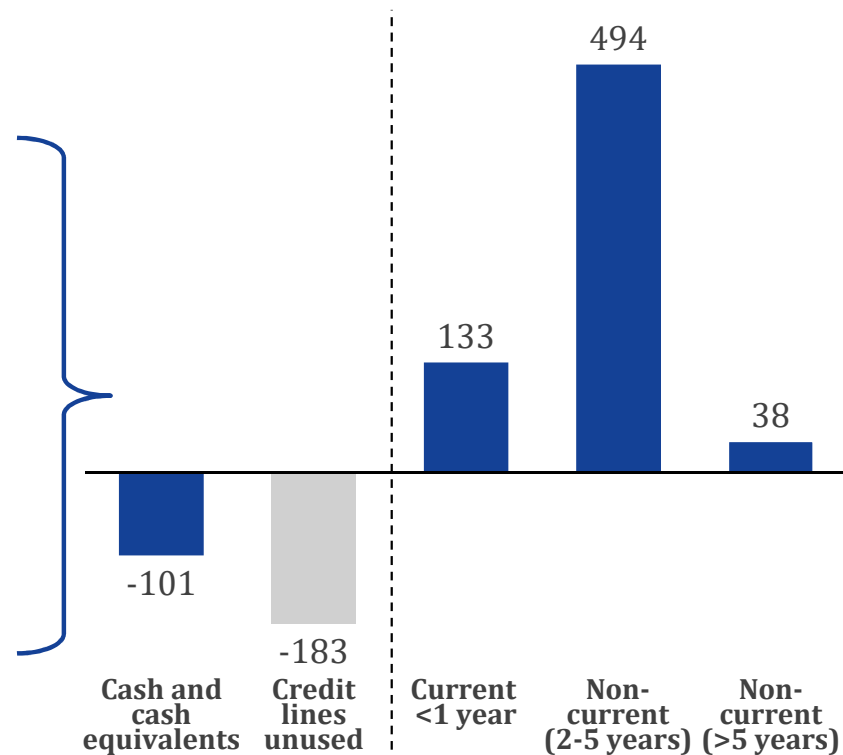
Net financial debt and maturity structure

