

ElringKlinger Group

Neue Dimensionen
New Dimensions



Conference Call

Results 1st Quarter 2012

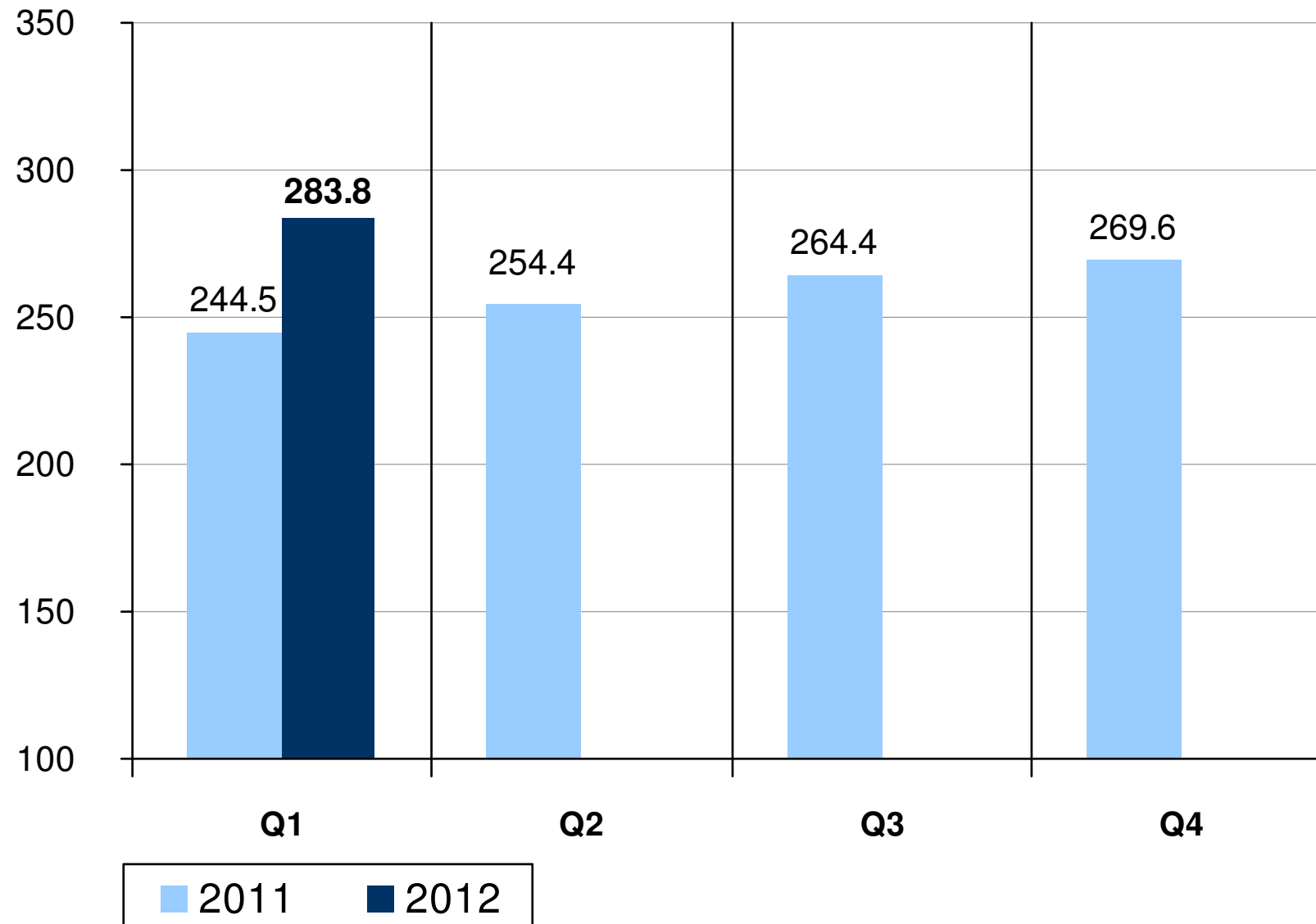
May 10, 2012

Q1 2012: Key developments

- Global car production up 4 % in Q1 driven by solid demand from emerging markets and North America; Europe down, Germany stable
- ElringKlinger sales revenue up 16.1% (excl. acquisitions 12.3%) clearly exceeding market growth
- Operating result increases at a faster pace than sales by 19.3%
- Start of first production lots at new PHM plant in Dettingen/ Erms
- Acquisition of metal housing producer ThaWa GmbH in Saxony-Anhalt, Germany
- Integration of Freudenberg entities and Hug progressing

