

pure mobility



Preliminary figures FY 2017

March 1, 2018



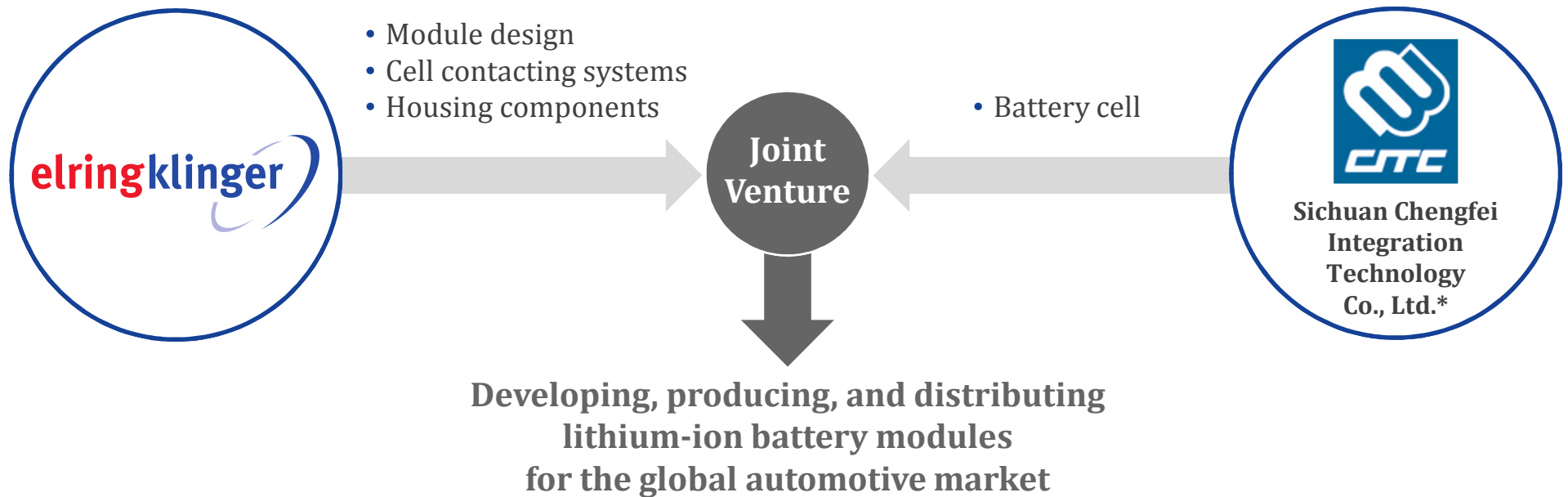
FY 2017

Headlines

- **Strong top line** of EUR 1,664 million despite FX headwinds, organic growth of +8.1%
- **EBIT pre PPA slightly up** at EUR 141.8 million, **margin at 8.5%**
- **Strategic progress achieved**
 - Acquisition of **stake in hofer powertrain completed** in Q1 2017
 - **Cooperation with Chinese battery manufacturer CITC** for global target markets **signed**
 - **Sale of Hug signed** on Dec 21, 2017 **and formally closed** on Feb 28, 2018; income from deconsolidation within low double-digit million euro range
- **Financial position improved:** Schuldscheindarlehen of EUR 200 million successfully placed in July
- **Operational insights:** two large-scale lightweighting contracts started to ramp up, new subsidiaries founded in Chongqing (China) and Warwick (UK)
- **Outlook for FY 2018** on March 27, 2018