Net debt reduced by almost EUR 200 million over last 12 months

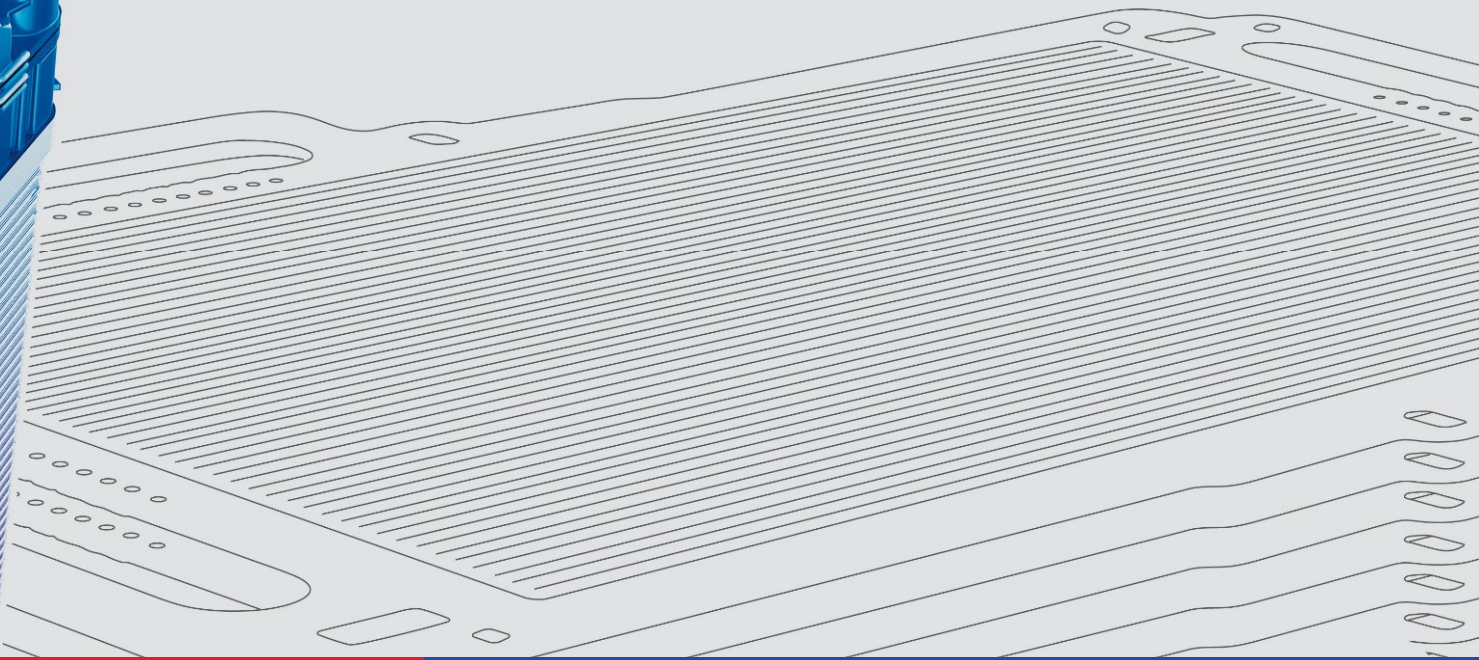
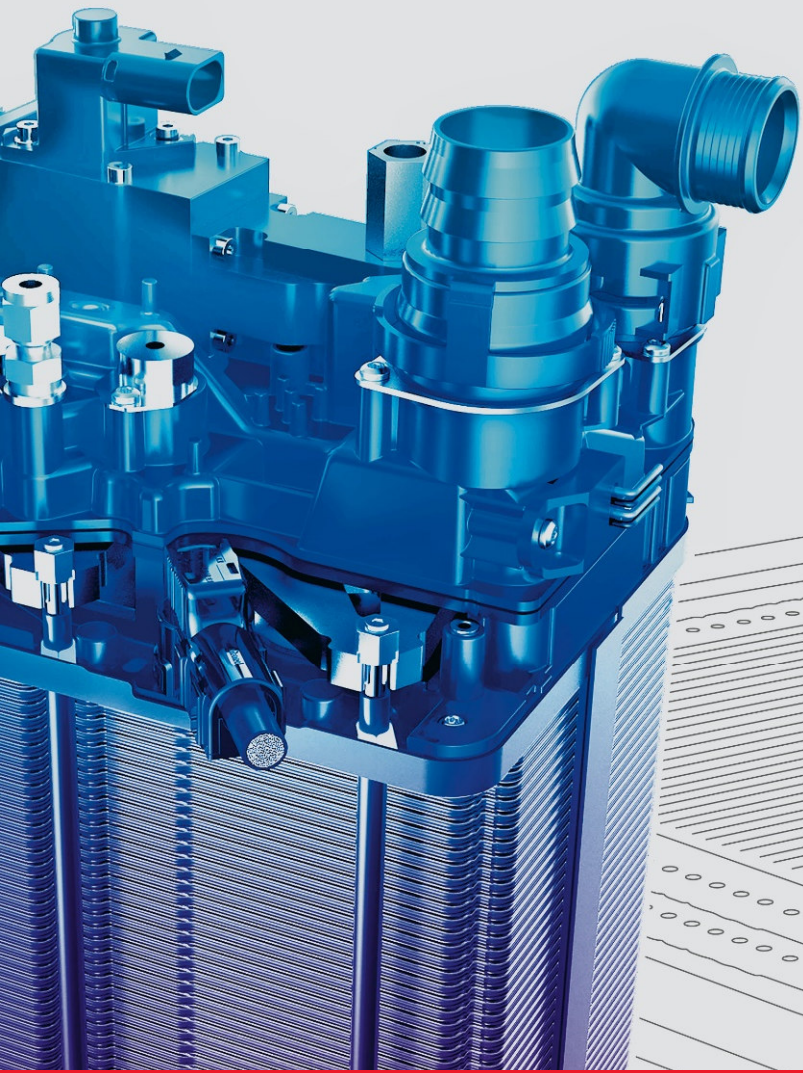
Net financial debt – in EUR million
Net financial debt/EBITDA



