

Mobilität erfahren – Zukunft entwickeln.  
*Experience mobility – Drive the future.*

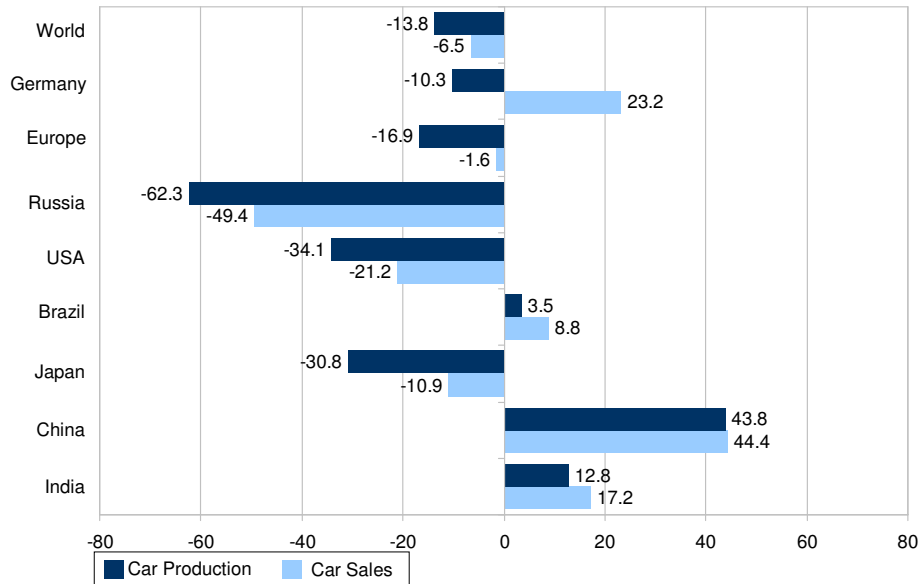


Analysts Conference  
on the 2009 Financial Year  
March 30, 2010

## Business Year 2009: Key developments

- Most severe crisis of the automotive industry in the last 30 years:  
OE car production falling by more than 40 % at times
- Cost cutting measures, introduction of short-time work at German plants  
and compelling working capital management
- Gradual recovery of passenger production as of HY 2
- Strong investments in property plant and equipment (EUR 89.7 mn)  
despite the crisis improves competitive edge
- Further build-up of R&D capacities at New Business Areas division
- Engineered Plastics: New plant opening at Bietigheim-Bissingen  
(Nov. 2009)
- 10 % stake increase in Changchun ElringKlinger Ltd. to 88 % (June 2009)

## Business Year 2009: Car Production versus Car Sales (% change y-o-y)



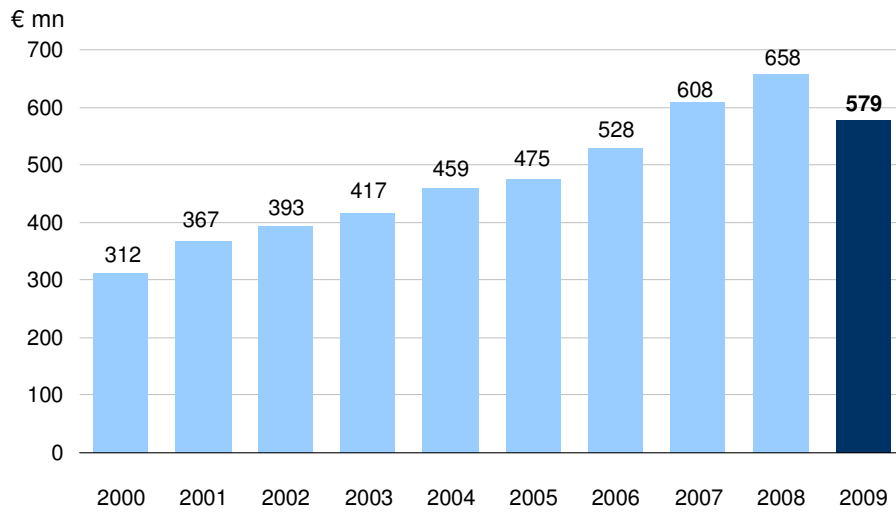
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## Business Year 2009: Business trends

