

ElringKlinger Group
beyond

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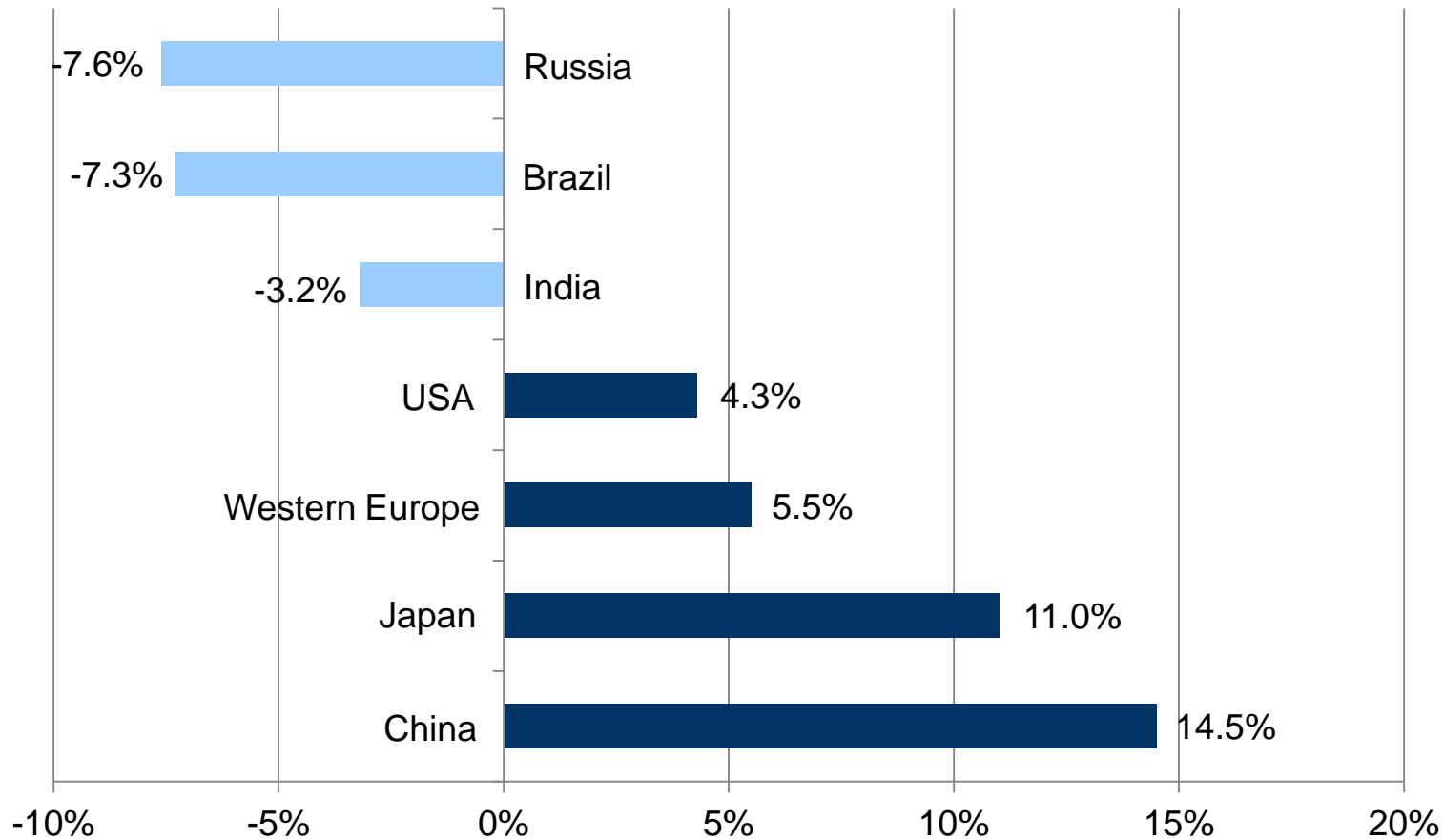
Conference Call
Results Q2 2014
August 7, 2014

Q2 2014: Key developments

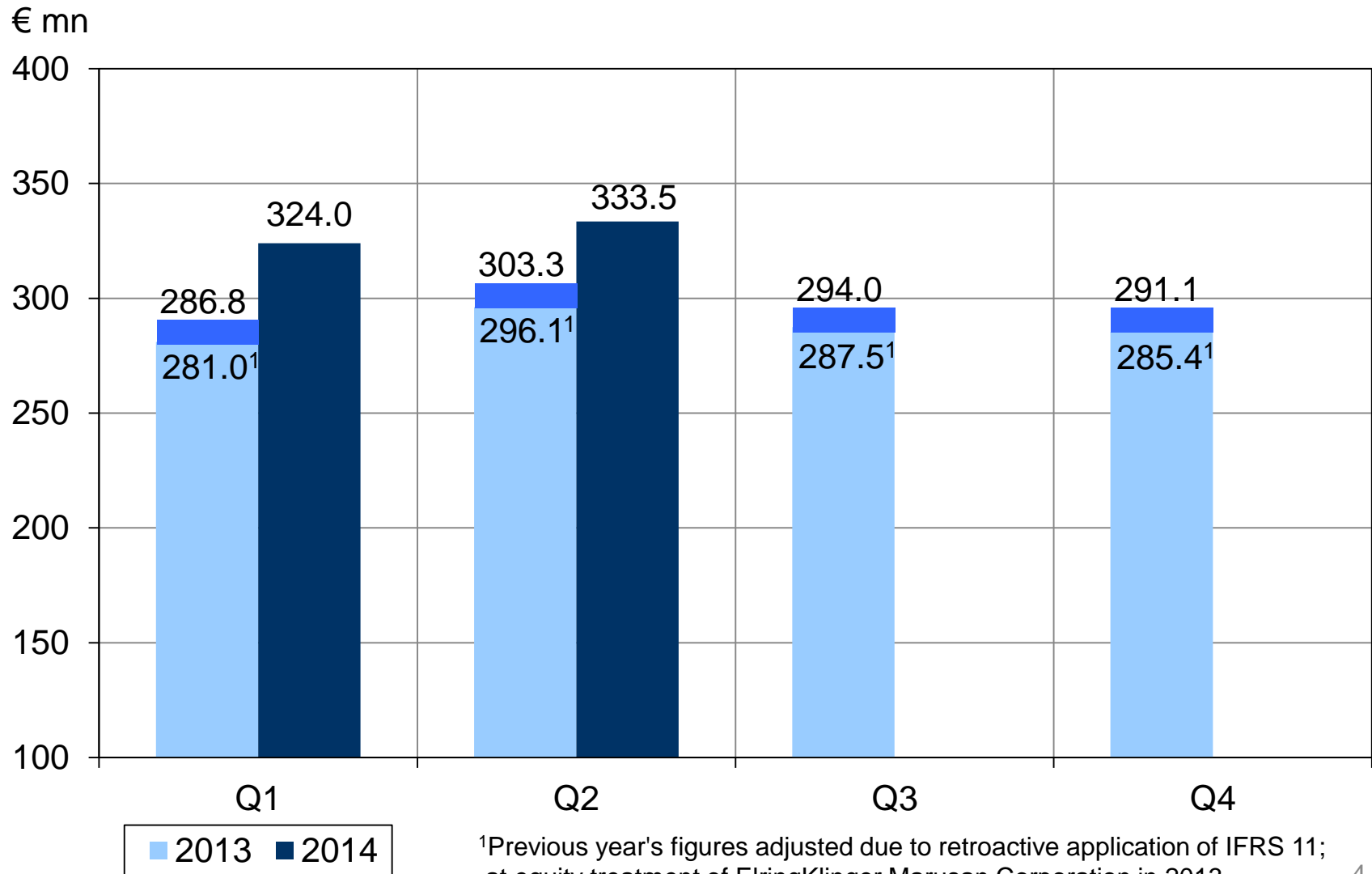
- Group sales increased 12.6 % yoy to EUR 333.5 (296.1) mn; organic growth at 10.2 % again clearly outperforming world car production; Higher share of tooling sales in preparation for ramp-ups
- Sales up 2.9 % sequentially despite 4 days less of production (calendar effect)
- Consolidation of EKMA in 2013 retroactively changed to equity method (IFRS 11) resulting in slightly lower comparable sales and EBIT basis; EKMA contributes an additional EUR 5.7 mn in sales in Q2 2014
- Continued high pre-expenses and start-up losses in battery technology (EBIT EUR -1.9 mn), slightly better than in Q1 (EBIT EUR -2.2 mn)
- Hug delivered solid earnings up y-o-y (EBIT margin 20%+); however at a more normalized level compared to Q1 (EUR 4.0 mn as compared to EUR 7.7 mn)
- EBIT(=operating result) up by 1.2 % to EUR 41.5 (41.0) mn incl. EUR 0.9 mn ppa on high previous year's basis