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



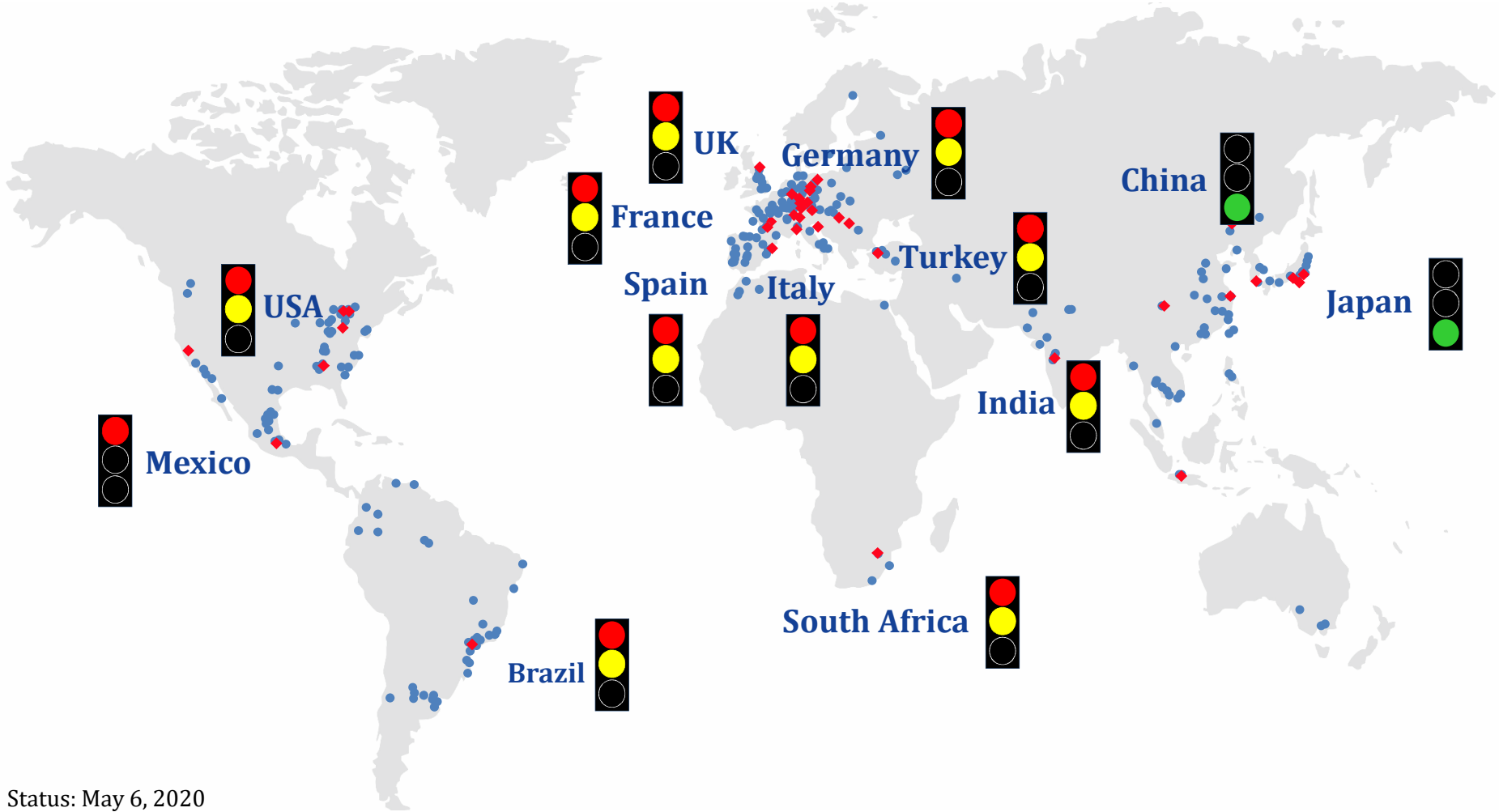
Outlook



Coronavirus crisis impacts auto industry

Asia on track, re-start in most regions, but to different degrees

Production locations of global top 15 OEMs (●)
ElringKlinger production sites (◆)