- Truck segment still very weak with share in Group sales down from 11% to 6% of Group sales in 2009
- Engineered Plastics (PTFE) business strongly affected by extremely weak demand from customers in machine and plant engineering
- Gradually improved gross margin
- Lower Material prices failed to contribute significantly due to reduced purchasing volumes
- Decreasing settlement payments for hedging of alloy surcharges (Nickel)
- Positive earnings effect of EUR 3.6 mn from reversal of material-related provisions exceeding settlements payments (previous year burdened by EUR 15.9 mn recognition of provisions)
- Second scenario to achieve 540-580 mn in sales and 8-10% EBIT margin met

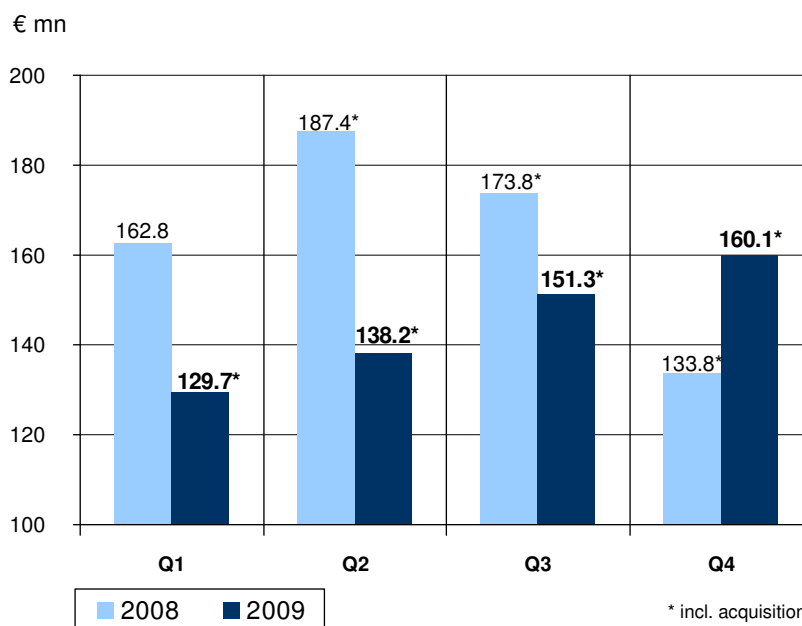
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### Sales: Long-term growth above market



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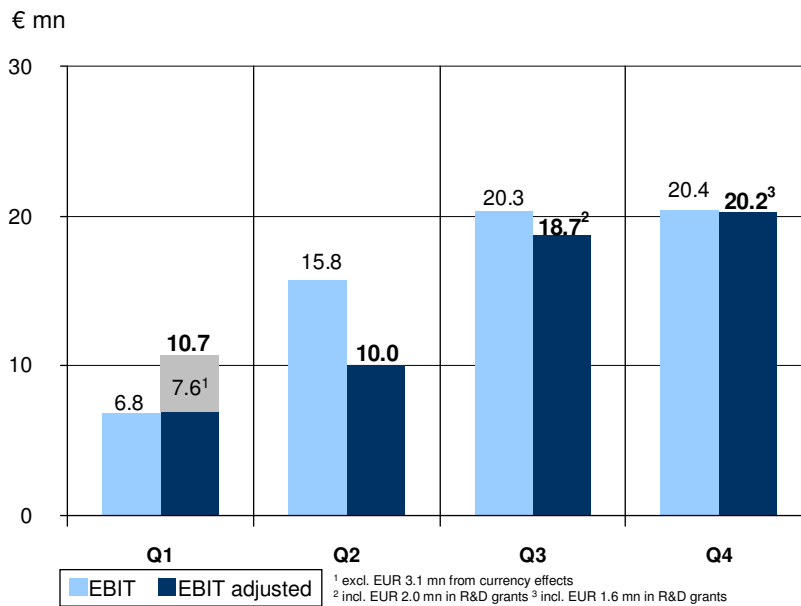
### Sales recovering quarter by quarter