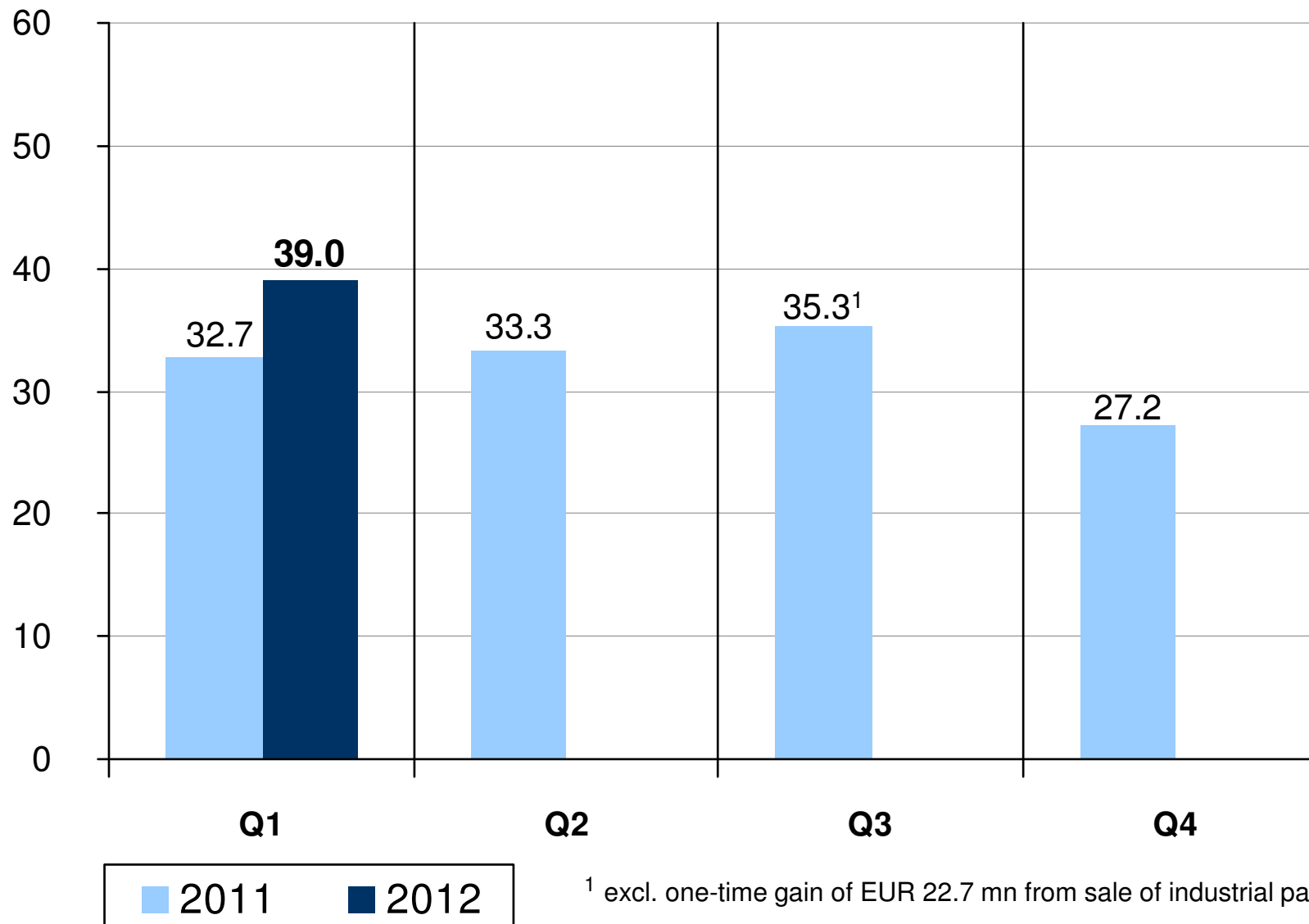
Q1 2012: Sales grow 16.1% yoy – excl. acquisitions 12.3%

€ mn



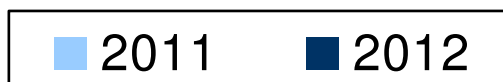
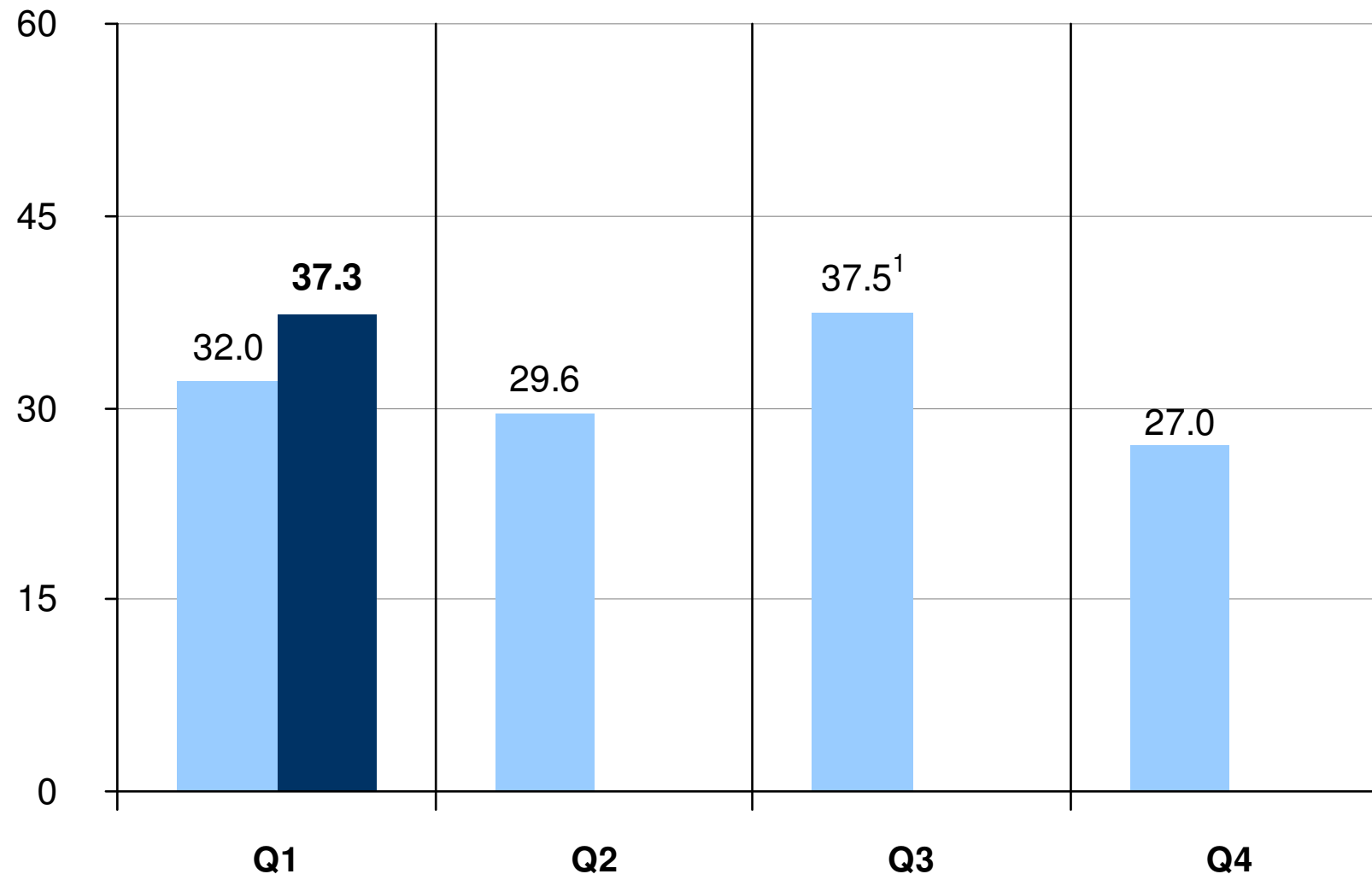
Q1 2012: Operating result up 19.3% (13.7% margin)