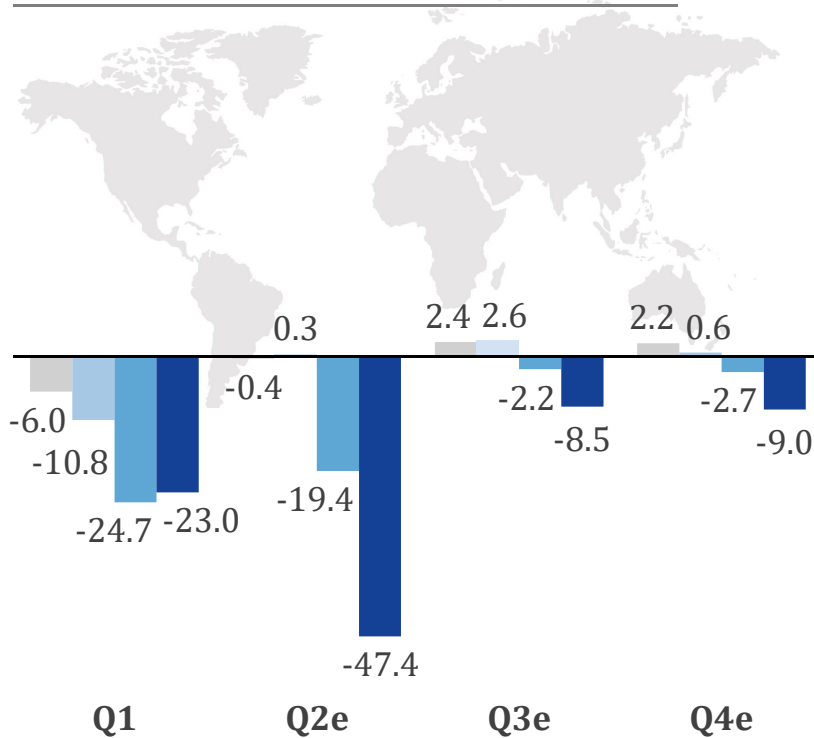


Status: May 6, 2020

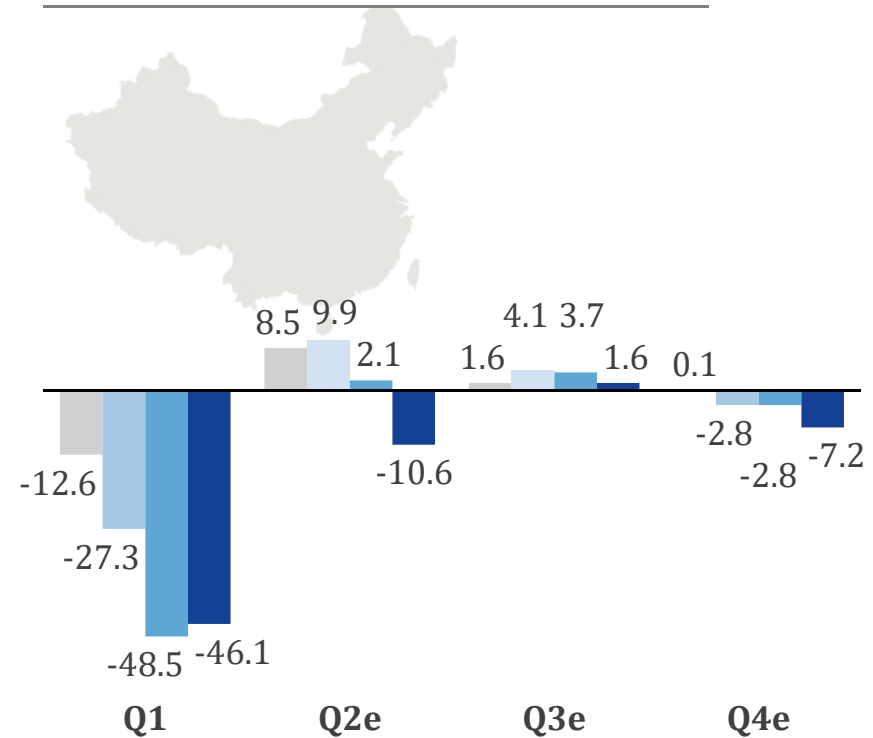
Coronavirus crisis impacts auto industry