\* incl. acquisitions

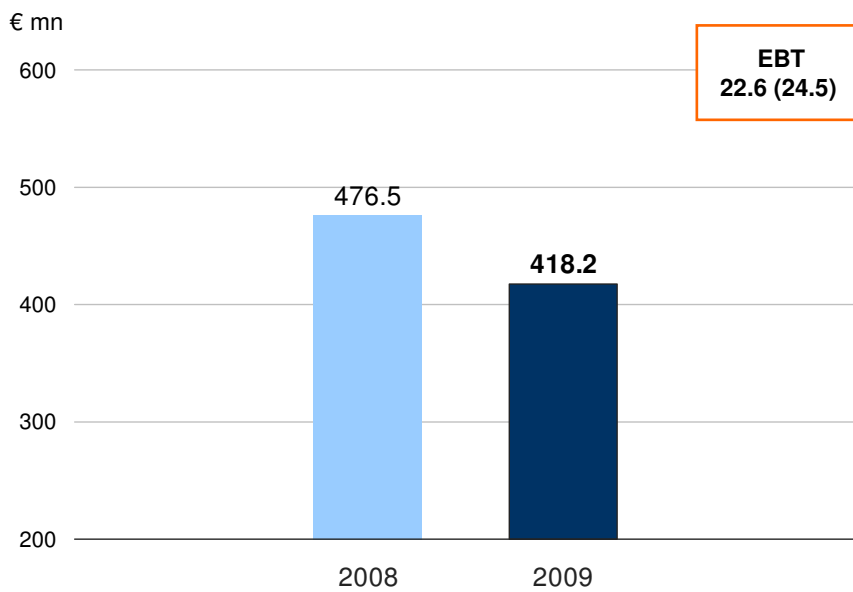
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### Focusing on profitability: EBIT by quarter



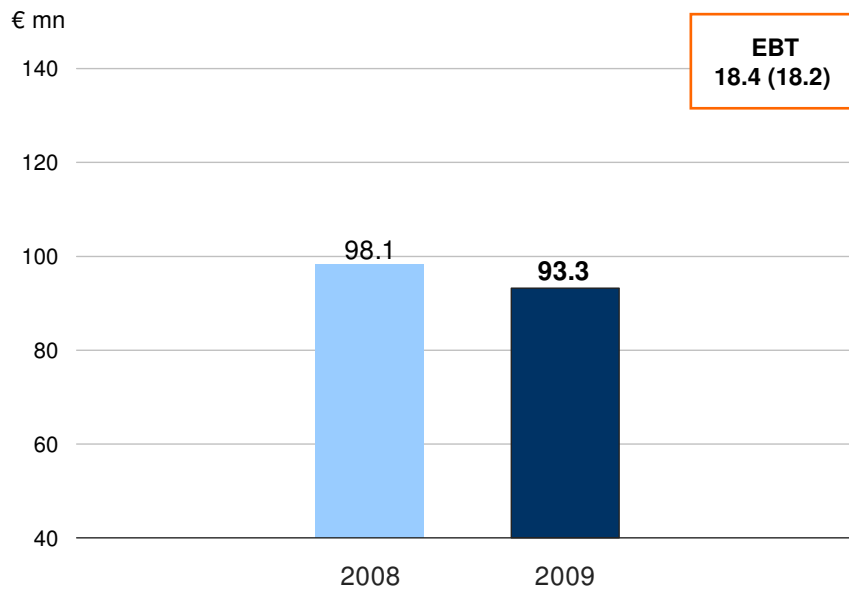
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### Sales in the OEM business down 12.2%