Strategic steps

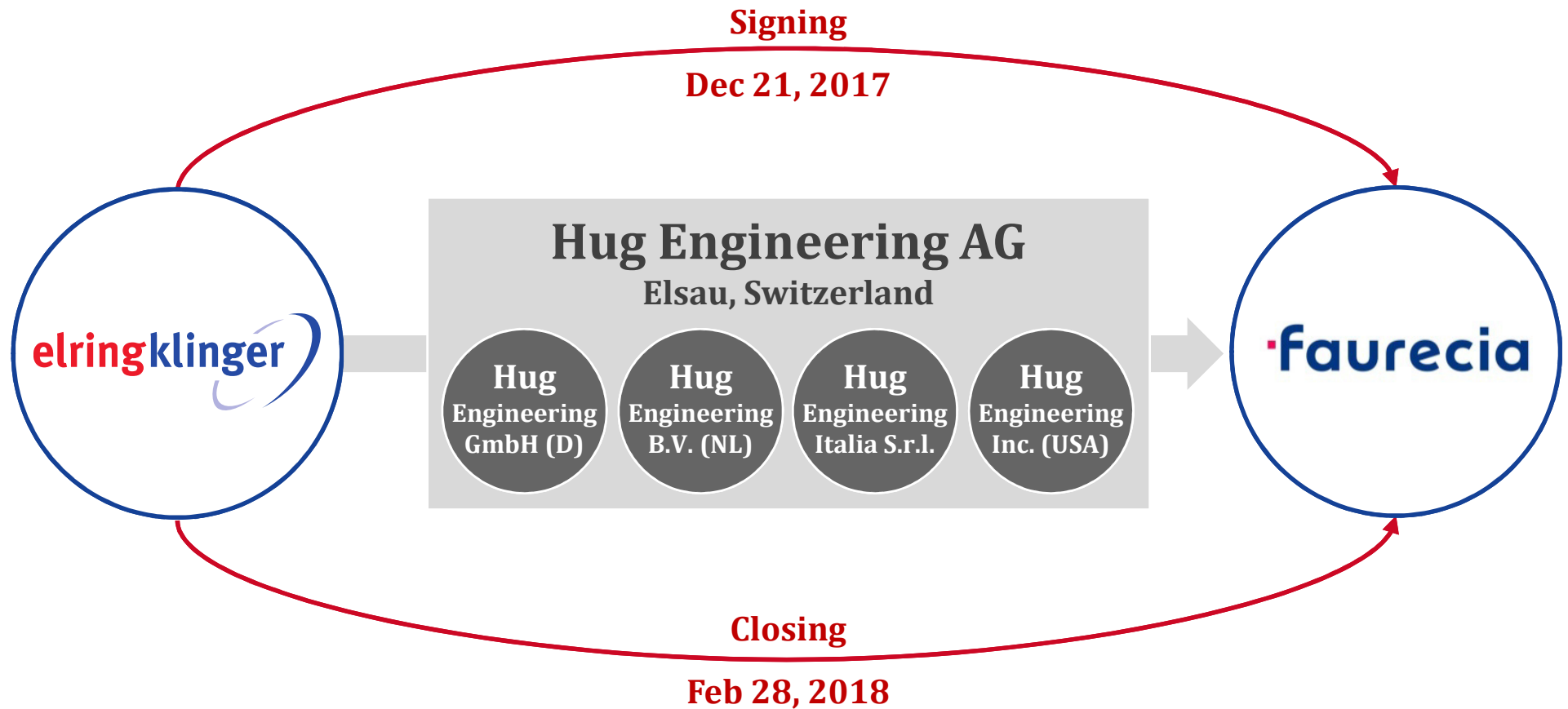
ElringKlinger and CITC agreed on cooperation for battery systems



* Via its subsidiary: China Aviation Lithium Battery Co., Ltd. (CALB)

Strategic steps

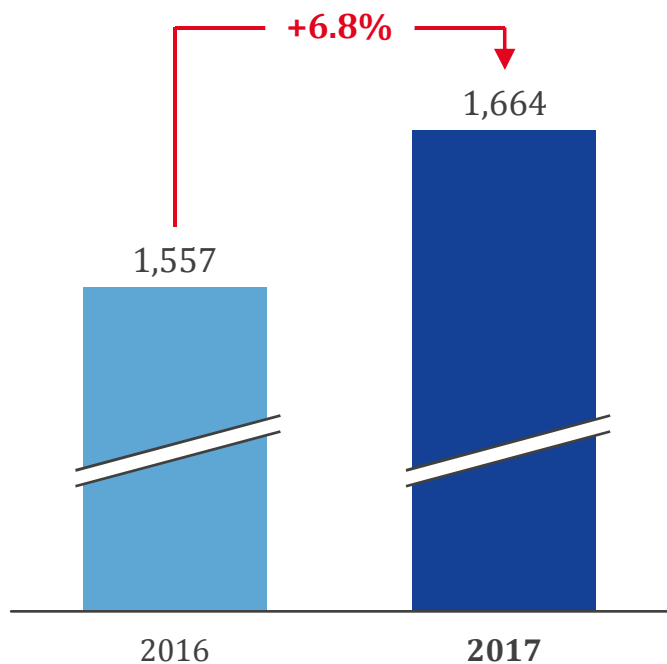
ElringKlinger and Faurecia closed Hug deal on February 28th