Rest of the year mainly dependent on development of demand

Forecasts global auto production 2020 – in %



Forecasts auto production China 2020 – in %

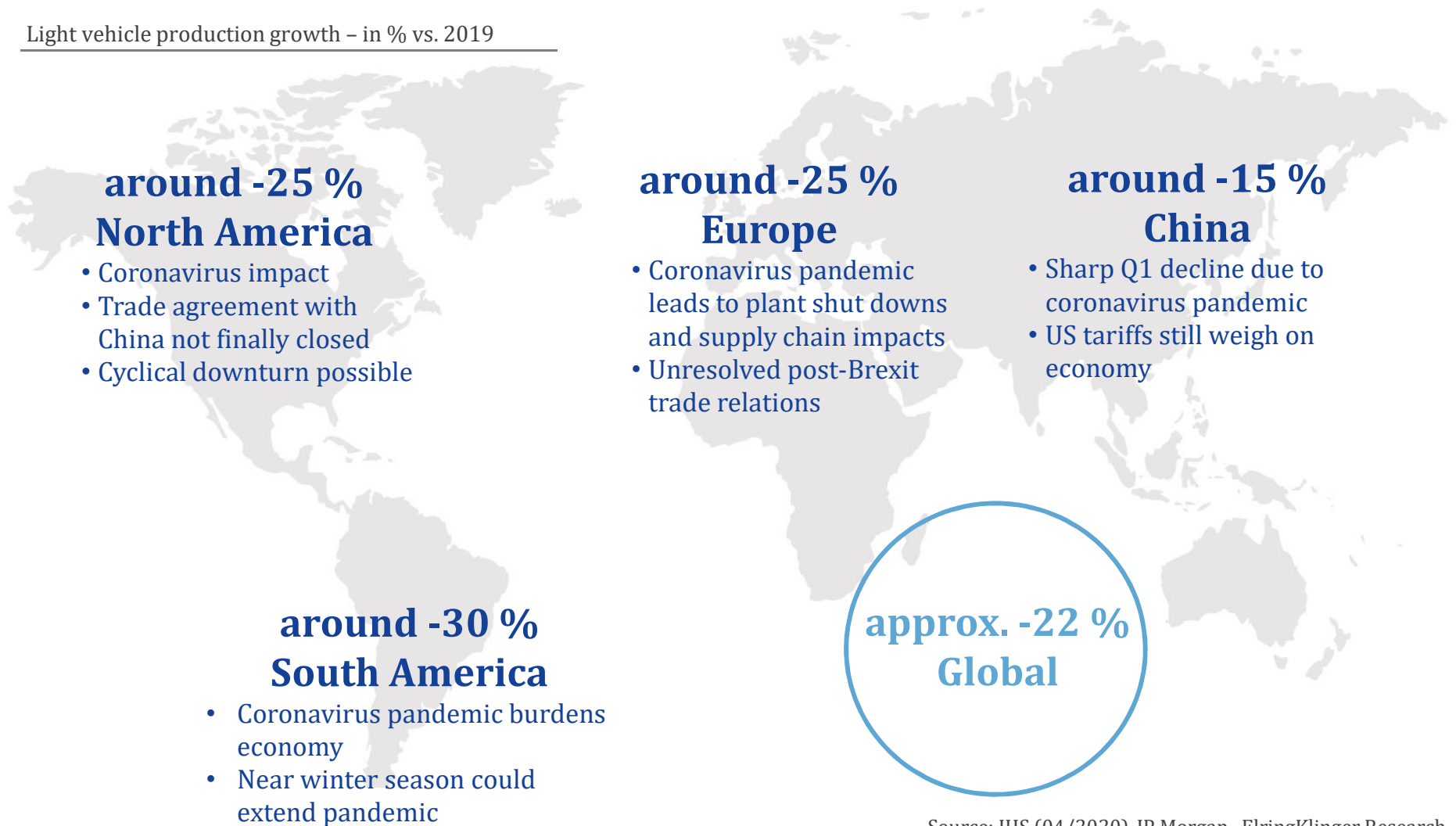


Estimation in Jan 20 Feb 20 Mar 20 Apr 20

Source: IHS (04/2020), JP Morgan, ElringKlinger Research

Market forecast for FY 2020 remains uncertain

Light vehicle production growth – in % vs. 2019