H1 2014: China and USA drive global car markets – BRI markets drop sharply, production in Brazil -17%

New car registrations H1 2014 (yoy change)

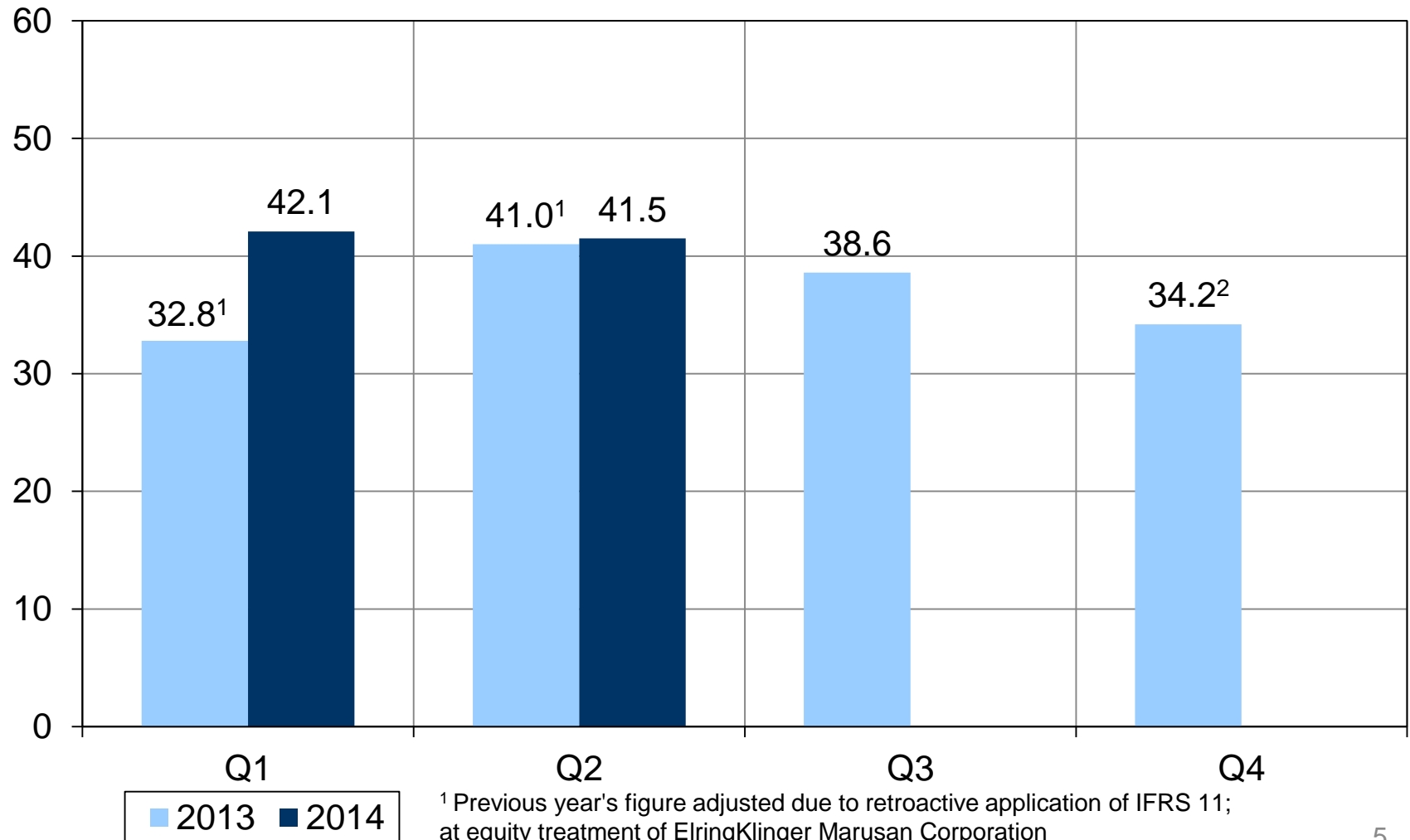


Sales by quarter



EBIT by quarter (=operating result as of 2014)

