

ElringKlinger Group
beyond

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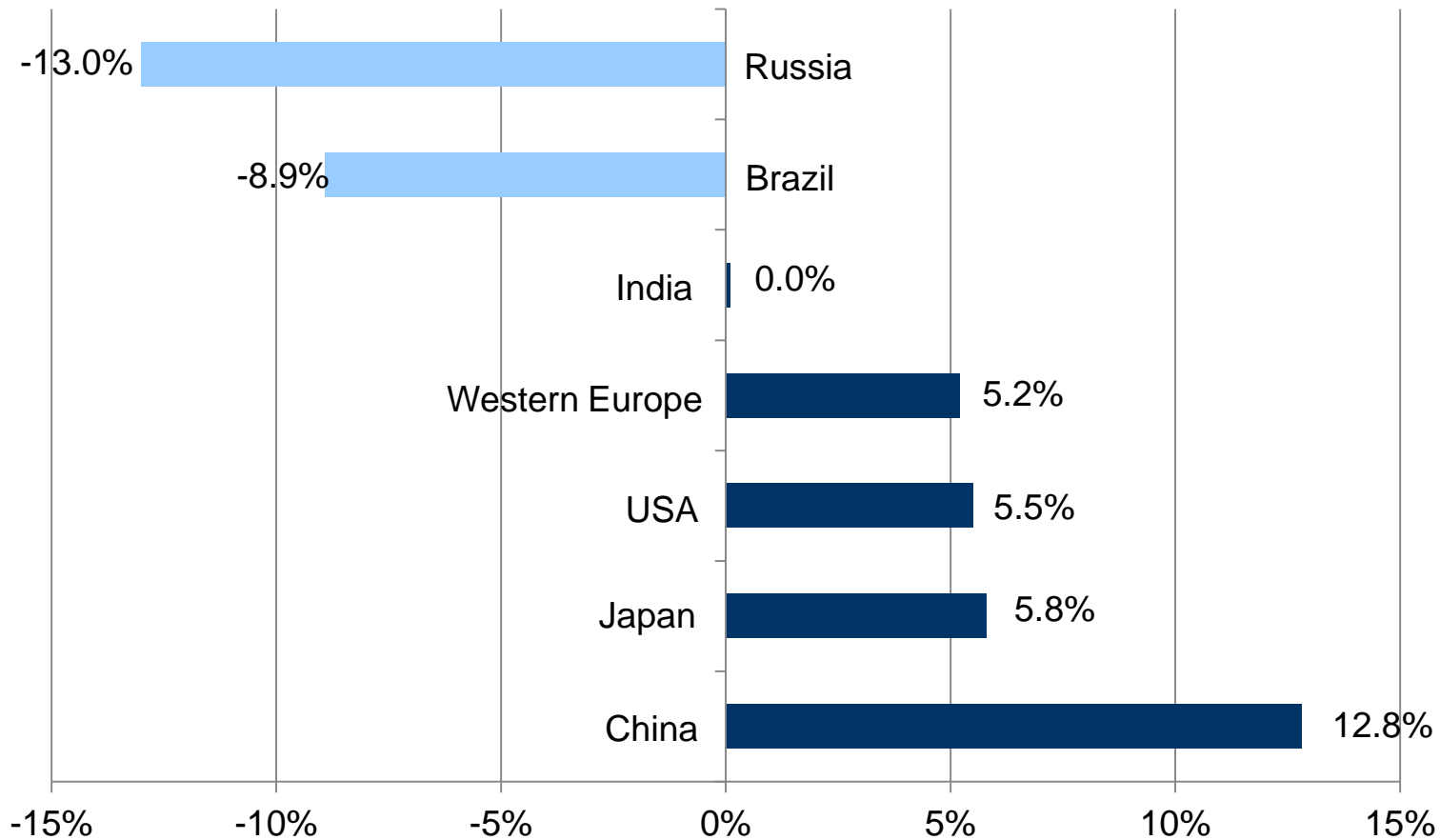
Conference Call
Results Q3 2014
November 5, 2014