Source: IHS (04/2020), JP Morgan, ElringKlinger Research

2020 – A year marked by the coronavirus pandemic

2020



LV production:
approx. -22 %



Organic sales:
Slightly above
global markets



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

Mid-term

LV production CAGR:
+2%

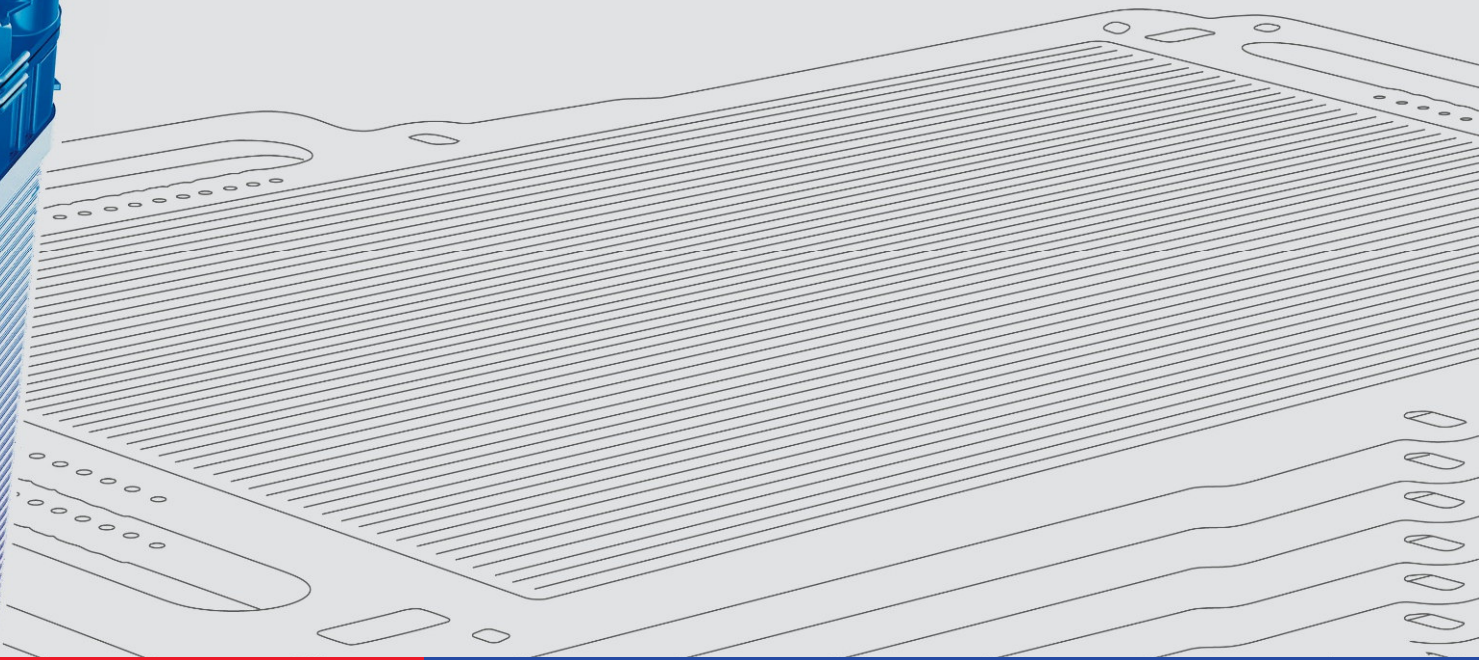
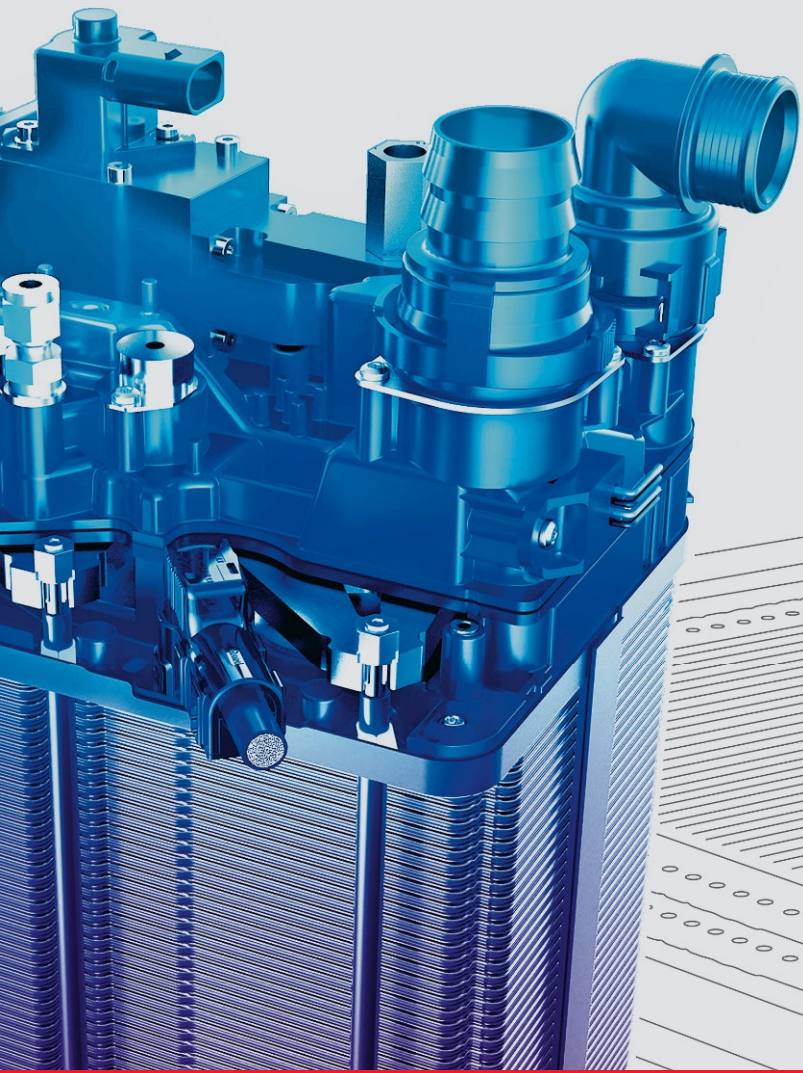
Organic sales:
above global markets