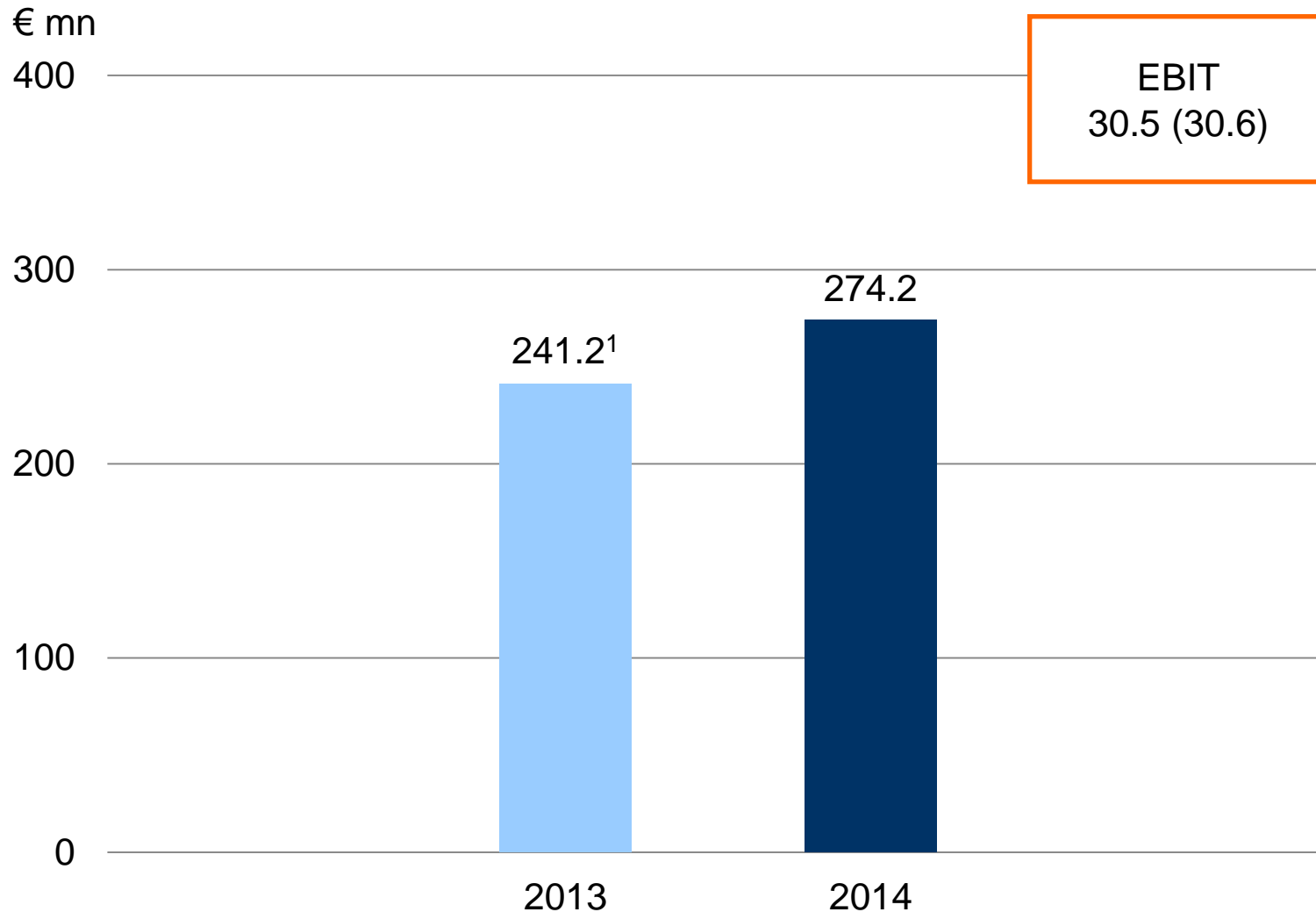
€ mn



¹ Previous year's figure adjusted due to retroactive application of IFRS 11; at equity treatment of ElringKlinger Marusan Corporation