Q3 2014: Key developments

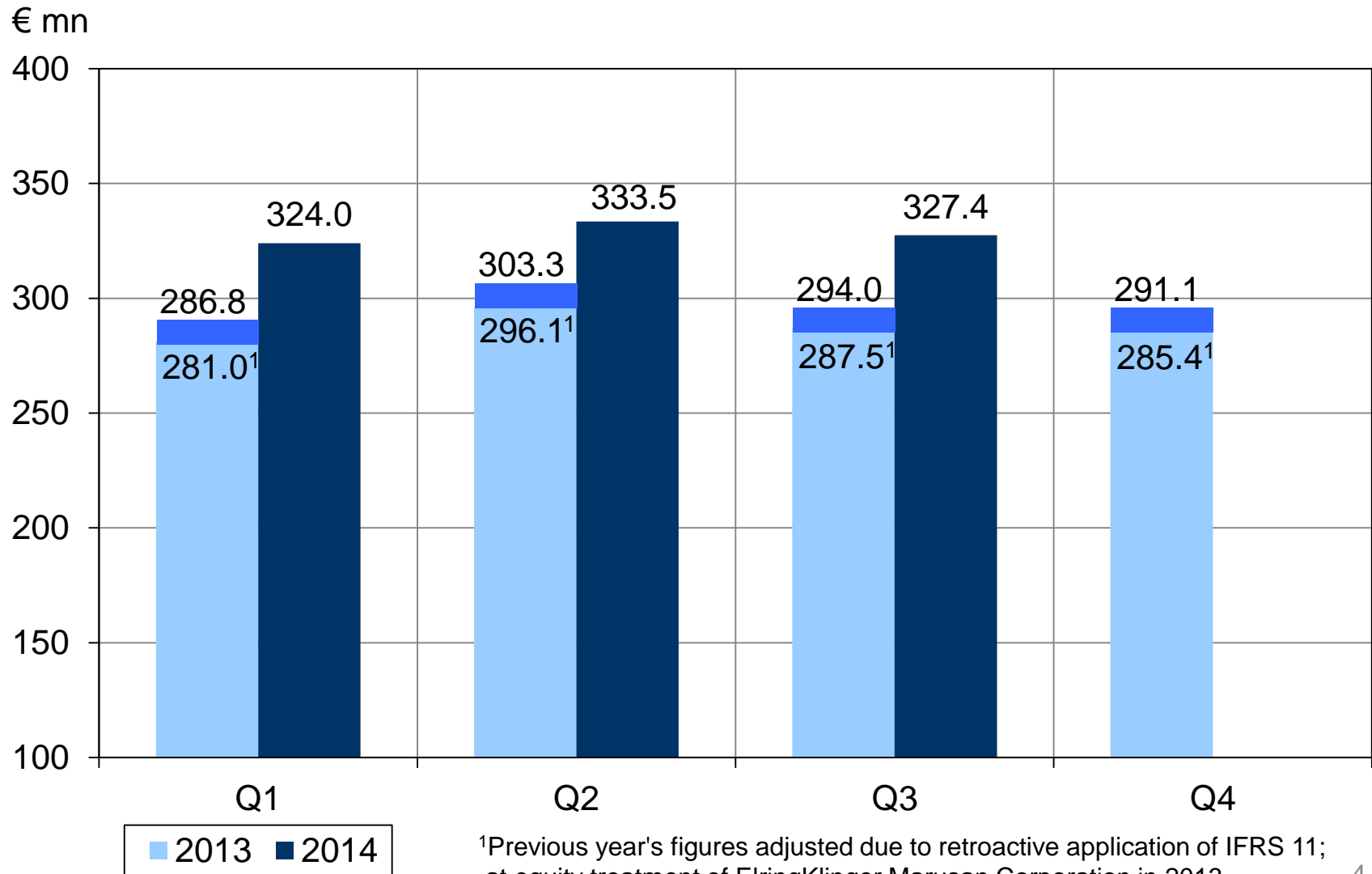
- Despite a more difficult environment, ongoing start-up losses in battery technology, and a slump in Brazilian market, EK delivered solid results in Q3 driven by core business performance
- Group sales increased 13.9 % yoy to EUR 327.4 (287.5) mn;
Strong organic growth at 8.5 % clearly outperforming world car production
- EKMA contributes an additional EUR 6.1 mn in sales in Q3 2014 (change in consolidation method due to IFRS 11 results in lower comparable sales for 2013)
- Loss at battery technology in Q3 at previous quarter's level (EBIT EUR -1.9 mn) on overall lacking volumes
- EBIT contribution from Brazilian subsidiary EUR 1.0 mn lower than py Q3
- EBIT(=operating result) up 7.6 % to EUR 41.2 (38.3) mn, margin at 12.6% (13.3%). According to old definition up strongly at EUR 48.0 mn (14.7 % margin) driven by positive currency effects