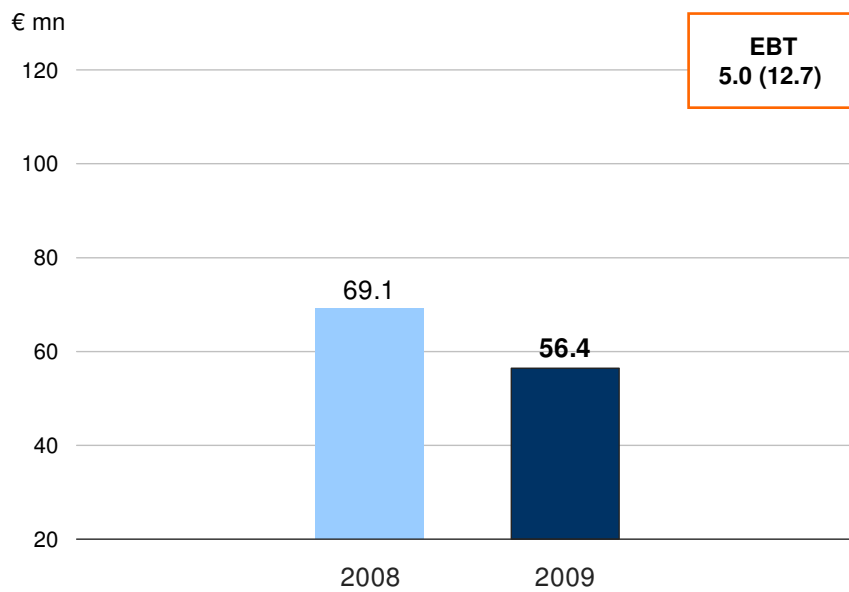


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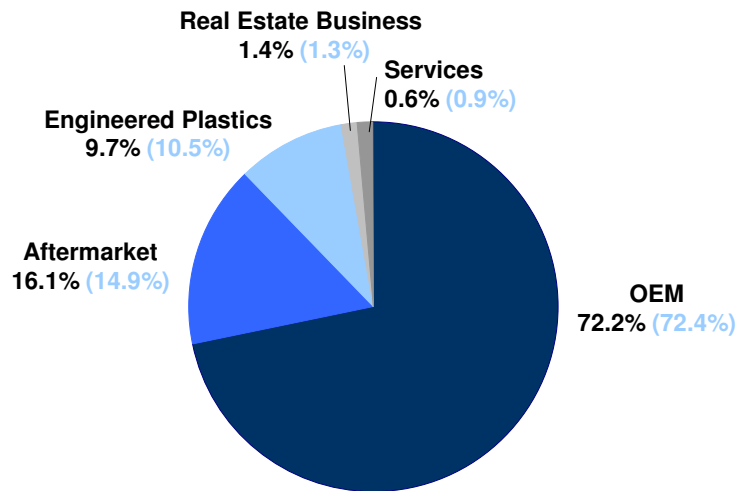
### Sales in the Aftermarket down 4.9%



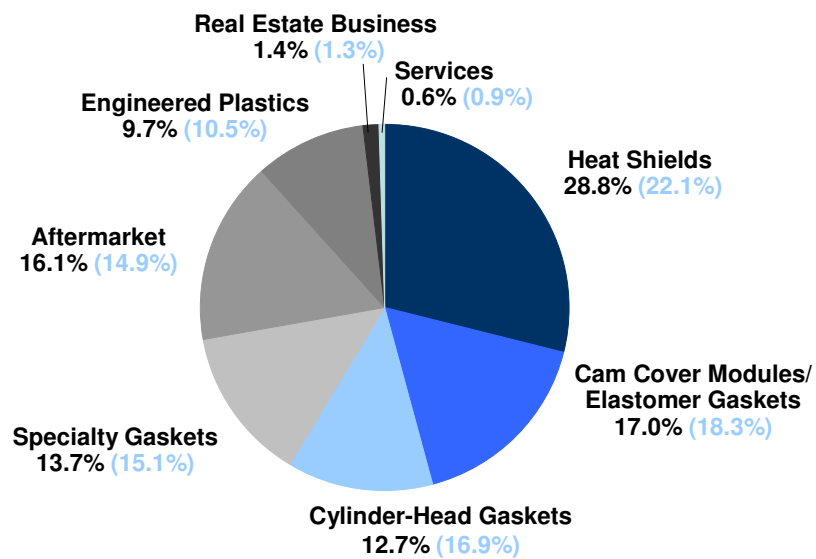
### Sales in Engineered Plastics down 18.4%