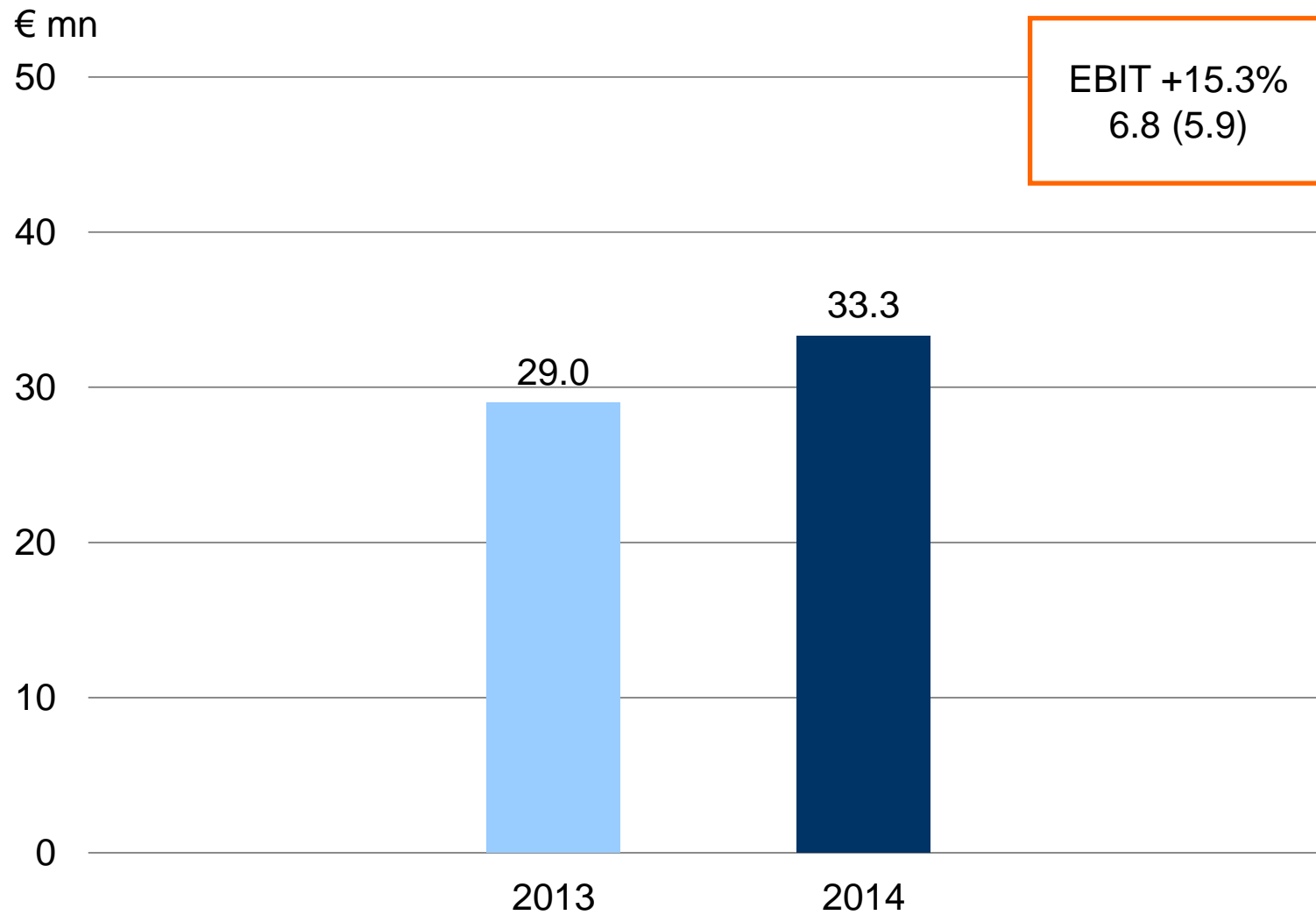
² excl. EUR 17.6 mn one-time gain

Q2 2014: OEM sales up 13.7 % driven by core business, higher tooling sales, EKMA

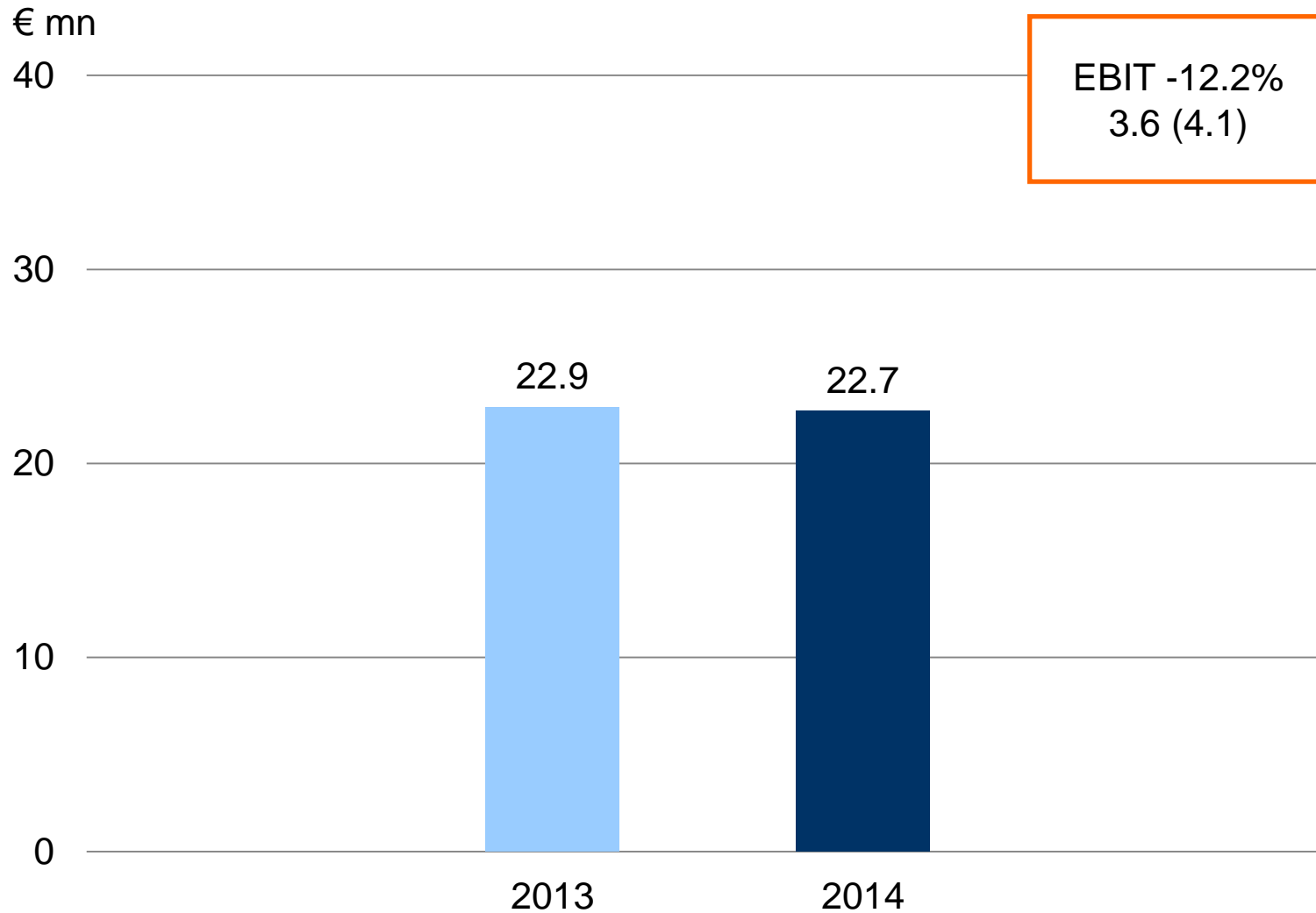


¹Previous year's figures adjusted due to retroactive application of IFRS 11; at equity treatment of ElringKlinger Marusan Corporation (- EUR 7.2 mn) in Q2 2013