EBIT margin:
Successive improvement

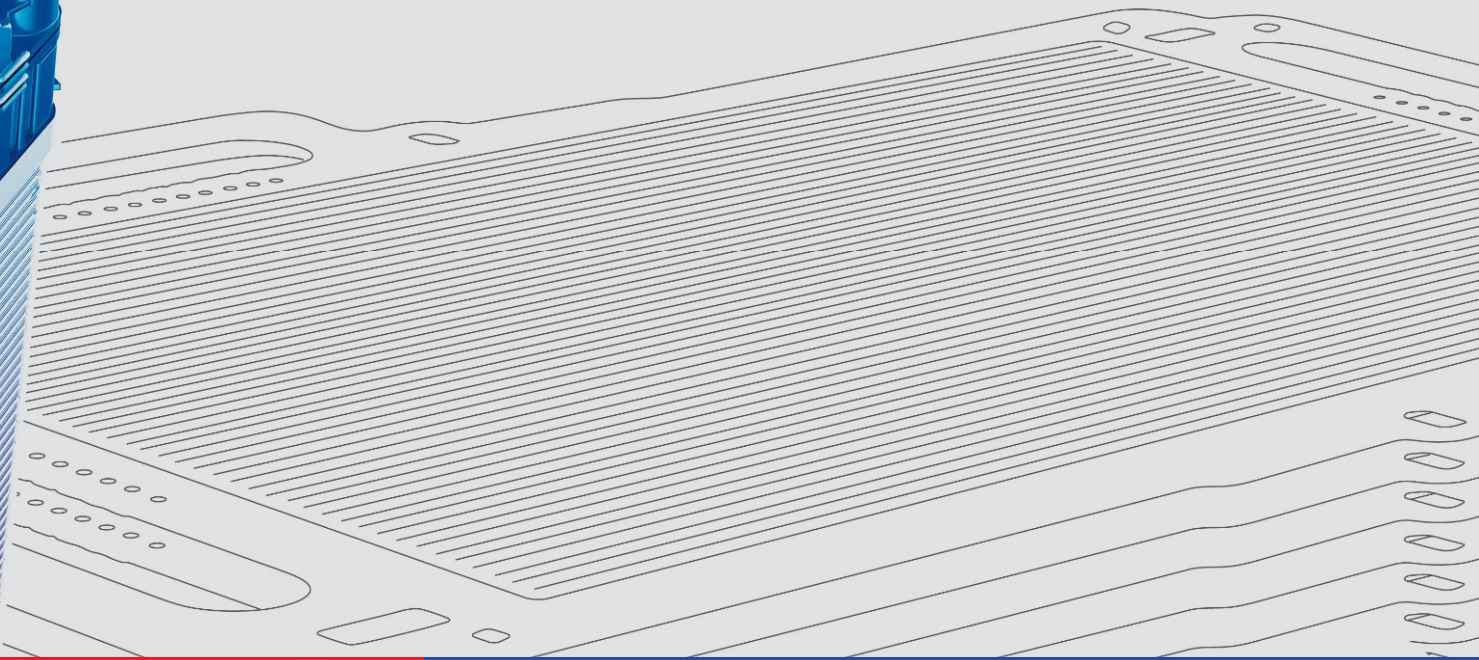
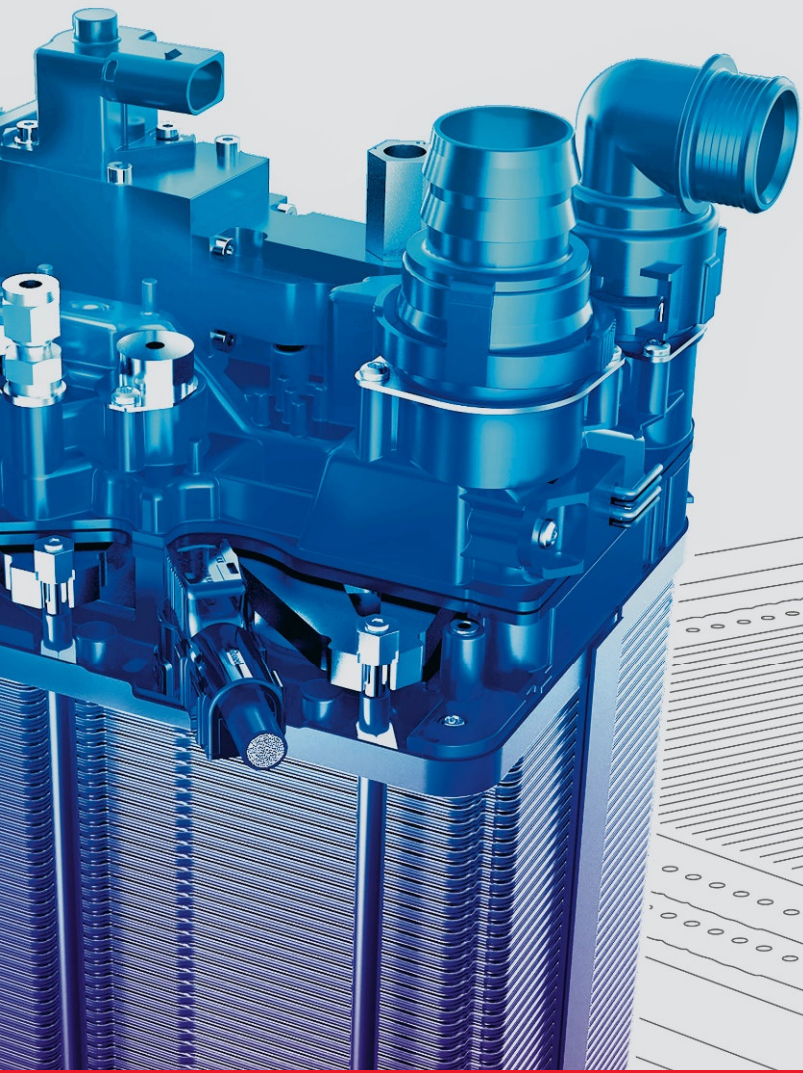
Further indicators for FY 2020 and in the medium term

		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 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



Appendix



Group – Q1 2020

Consolidated income statement

	Q1 2020	Q1 2019
Sales revenue	396.2	441.1
Cost of sales	308.4	-355.5
Gross profit	87.8	85.6
Gross margin	22.2	19.4
	in %	
Selling expenses	31.4	-35.9
General and administrative expenses	21.6	-23.5
Research and development costs	18.4	-19.7
Other operating income	2.0	2.7
Other operating expenses	2.4	-2.8
Operating result (EBIT)	16.0	6.4
Finance income	20.5	9.1
Finance costs	-28.1	-9.4
Share of result of associates	2.2	-0.7
Net finance costs	-9.8	-1.0
Earnings before taxes (EBT)	6.2	5.4
Income tax expenses	-4.5	-6.5
Net income	1.6	-1.1
of which: attributable to non-controlling interests	-0.3	0.4
of which: attributable to shareholders of ElringKlinger AG	2.0	-1.5
Basic and diluted earnings per share (EPS)	0.03	-0.02
	in EUR	

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

Group – Q1 2020

Consolidated statement of financial position

Assets	As of Mar 31, 2020	As of Dec 31, 2019	Liabilities and equity	As of Mar 31, 2020	As of Dec 31, 2019
Intangible assets	211	208	Share capital	63	63
Property, plant, and equipment	1,021	1,044	Capital reserves	118	118
Investment property	3	3	Revenue reserves	727	725
Financial assets	4	4	Other reserves	-73	-52
Shares in associates	22	24	Equity attr. to shareh. of ElringKlinger AG	836	854
Non-current income tax assets	0	0	Non-controlling interest in equity	37	37
Other non-current assets	16	16	Equity	872	891
Deferred tax assets	16	15	Provisions for pensions	149	148
Non-current assets	1,293	1,314	Non-current provisions	18	19
Inventories	365	356	Non-current financial liabilities	571	570
Current contract assets	11	11	Deferred tax liabilities	15	16
Trade receivables	231	233	Other non-current liabilities	20	21
Current income tax assets	6	8	Non-current liabilities	773	774
Other current assets	84	90	Current provisions	16	18
Cash and cash equivalents	101	136	Trade payables	144	157
Current assets	798	832	Current financial liabilities	143	160
Assets held for sale	0	0	Current contract liabilities	23	20
Total assets	2,091	2,147	Tax payable	16	17
			Other current liabilities	104	110
			Current liabilities	446	482
			Total liabilities and equity	2,091	2,147