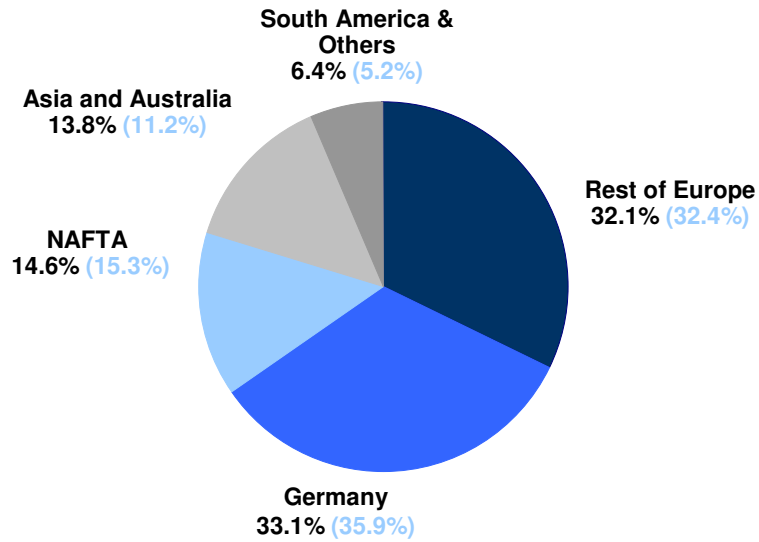
Group Sales by Market Segments 2009 (py)



Group sales by products and services 2009 (py)



Group Sales by region 2009 (py)  
Share of Asia and South America trending up



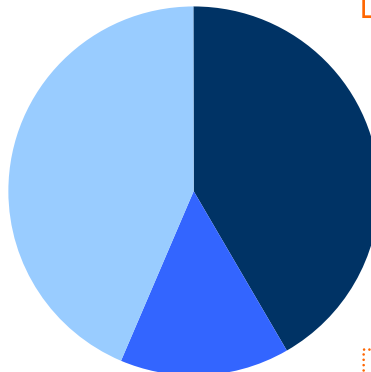
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Employees ElringKlinger Group worldwide

as of December 31, 2009  
(py)

International subsidiaries  
1,946 (1,808)

Domestic subsidiaries  
589 (630)

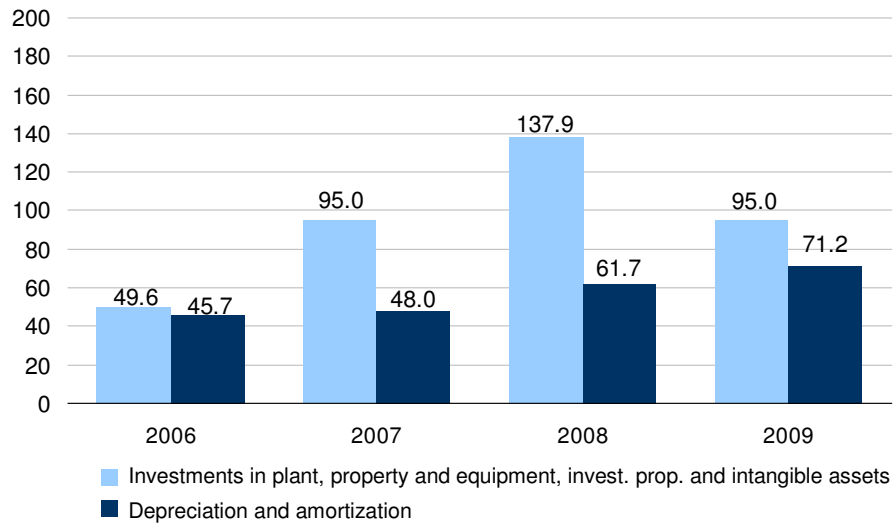


Group  
4,171 (4,175)  
headcount excl.  
aquisition 4,124

Germany  
2,225 (2,367)

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### Investments vs. depreciation and amortization – well set up for post-crisis years



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### FY 2009: Sales and EBIT

in € mn	FY 2009	FY 2008	Change in %
Sales	<b>579.3</b>	657.8	- 11.9
Cost of sales	<b>426.3</b>	464.2 <sup>2</sup>	- 8.2
EBITDA	<b>134.5</b>	133.2 <sup>3</sup>	+ 1.0
EBIT <sup>1</sup>	<b>63.3</b>	71.5 <sup>3</sup>	- 11.5

<sup>1</sup> Incl. currency effects

<sup>2</sup> Figure adjusted, cf. notes p.126

<sup>3</sup> Incl. EUR 5.8 mn badwill MARUSAN, EUR 0.7 gain from insurance proceeds, EUR 1.1 mn collective wage payment, EUR 3.6 mn ppa (n.a. at EBITDA level), EUR 15.9 mn prov. for commodity-price hedging