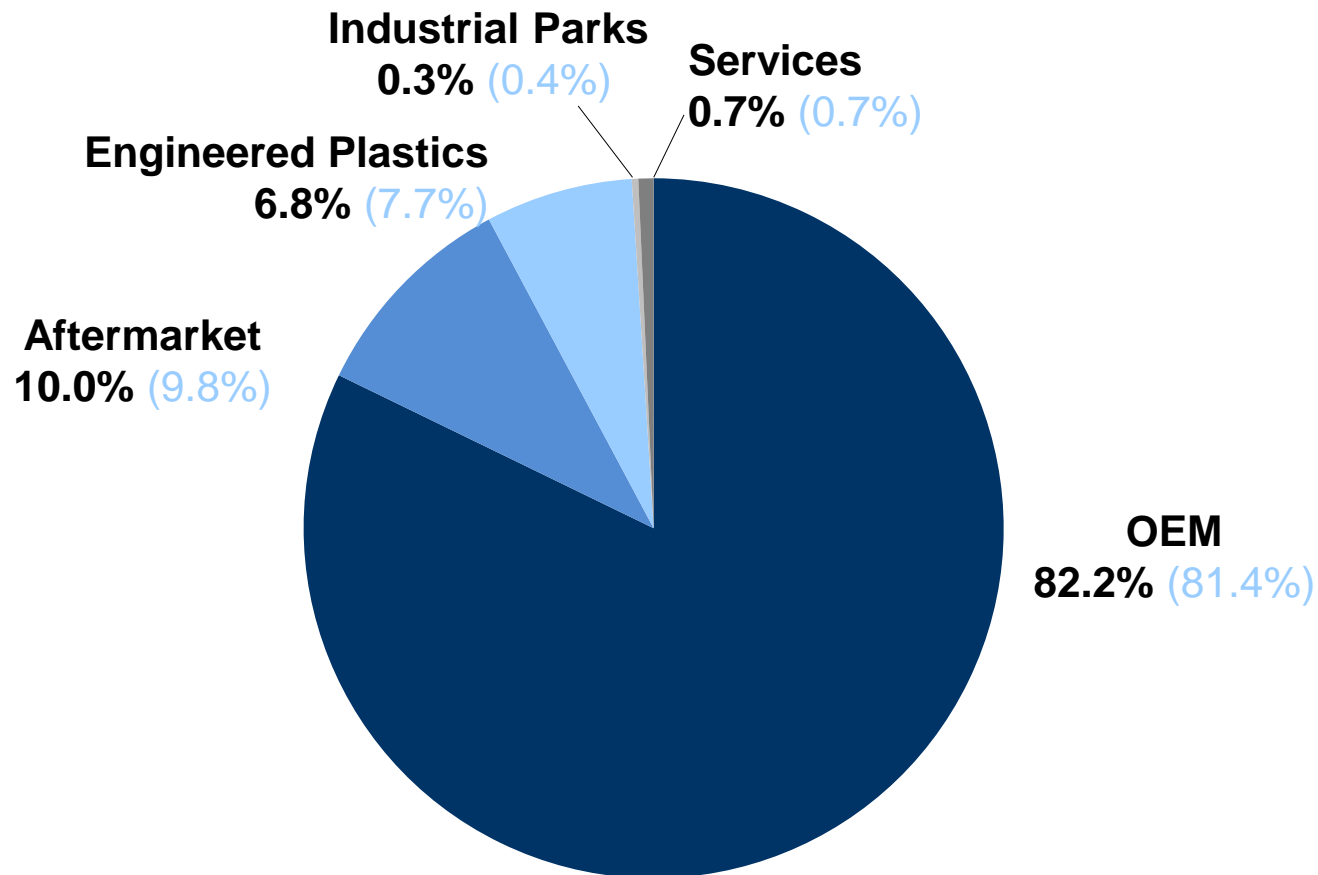
Q2 2014: Aftermarket sales up 14.8%



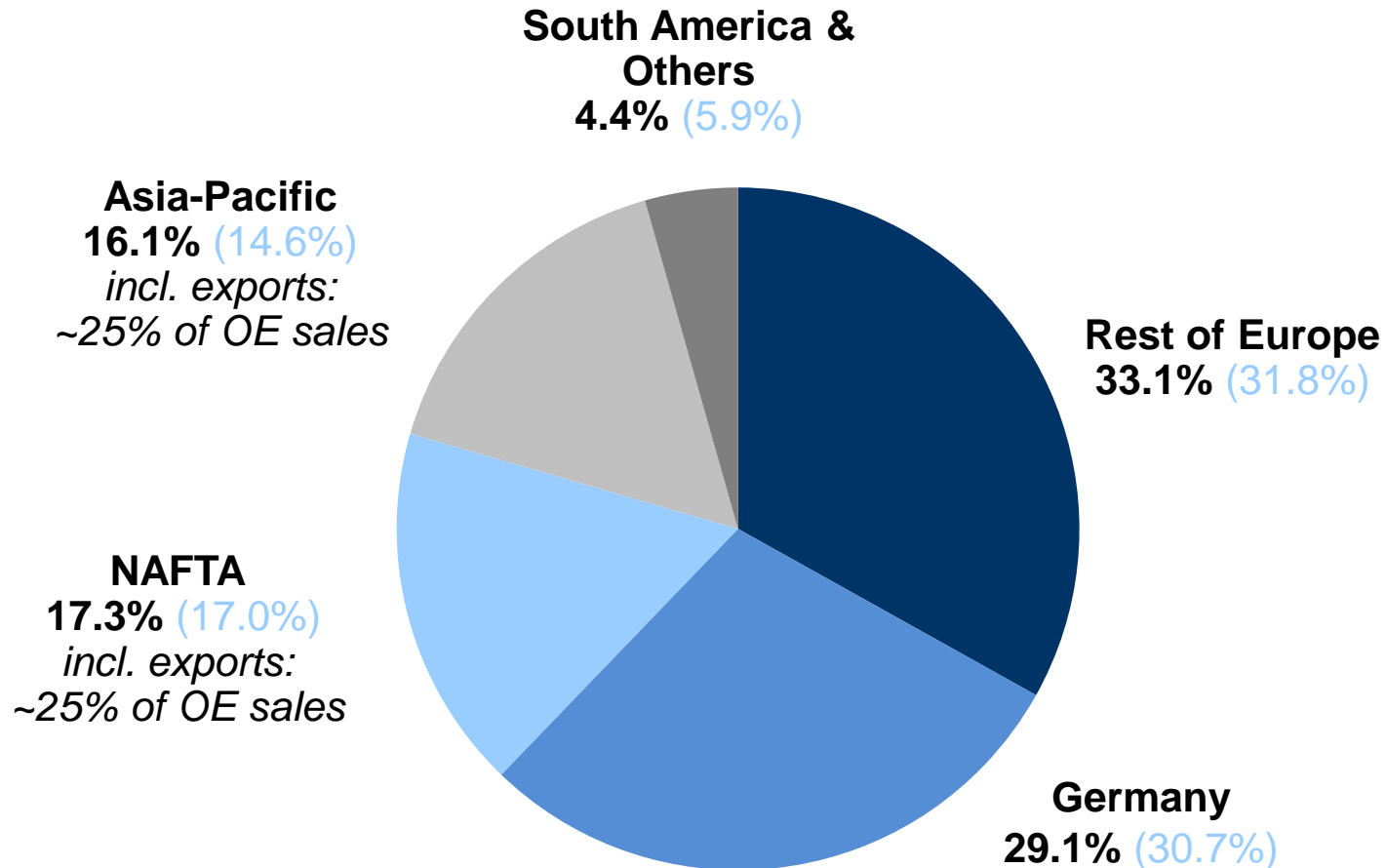
Q2 2014: Sales Engineered Plastics down 0.9%



Group Sales by segment Q2 2014 (py): OE share up driven by structural growth and new product ramp-ups