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

Group – Q1 2020

Consolidated statement of cash flows

	Q1 2020	Q1 2019		Q1 2020	Q1 2019
Earnings before taxes (EBT)	6	5	Proceeds from disposals of PPE, intangible assets and investment property	0	0
Depreciation/amortization (less write-ups) of non-current assets	30	28	Proceeds from disposals of financial assets	1	2
Net interest	4	4	Proceeds from the disposal of subsidiaries	0	0
Change in provisions	-1	-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	-12	-29
Share of result of associates	2	1	Payments for investments in financial assets	-2	-3
Change in inventories, trade receivables and other assets not resulting from financing and investing activities	-13	-33	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	-18	24	Net cash from investing activities	-16	-32
Income taxes paid	-7	-7	Dividends paid to shareholders and to non-controlling interests	0	0
Interest paid	-3	-3	Proceeds from addition of long-term loans	13	162
Interest received	0	0	Payments for the repayment of long-term loans	-56	-7
Other non-cash expenses and income	13	-8	Changes in current loans	16	-118
Net cash from operating activities	13	12	Net cash from financing activities	-26	38
			Changes in cash	-30	17
			Effects of currency exchange rates on cash	-4	1
			Cash at beginning of the period	135	45
			Cash at end of period (as per financial statement)	101	63

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

Group – Q1 2020

Key figures

	Q1 2020	Q1 2019	Δ abs.	Δ rel.
Order intake	354.9	498.3	-143.4	-28.8%
Order backlog	989.0	1,077.3	-88.3	-8.2%
Sales	396.2	441.1	-44.9	-10.2%
EBITDA	45.8	34.8	+11.0	+31.6%
EBIT	16.0	6.4	+9.6	+>100%
EBT	6.2	5.4	+0.8	+14.8%
Net income attributable to shareholders	2.0	-1.5	+3.5	+>100%
Earnings per share (in EUR)	0.03	-0.02	+0.05	+>100%
Capex (in PPE)	12.3	28.8	-16.5	-57.3%
Operating free cash flow	-2.2	-19.3	+17.1	+88.6%
Net working capital	452.8	607.1	-154.3	-25.4%
Equity ratio (in %)	41.7	40.9	+0.8	-
Net financial debt	603.1 ¹	795.5	-192.4	-24.2%
Employees (as at quarter-end)	10,373	10,485	-112	-1.1%

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

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Order intake	355	382	438	420	498
Order backlog	989	1,030	1069	1,063	1,077
Sales	396	420	432	434	441
EBITDA	46	57	50	39	35
EBIT (reported)	16.0	24.3	20.3	10.2	6.4
EBT	6.2	19.5	15.3	1.5	5.4
Net income attributable to shareholders	2.0	7.5	6.7	-8.6	-1.5
Earnings per share (in EUR)	0.03	0.12	0.11	-0.14	-0.02
Capex (in PPE)	12.3	17.4	25.4	20.7	28.8
Operating free cash flow	-2.2	65.7	30.8	98.6	-19.3
Net working capital	452.8	433	487	502	607
Equity ratio (in %)	41.7	41.5	40.7	40.7	40.9
Net financial debt	603	595	682	700	796
Employees (as at quarter-end)	10,373	10,393	10,492	10,411	10,485

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

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

²Incl. current contract assets, less current contract liabilities

Group – Last 5 quarters

Segmental figures

		Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Group	Sales	396	420	432	434	441
	EBIT (reported)	16.0	24.3	20.3	10.2	6.4
	EBIT margin (in %)	4.0	5.8	4.7	2.3	1.5
Original Equipment	Sales	313	349	353	361	361
	EBIT (reported)	-0.3	2.0	6.4	2.0	-5.3
	EBIT margin (in %)	-0.1	0.6	1.8	0.6	-1.5
Aftermarket	Sales	52.3	41.7	45.2	40.9	44.7
	EBIT (reported)	12.8	7.9	8.5	6.7	7.3
	EBIT margin (in %)	24.5	18.9	18.8	16.4	16.3
Engineered Plastics	Sales	28.9	26.4	30.1	28.7	32.2
	EBIT (reported)	3.5	5.2	4.9	1.7	4.1
	EBIT margin (in %)	12.1	19.7	16.3	5.9	12.7
Others	Sales	1.8	3.3	3.6	3.1	3.5
	EBIT (reported)	-0.0	9.3*	0.5	-0.3	0.3
	EBIT margin (in %)	-0.0	>+100	13.9	-9.7	8.6

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.