€ mn



Q1 2012: EBIT up 16.6% (13.1% margin)

€ mn



¹ excl. one-time gain of EUR 22.7 mn from sale of industrial park

Q1 2012: Effects from Freudenberg and Hug

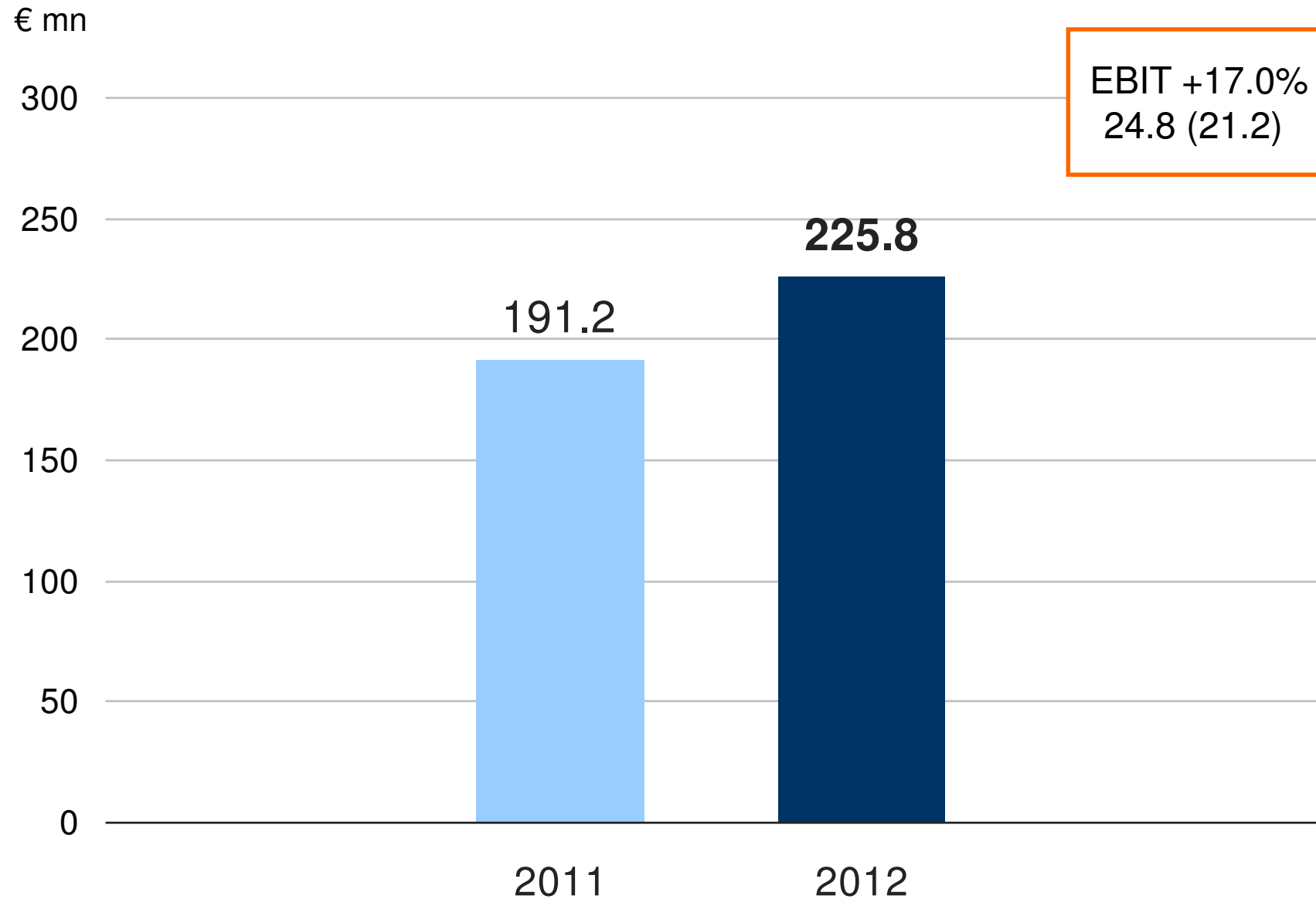
in € mn	Freudenberg	Hug	in € mn	Freudenberg	Hug
Sales	13.7	7.0	EBIT	0.5	-1.9
PPA	-	-0.5	EBT	0.2	-2.0

- Hug, Hummel-Formen Group and ThaWa were not included in Q1 2011
- Acquisitions contribute EUR 9.2 mn in sales and minus EUR 2.2 mn in EBT
- Freudenberg in total with positive earnings contribution for the first time – French site close to break even
- Hummel at EUR 1.1 mn sales (EBT EUR -0.1 mn incl. EUR 0.1 mn PPA) and ThaWa at EUR 1.1 mn revenue (EBT EUR -0.1 mn) had no significant effect on Q1 results