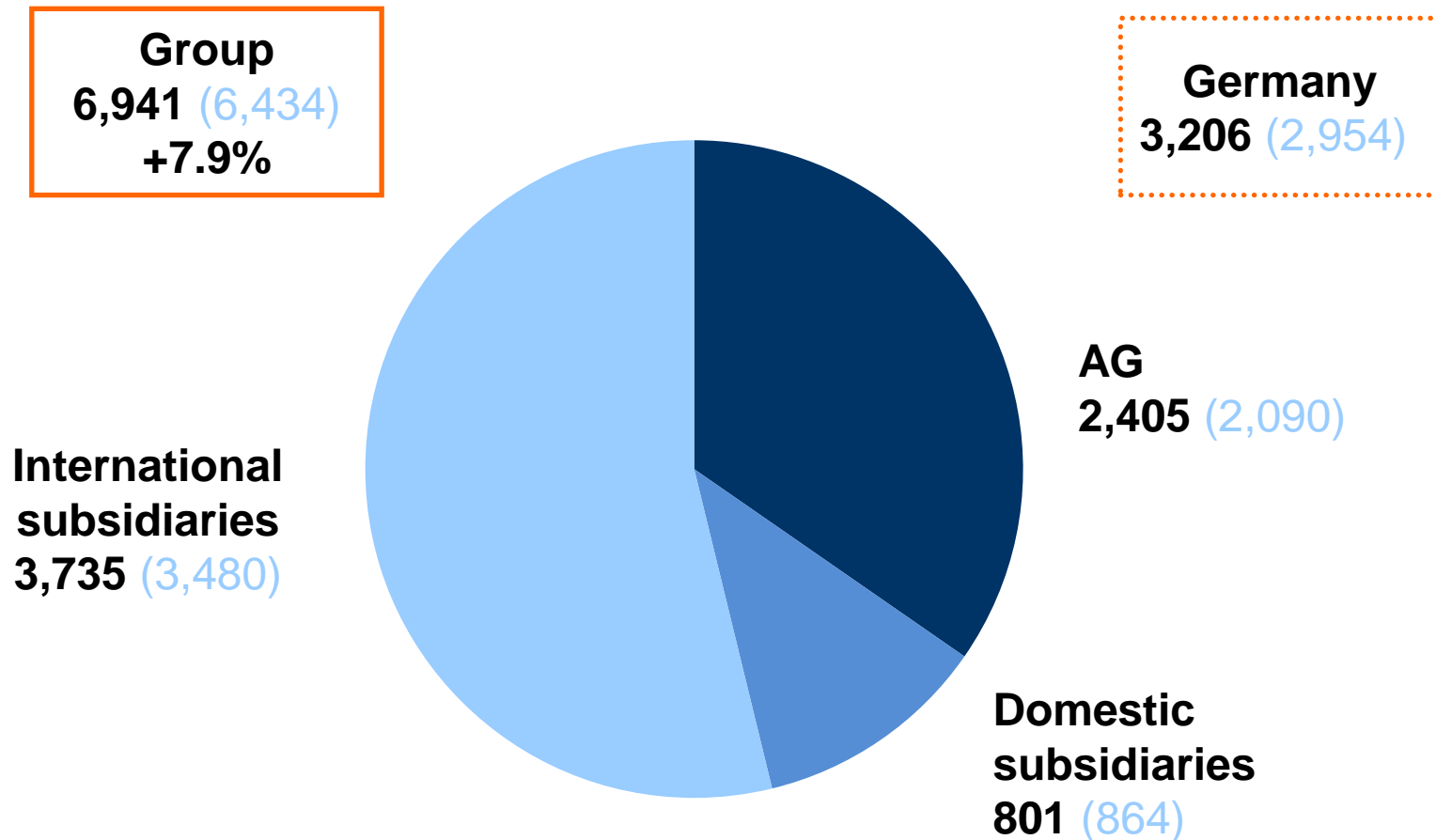


Group Sales by region Q2 2014 (py): Europe up, Brazil down sharply



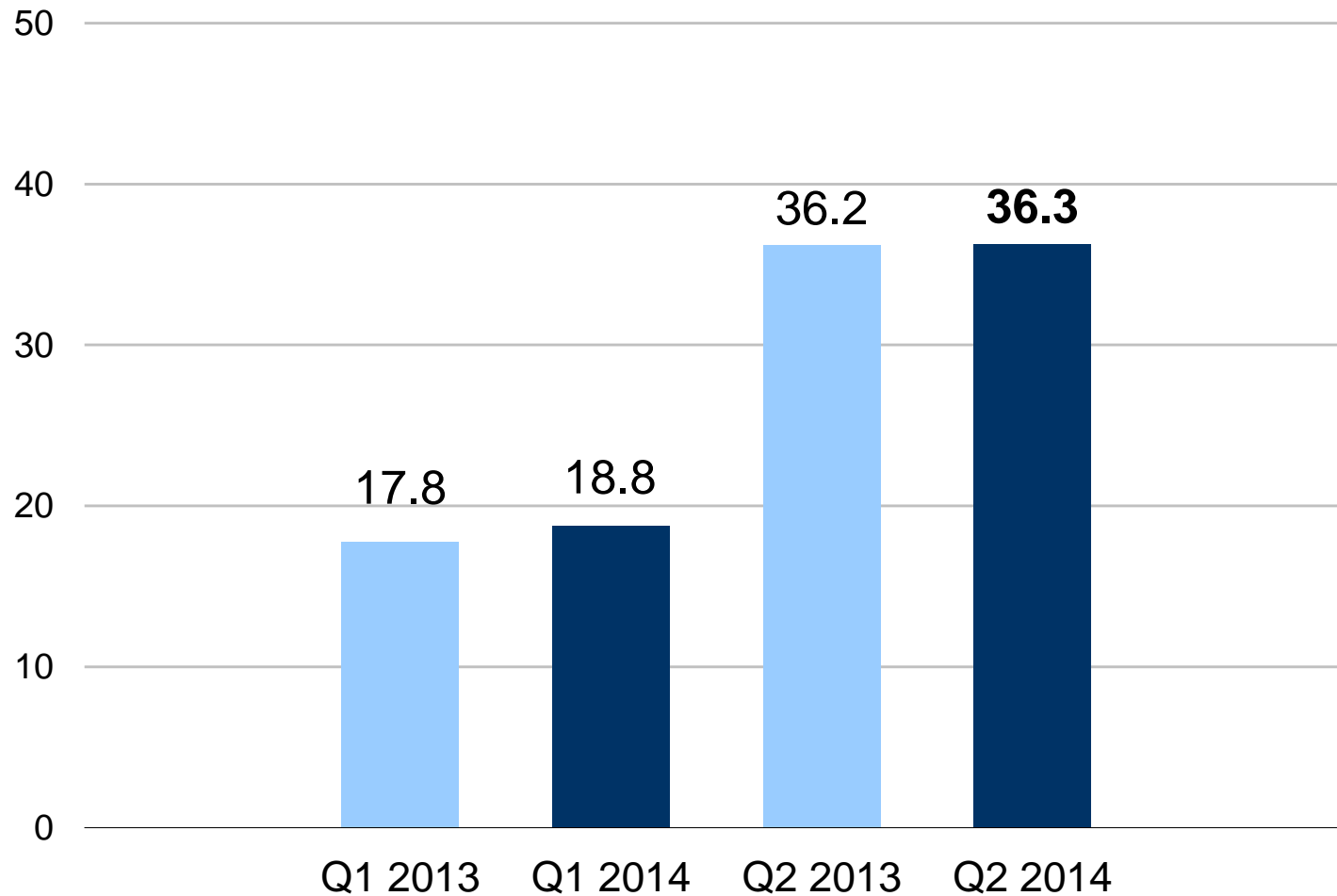
Employees worldwide – 53.8% outside Germany

as of June 30, 2014 (py)