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## FY 2009: Financial Result and Net Income

in € mn	FY 2009	FY 2008	Change in %
<b>Net finance costs</b>	<b>- 13.9</b>	-15.8	- 12.0
<b>EBT</b>	<b>49.4</b>	60.0	- 17.7
<b>Taxes</b>	<b>14.6</b>	16.8	- 13.1
<b>Net income</b>	<b>34.8</b>	43.2	- 19.4
<b>Minority interests</b>	<b>1.6</b>	3.3	- 51.5
<b>Profit attributable to shareholders of EK</b>	<b>33.2</b>	39.8	- 16.6



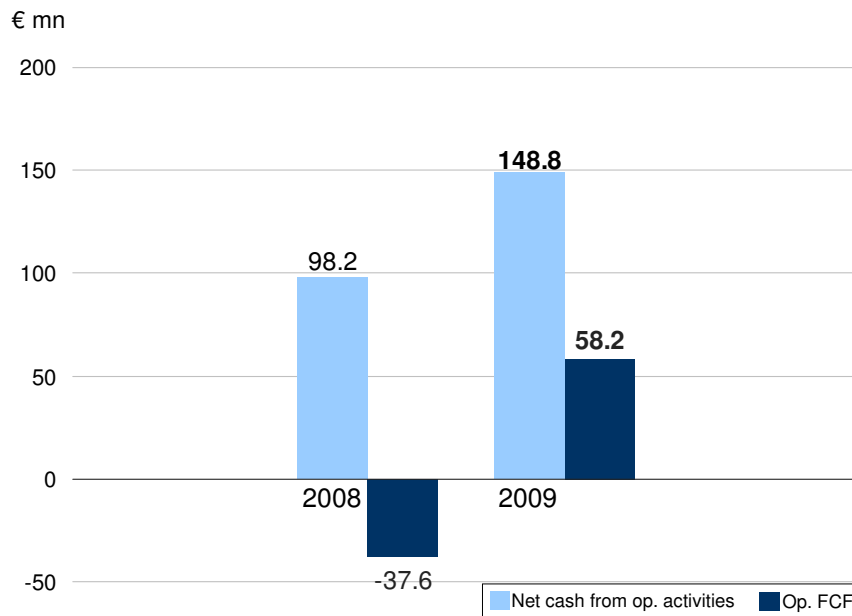
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## Business Year 2009: Dividend increase

- EPS came in at EUR 0.58 per share as compared to EUR 0.69 per share in the previous year
- Proposed dividend to AGM for FY 2009: EUR 0.20 up 33% on last year's EUR 0.15 EUR

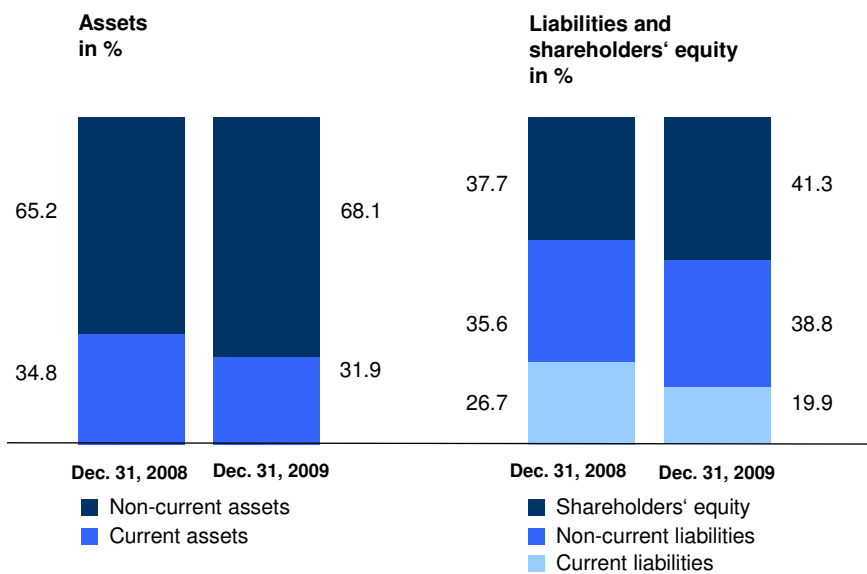
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### FY 2009: Net cash from operating activities and op. FCF