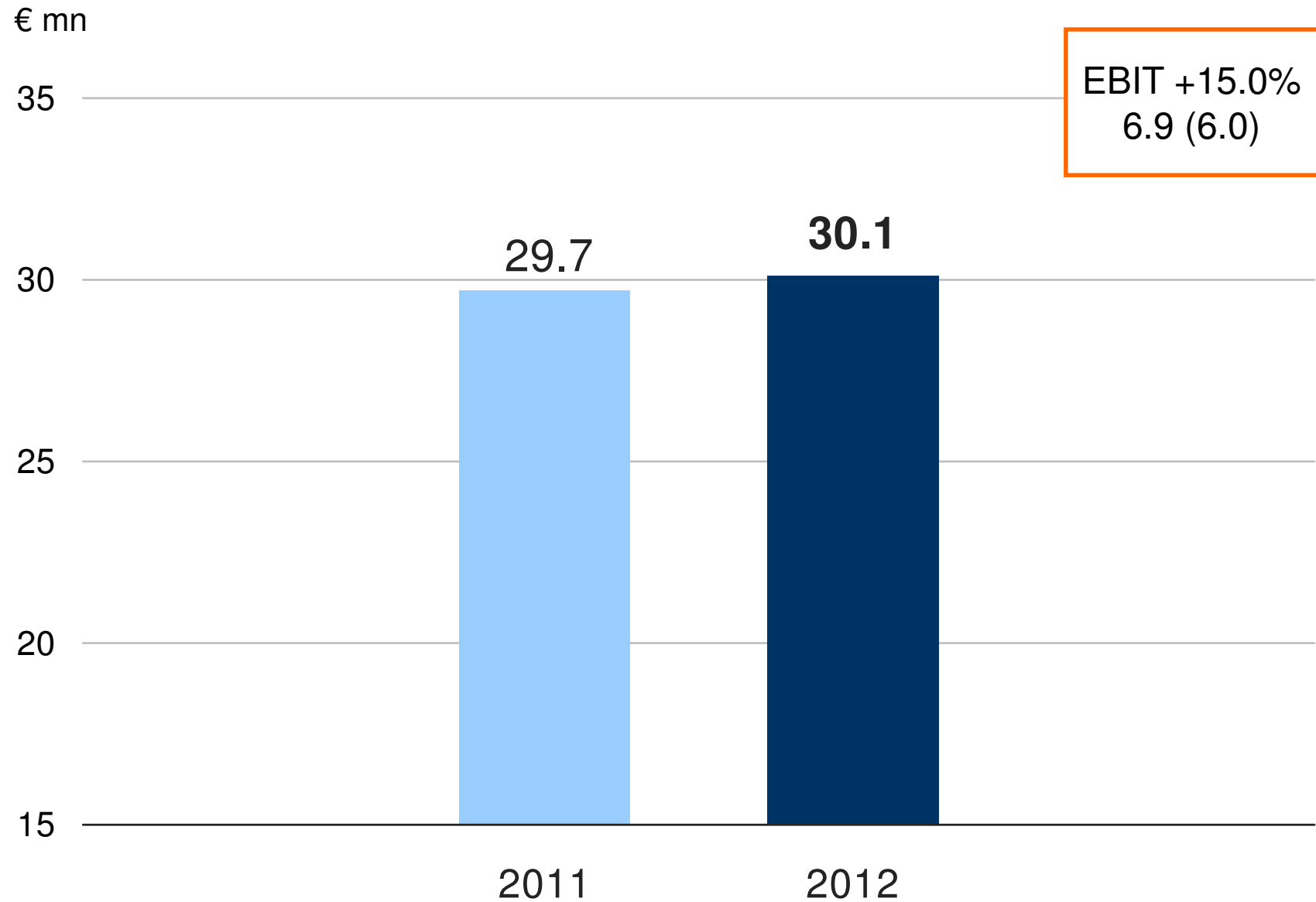
Improving Performance at Hug Engineering

- Hug burdened by EUR/CHF exchange rate, high personnel costs and PPA
- Change of management
- Shop-floor restructuring, optimizing of supply chain optimization in progress:
New automated ceramic substrate mounting line in Q2 (EUR 1 mn capex)
- Redundancies in canning/mounting
- Build-up of metal housing manufacturer ThaWa, Saxony-Anhalt, to lower FX exposure and personnel cost: new plant operational in Q4
- Hug will act as competence center for ceramic substrates and system integration
- CARB approval for Hug DPF for on-road vehicles in the US market: first retrofit order from US truck manufacturer