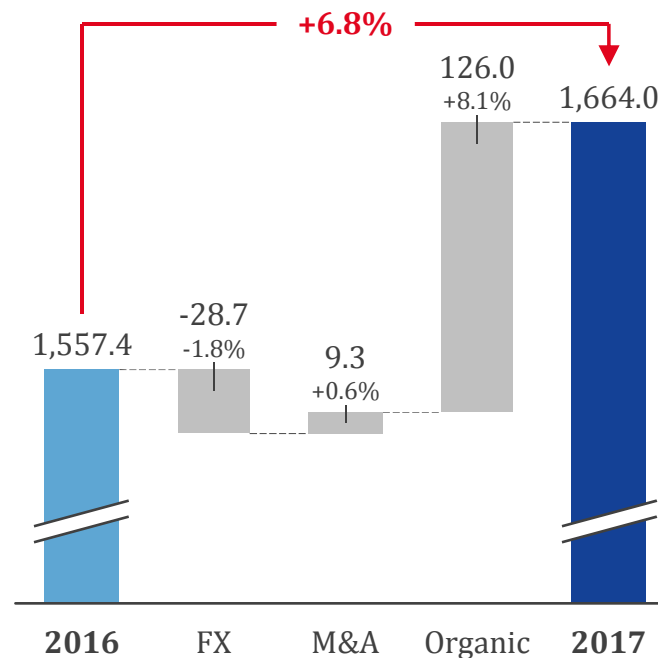
Preliminary figures FY 2017: Sales

Substantial organic growth, headwind by FX impacts

Sales – in EUR million



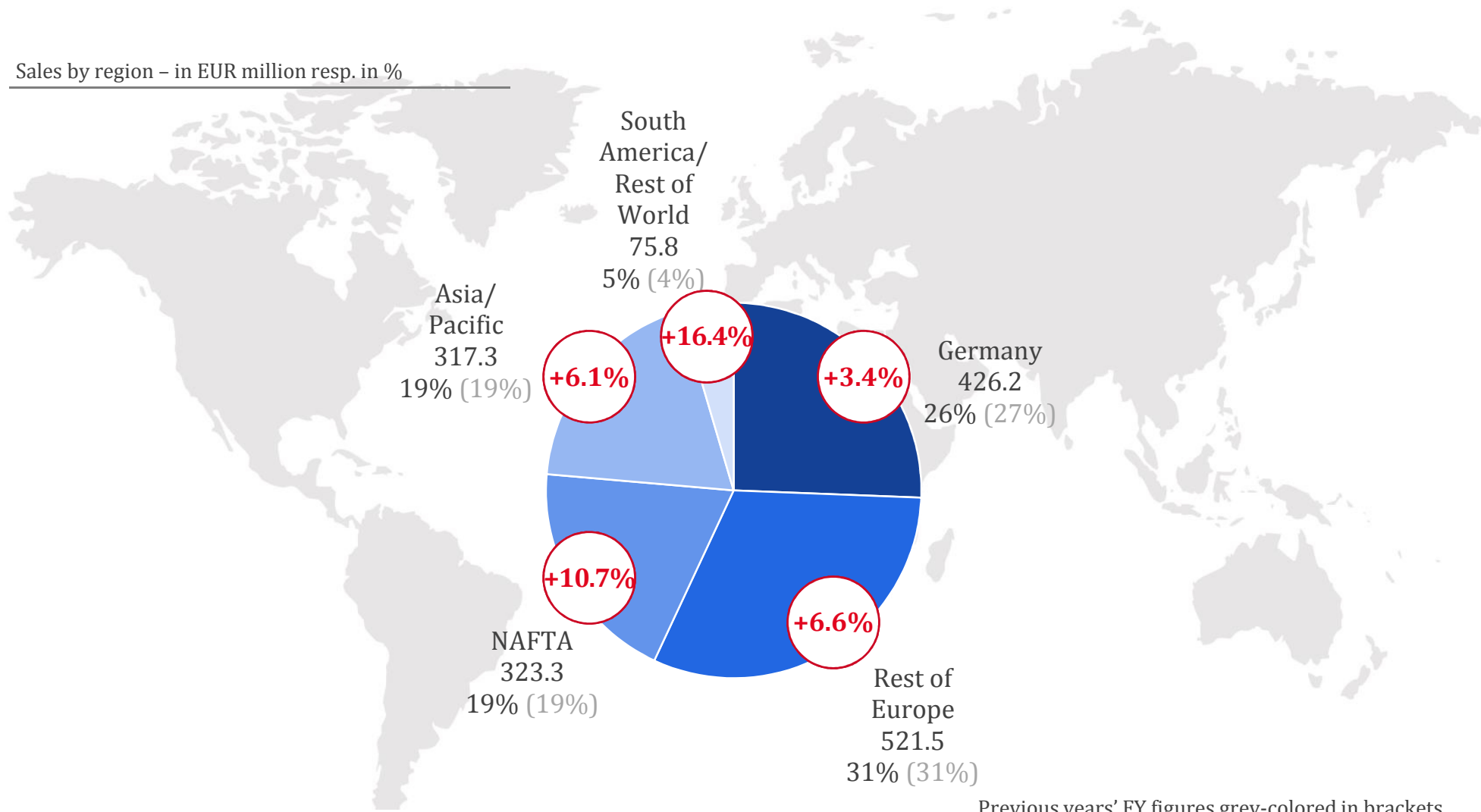
Sales – in EUR million



Preliminary figures FY 2017: Sales

Strong sales growth across all global regions

Sales by region – in EUR million resp. in %

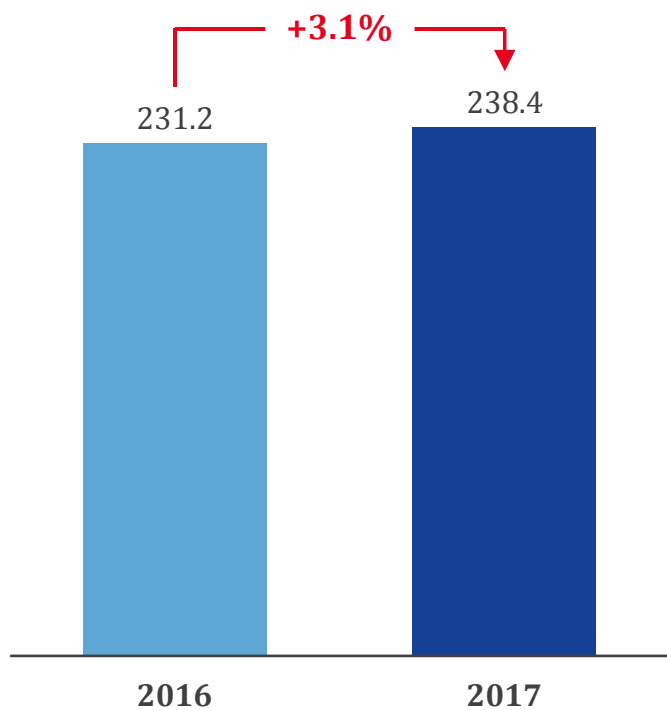


Previous years' FY figures grey-colored in brackets

Preliminary figures FY 2017: Earnings

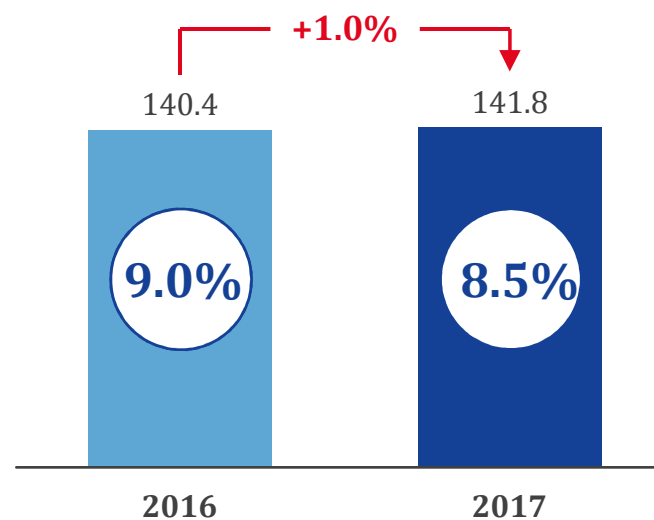
Improving Swiss site, high NAFTA demand, rising commodity prices

EBITDA – in EUR million



EBIT (pre PPA) – in EUR million

EBIT margin (pre PPA) – in % of total sales



FY 2018

What's next?

- **Migrating further parts of production** from Switzerland to Hungary for optimization of cost structure at Swiss site
- **Ramping up production** of door module carriers at new site **in Chongqing, China**
- **Improving high demand situation** in NAFTA region by installing additional capacities
- **Integration of newly acquired HPP;** industrialization of products
- **Marketing lightweight components** as well as **products for alternative propulsion systems**



FY 2018

Shareholders' calendar

- Mar 27** **Release of annual report FY 2017**
Press conference in Stuttgart at 9:30 CET,
analysts' conference in Frankfurt at 14:30 CET
- May 14** **Release of Q1 2018 figures**
- May 16** **Annual general meeting**
Congress Center Liederhalle at Stuttgart
- Aug 7** **Release of Q2 2018 figures**
- Nov 6** **Release of Q3 2018 figures**

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.