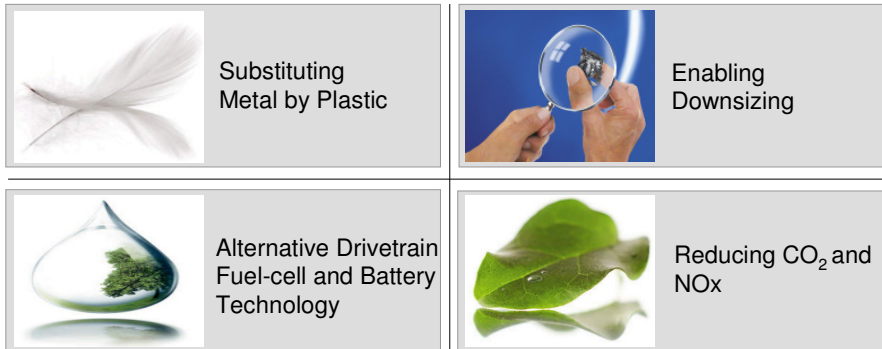
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### Balance Sheet Structure ElringKlinger Group: Equity ratio 41.3% - up after prior financing of acquisitions



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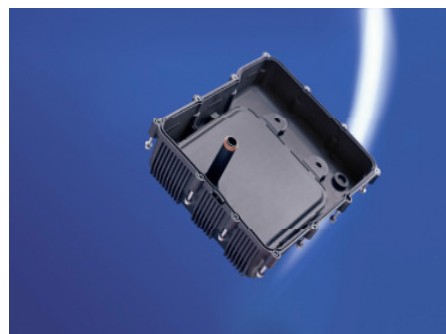
## Enabling CO<sub>2</sub> reduction and alternative drivetrains: The key drivers in post-crisis auto markets



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## Reducing CO<sub>2</sub>: Substituting metal by plastic

- Weight reduction = lower consumption
- ElringKlinger designs cam covers, gearbox casings and oil pan modules with many integrated features
- More than 20 potential applications in the engine and the transmission



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## Going small: Downsizing the engine

- Same output from lower displacement
- Direct injection, higher pressure
- Gasketing more demanding
- Turbo-charging
- Rising temperatures
- More heat shields



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## Reducing NOx

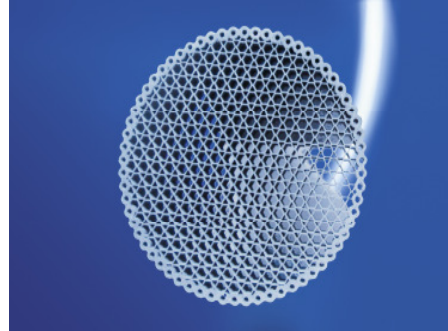
- Tightened environmental regulations  
Euro 5 and 6 require significant NOx reduction
- SCR (Selective Catalytic Reduction) adapter module enabling high temperature sealing and thermal/mechanical shielding for SCR injection systems
- Truck and passenger car modules
- Newly developed modules for diesel cars and the new generation of gasoline engines



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## DPF: Pioneering nano coating material for soot reduction

- ElringKlinger is already supplying specialty gaskets, joints and heat shields for DPFs
- Euro-5-legislation requires DPFs for most diesel powertrains
- New precious-metal free coating material for reduction of particulate matter
- Specimens endurance and field tests currently under way



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## Fuel-cell technology: Mobile and stationary

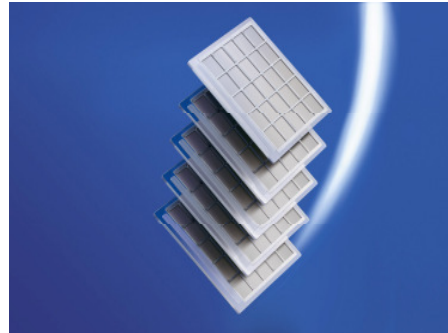
- Fuel-cell components for PEM, SOFC and DMFC applications
- Auxiliary power units (SOFC-system) for trucks HVAC
- New development project win: Cogeneration units (SOFC-system) for households and homes
- PEM bipolar plates for full drive-train application
- Strong patent base established