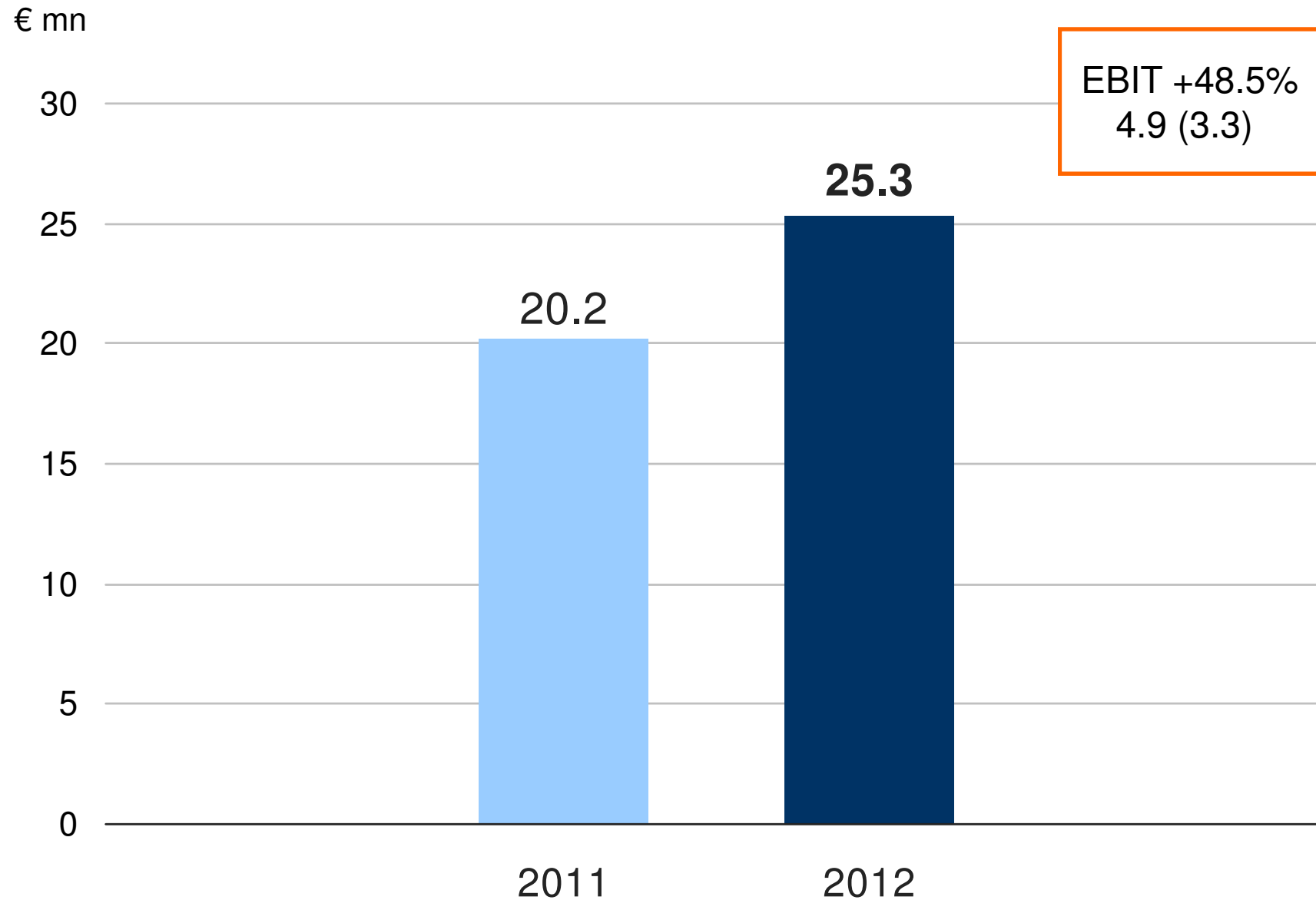
Q1 2012: OEM sales up 18.1%



Q1 2012: Aftermarket sales up 1.3%

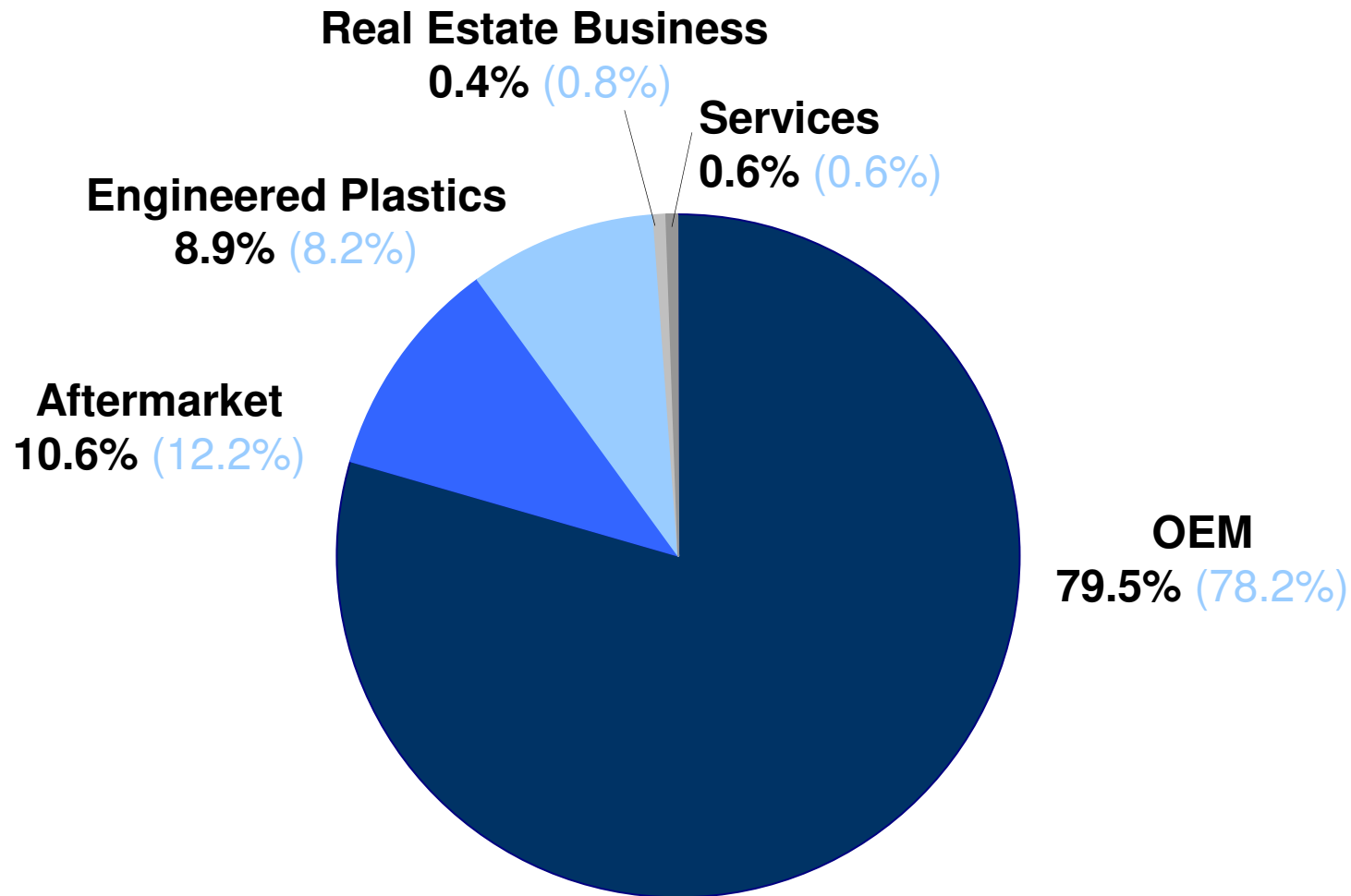


Q1 2012: Sales Engineered Plastics up 25.2%



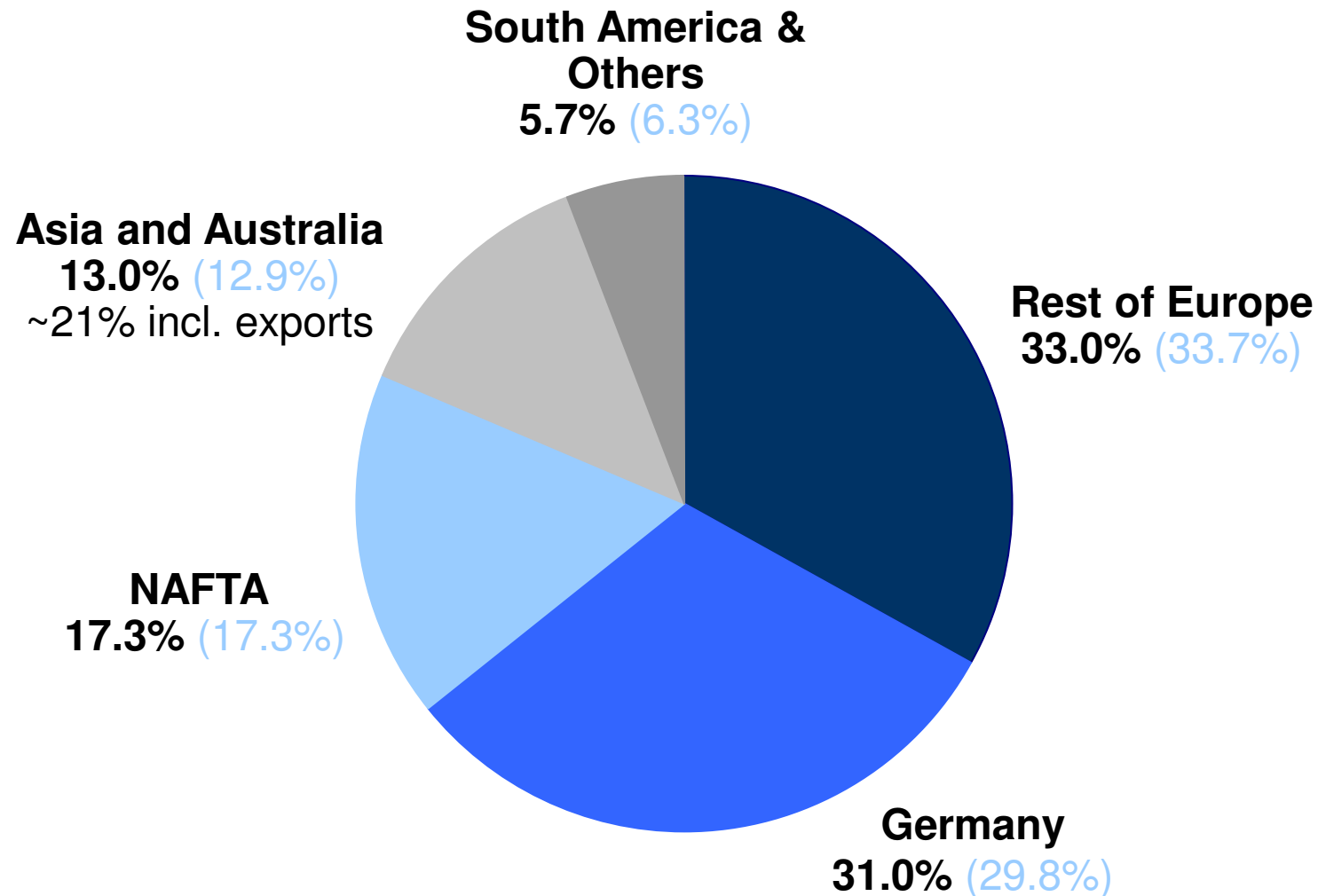
Group Sales by segment Q1 2012 (py)