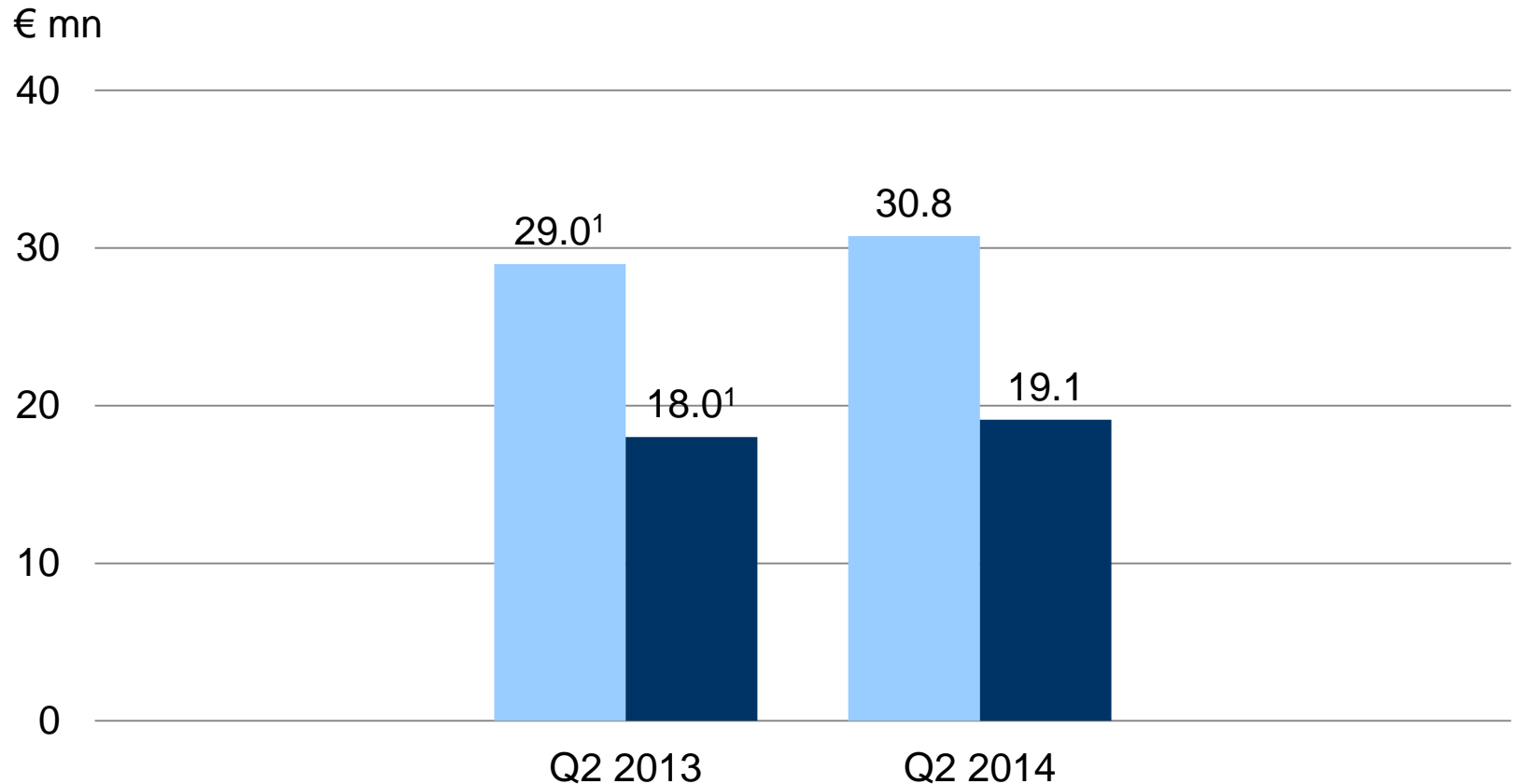


Q2 2014: Sequential improvement in net cash from operating activities

€ mn



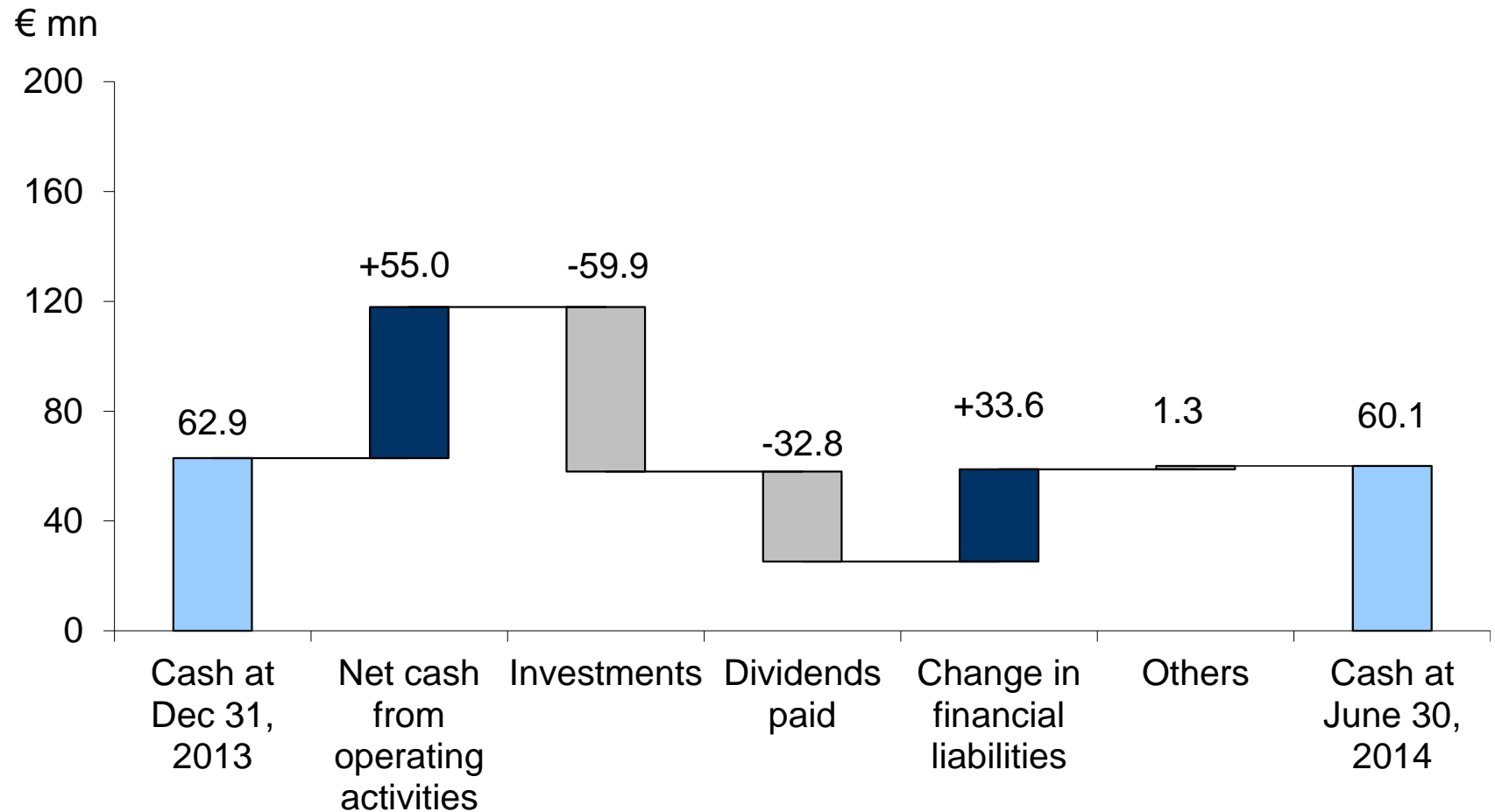
Q2 2014: Investments vs. depreciation and amortization



- Investments in plant, property and equipment, invest. prop. and intangible assets
- Depreciation and amortization