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## Battery Technology: Market entry with lithium-ion battery components

- Separators and bipolar plates for bipolar lead/acid batteries
- Entry in lithium-ion battery market
  - > cell and module connectors
  - > plastic housing module frames
- For use in hybrids and pure electric cars
- First contract to SOP in late 2010/2011 with European OE
- Development projects in Shielding Technology division
  - > electromagnetic/acoustic shielding
  - > temperature management



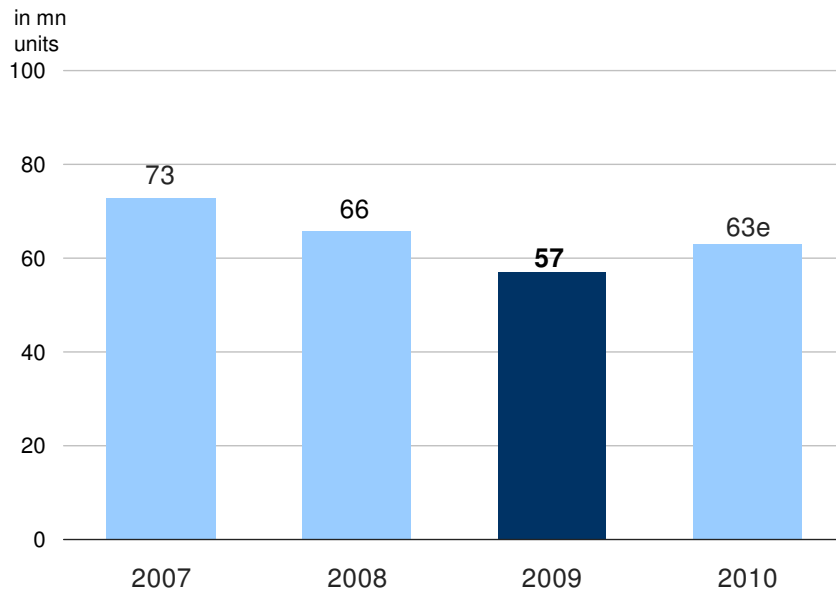
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## Outlook 2010: Company/Markets

- Global vehicle production returns to growth: ElringKlinger assumes 3% to 4% increase in vehicle production in 2010
- Car sales Germany could fall up to 30 %, but strong pick-up in exports
- European car market overall stable or slightly negative productionwise
- US light vehicle production expected to grow in the upper single-digits
- Chinese car production posting further single-digit growth
- Raw material prices still at manageable levels when seen over the mid-term, but rising since mid 2009.
- Moderate increase in personnel cost based on collective wage agreements already concluded

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## World Car Production recovering driven by Asia



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## Outlook 2010: Corporate

- Engineered Plastics (PTFE): Signs of order intake recovery
- Second production system for Moldflon installed focusing on medtech industry
- Truck area: No signs of a major recovery before HY 2 2010 in Europe
- Promising prospects with Chinese truck & engine manufacturers
- Capex in plant, property and equipment incl. tooling will come in lower at EUR 65.0 to 75.0 mn
- Two new plants in China, incl. equipment (EUR 10-15 mn)
- New logistics center (for OE and AM) at Dettingen improves cost structure and product turnover (EUR 14 mn)

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## Outlook 2010: Corporate

- Further build-up of New Business Areas division: Fuel-cell and battery technology, DPF-coating
- Sustained cost-cutting measures supported by investments in rationalization undertaken
- Raw material prices still at manageable levels when seen over the mid-term but rising since mid 2009
- Moderate increase in personnel cost based on collective wage agreements concluded
- Short-time work at German plants ended

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## Outlook 2010: Financials

- Order intake in Q4 2009 was strongest ever posted in a final quarter at EUR 173,8 mn (EUR 106,1 mn)
- Order backlog up 16 %
- Return to pre-crisis sales and profitability levels until 2012 the latest, that is much faster than car markets
- Further decline of net debt level
- Assuming a continuing moderate recovery of world car markets ElringKlinger anticipates an organic increase in sales of between 7% and 10%
- EBIT is expected to grow disproportionately at a rate of 12% to 15%
- Good technological starting position for long term-growth

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Thank you for your attention.

#### Disclaimer – Forward-looking Statements and Predictions

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