Share of OE business up due to ramp-ups and acquisitions



Group Sales by region Q1 2012 (py)

Impacted by acquisitions in Europe and strong German exports



Employees ElringKlinger Group worldwide

as of March 31, 2012 (py)

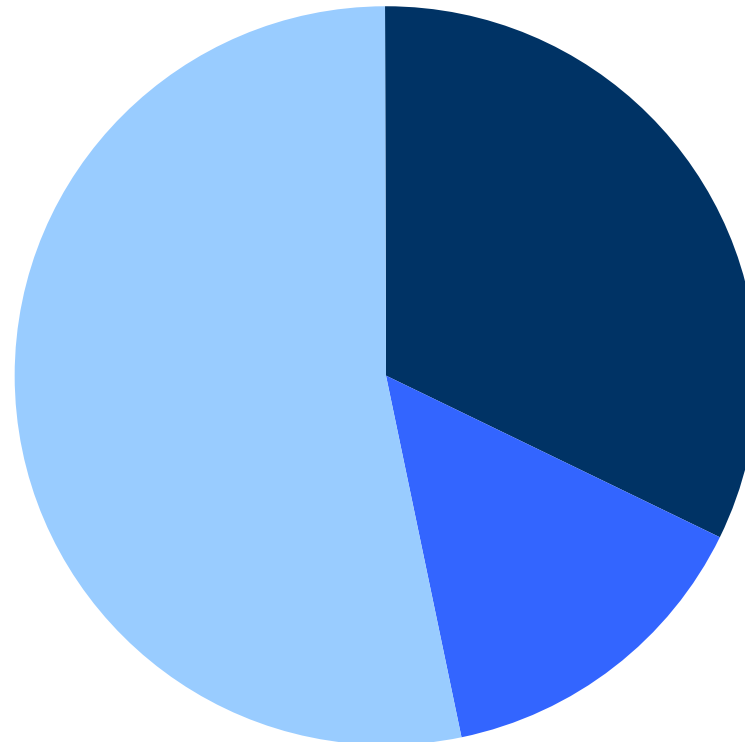
Group
6,181 (5,045)
+22.5%

Germany
2,876 (2,507)