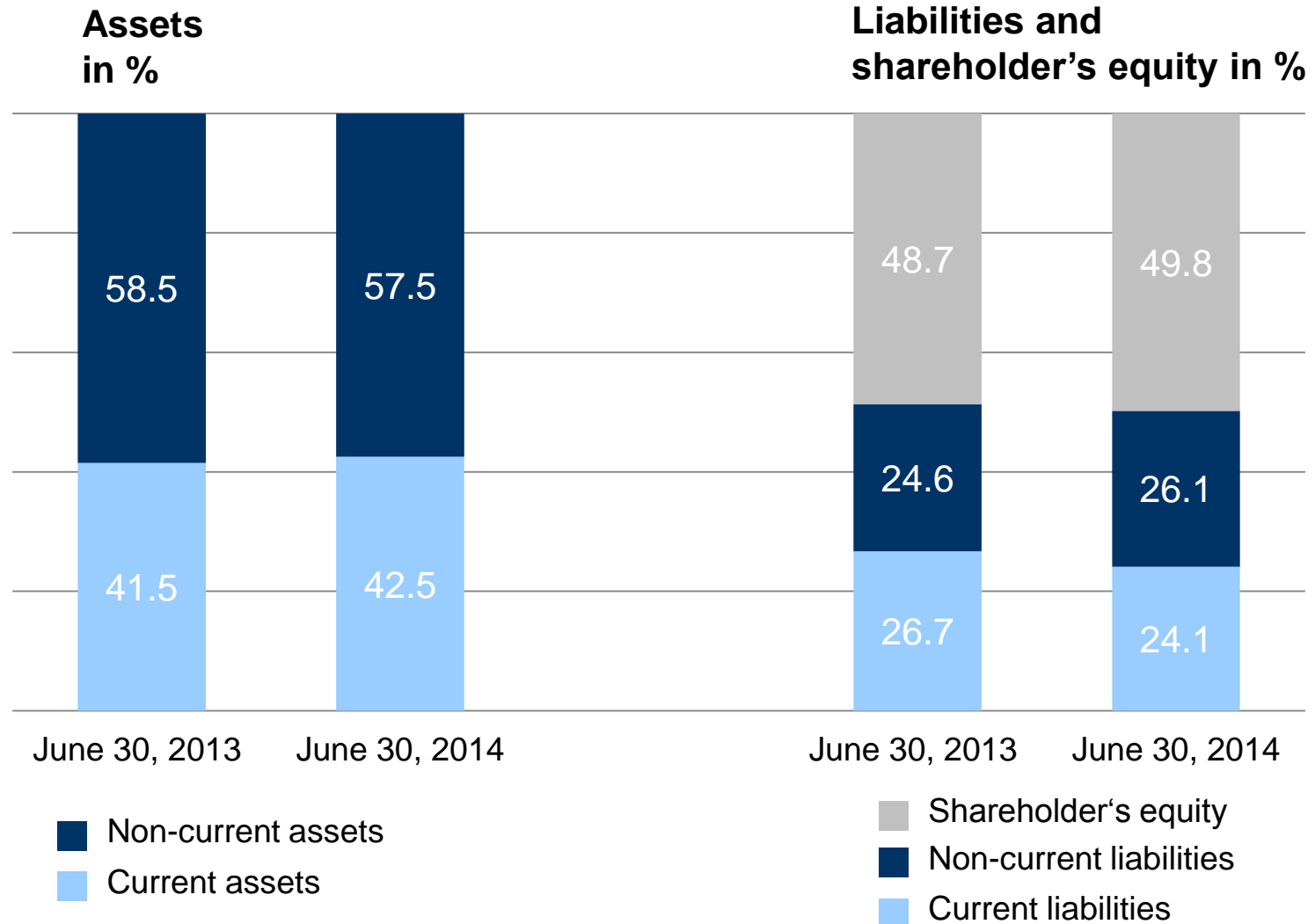
¹ Previous year's figures adjusted due to retroactive application of IFRS 11, resulting from at equity consolidation of ElringKlinger Marusan Corporation in 2013

Cash flow bridge first half 2014



Balance sheet structure as at June 30, 2014

Equity ratio slightly higher



Q2 2014: Sales and EBIT (=operating result)

in € mn	Q2 2014	Q2 2013	Change in %
Sales	333.5	296.1	+12,6%
Cost of Sales	241.7	210.7	+14.7%
EBITDA	60.6	58.9	+2.9%
EBIT	41.5	41.0	+1.2%

Previous year's figures adjusted due to retroactive application of IFRS 11, resulting from at equity consolidation of ElringKlinger Marusan Corporation in 2013

Q2 2014: Financial Result and Net Income

in € mn	Q2 2014	Q2 2013	Change in %
Net finance cost	-2.1	-5.5	-61.8%
EBT	39.5	35.4	+11.6%
Taxes	9.7	6.8	+42.6%
Net income	29.7	28.6	+3.8%
Profit attrib. to EK shareholders	28.5	26.2	+8.8%
EPS (in €)	0.45	0.41	+9.8%

Previous year's figures adjusted due to retroactive application of IFRS 11,
resulting from at equity consolidation of ElringKlinger Marusan Corporation in 2013

Q2 2014: Solid performance of Exhaust Gas Purification division, following extraordinary Q1 2014

in € mn	Hug Group			
	Q2 2014	Q2 2013	Q1 2014	Δ Q2
Sales	19.5	18.2	20.7	+1.3
EBIT	4.0	3.9	7.7	+0.1
PPA	-0.3	-0.2	-0.3	-0.1

- As expected, project-related and product-mix related business leads to higher sales/earnings volatility over the quarters
- Original sales target (high single digit %-growth) might be slightly exceeded
- EBIT margin above Group average

Outlook 2014: Markets show a mixed picture

- Geopolitical risk factors have clearly increased (Russia, Mid East, Northern Africa, South America)
- EK still expects overall worldwide car production to grow by 2-3%; several market researchers have been lowering their forecasts
- Regional divergence is increasing: Demand primarily driven by China, NA
- Modest Western European recovery from still historically low levels to continue
- Mixed picture in BRI markets: Sharp drop in vehicle sales in Brazil and Russia (June 2014: -17 % each); India showing first signs of recovery
- Truck sales in Europe following Euro VI pre-buying better than feared; for the full year nevertheless moderate decline; EK increases value sold-in

Outlook 2014: Financial performance

in € mn	FY 2013	Guidance FY 2014
Sales	1,175.2	5-7% organic growth (+ close to EUR 25 mn scope change)
Adj. EBIT¹	149.2	160 - 165
Investments	127.2	100 - 110 (+ up to EUR 20 mn for HFHT)

¹ EBIT=operating result as is standard as from Dec. 31, 2013

- Full consolidation of ElringKlinger Marusan Corporation to add close to EUR 25 mn in sales but 0.3 PP dilution to Group margin
- Order intake Q2 up by 3.5% at EUR 380.0 (367.0) mn, up 14.7% sequentially
- Backlog exceeds prior year by 13.9 % (EUR 649.1 mn)

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2

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.