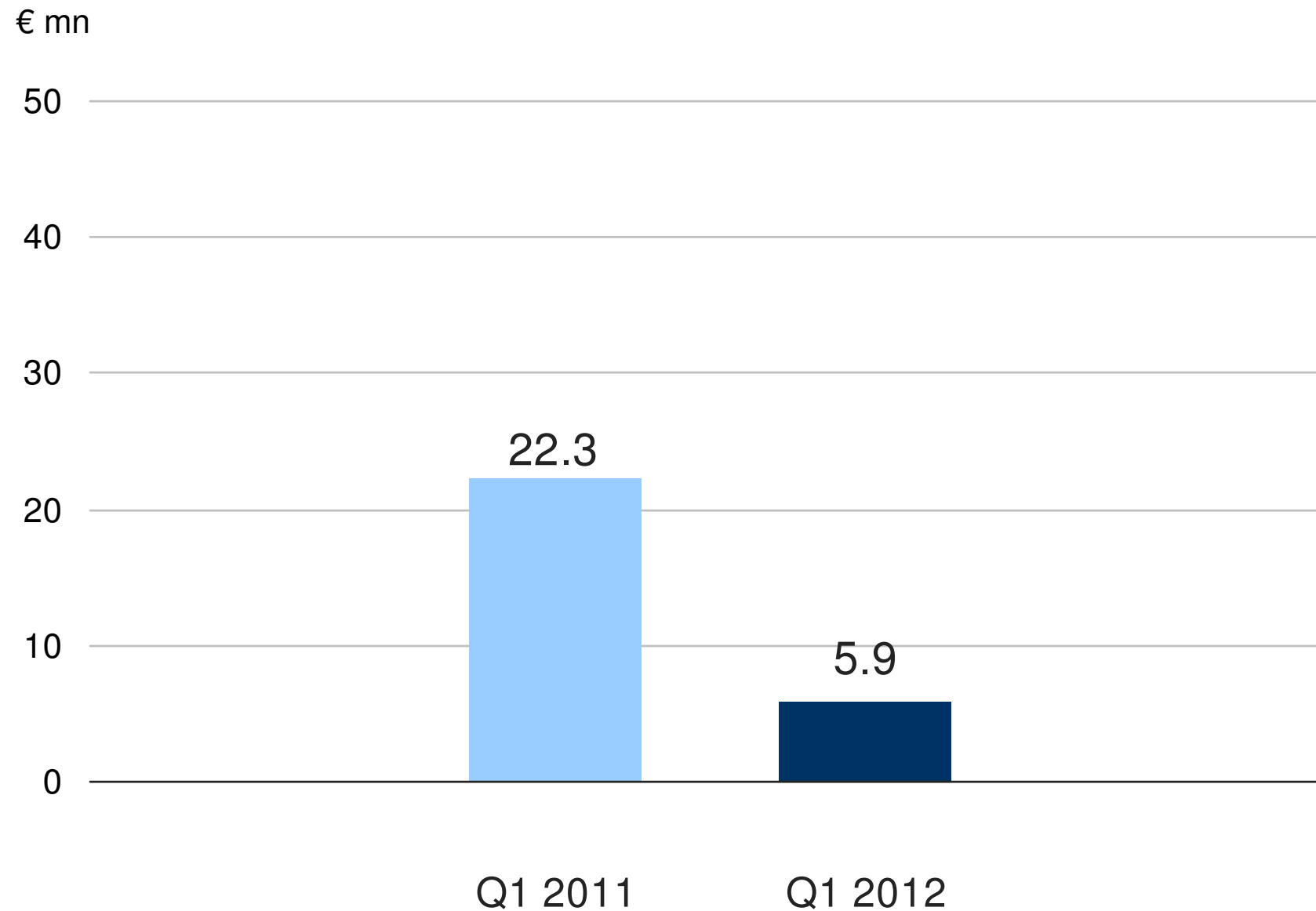
International subsidiaries
3,305 (2,538)

AG
1,977 (1,787)

Domestic subsidiaries
899 (720)

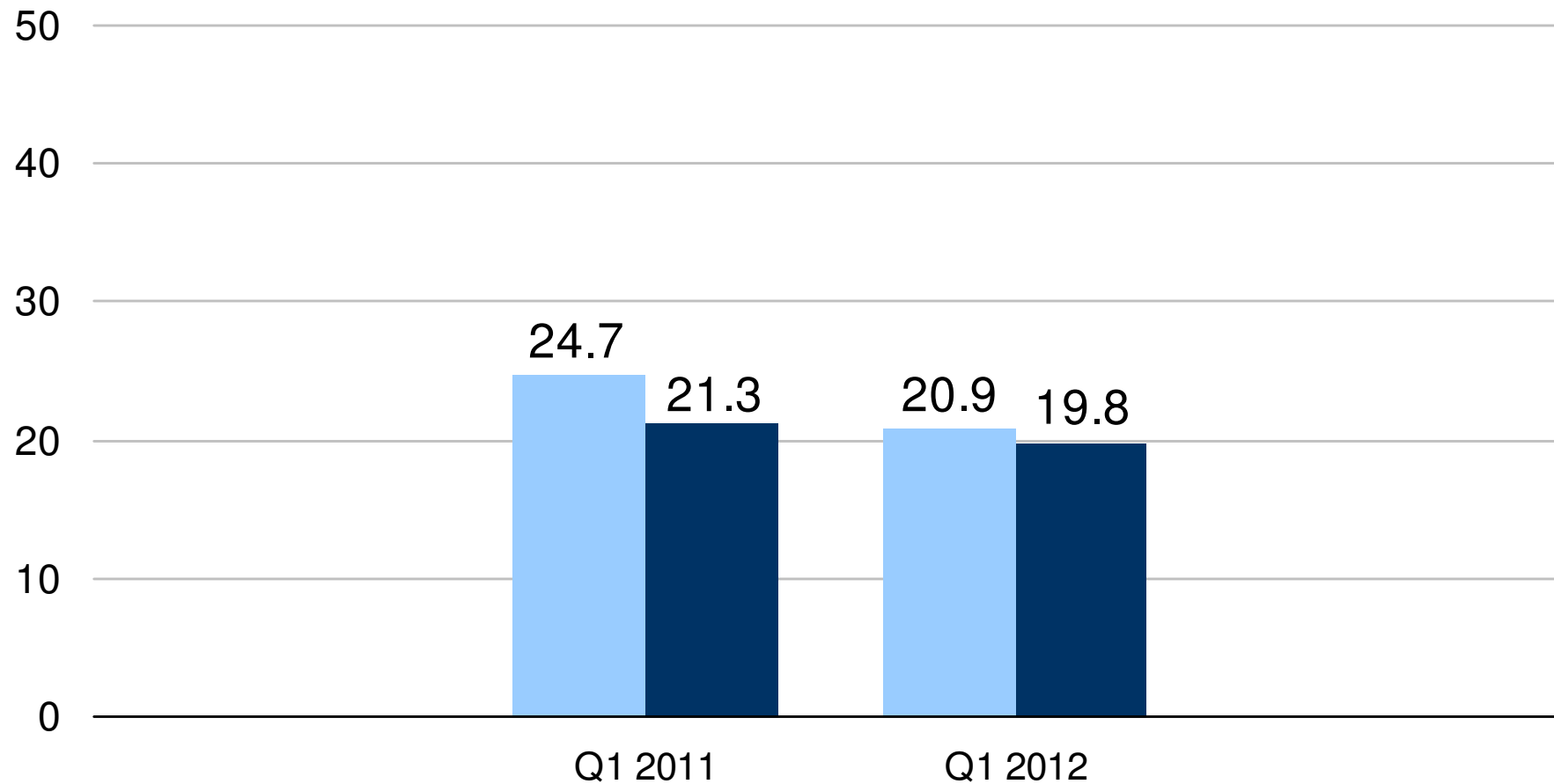


Q1 2012: Net cash from operating activities



Q1 2012: Investments vs. depreciation

€ mn



■ Investments in plant, property and equipment, invest. prop. and intangible assets (pre-acquisition)

■ Depreciation

Q1 2012: Sales and operating result

in € mn	Q1 2012	Q1 2011	Change in %
Sales	283.8	244.5	+16.1
Cost of Sales	-199.9	-177.7	+12.5
EBITDA¹	57.0	53.3	+6.9
EBIT¹	37.3	32.0	+16.6
Operating Result	39.0	32.7	+19.3

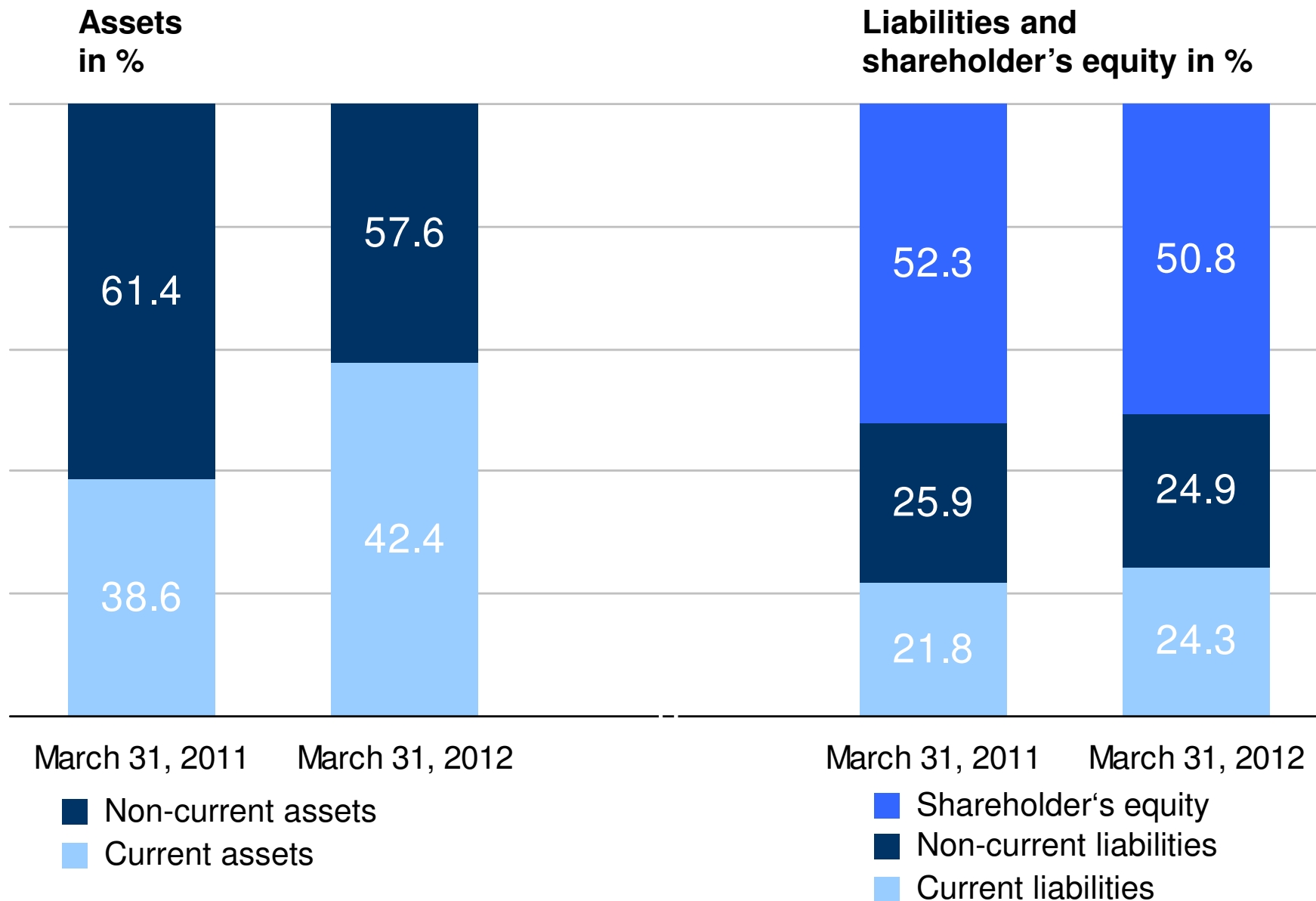
¹ Incl. currency effects

Q1 2012: Financial Result and Net Income

in € mn	Q1 2012	Q1 2011	Change in %
Net finance cost	5.0	3.8	+31.6
EBT	34.0	28.9	+17.6
Taxes	9.4	7.4	+27.0
Net income	24.6	21.4	+15.0
Profit attributable to EK shareholders	24.2	20.8	+16.3
EPS (in €)	0.38	0.33	+15.2

Balance sheet structure as at March 31, 2012

Equity Ratio at 50.8%



Outlook 2012: Markets and Company

- ElringKlinger expects worldwide car production to rise by 1 to 2%
- Demand driven by North America and Asia – car sales Western Europe could fall by 5% or more
- Raw material prices should remain stable at least
- Uncertainty as regards wage negotiations in Germany
- Investment ratio is normalizing: capex (PPE) for 2012 planned at EUR 95 to 100 mn
- Structural growth & new product applications interact to drive top line growth in core business
- Focus is on improving performance of the acquired entities: Overall mid single digit EBIT margin target before PPA (incl. Freudenberg)

Outlook 2012: Financial performance

- Q1 order intake plus 3.4% at EUR 269.4 (260.5) mn, order backlog up 17.6 % (EUR 434.0 mn)
- Organic revenue growth of 5 to 7% in 2012
- Additional sales contribution of around EUR 20 mn from acquired Hug Engineering AG, Hummel-Formen Group and ThaWa GmbH, which in 2012 will be included in the consolidated group for a full annual period for the first time
- Group EBIT margin in 2012 diluted to some extent by weaker margins and PPA of the acquired entities as well as the lead costs incurred in the field of E-Mobility
- Despite these effects, EBIT adjusted for one-offs is to expand at a faster rate than sales in 2012 and is seen in a range of EUR 145 to 150 (126.0) mn

ElringKlinger Group

Neue Dimensionen
New Dimensions



Thank you for your attention!

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 are 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 dependant 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.