9-months 2014: China and USA continue to drive global car markets, Brazil and Russia declining considerably

New car registrations 9M 2014 (yoy change)

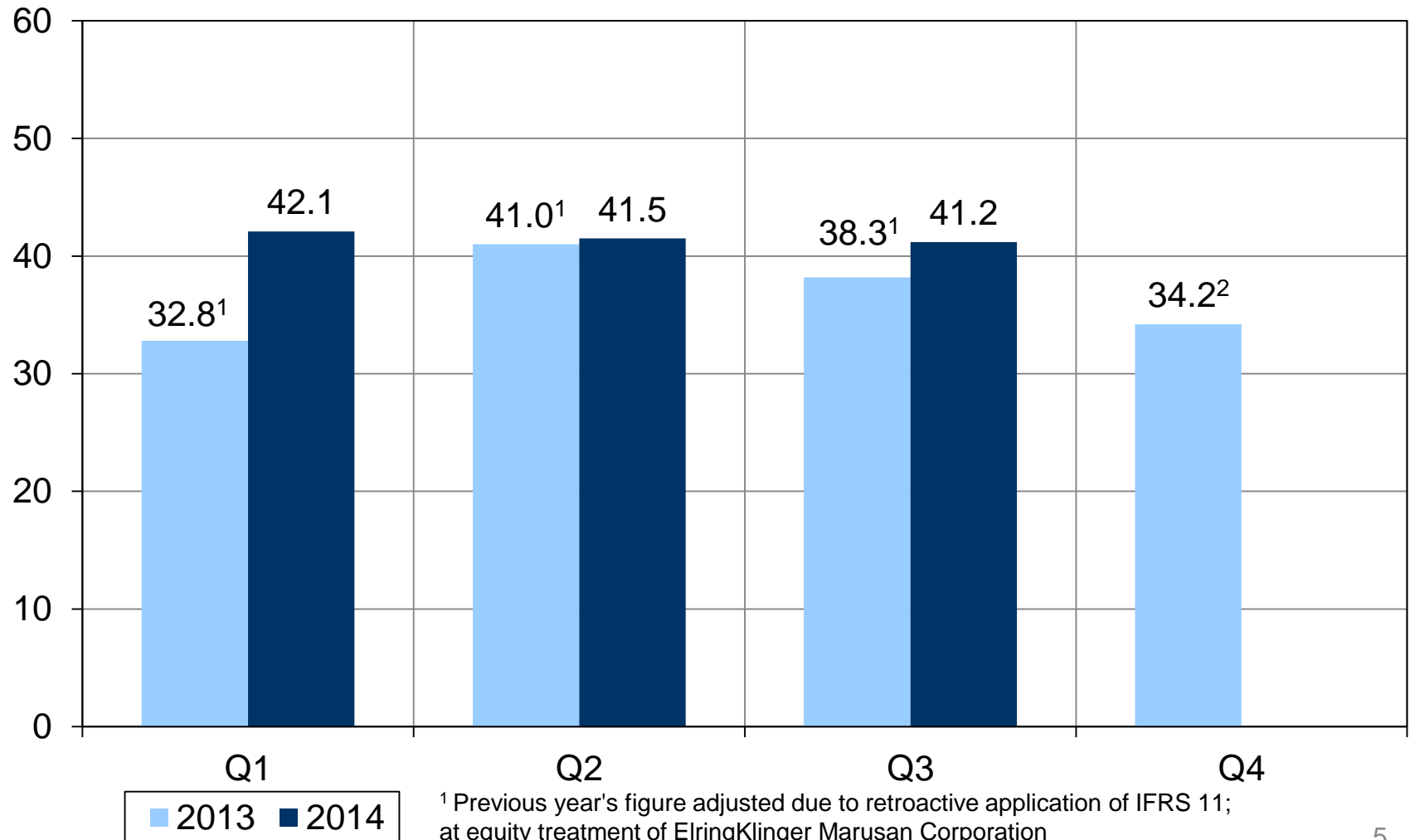


Sales by quarter



EBIT by quarter (=operating result as of 2014)

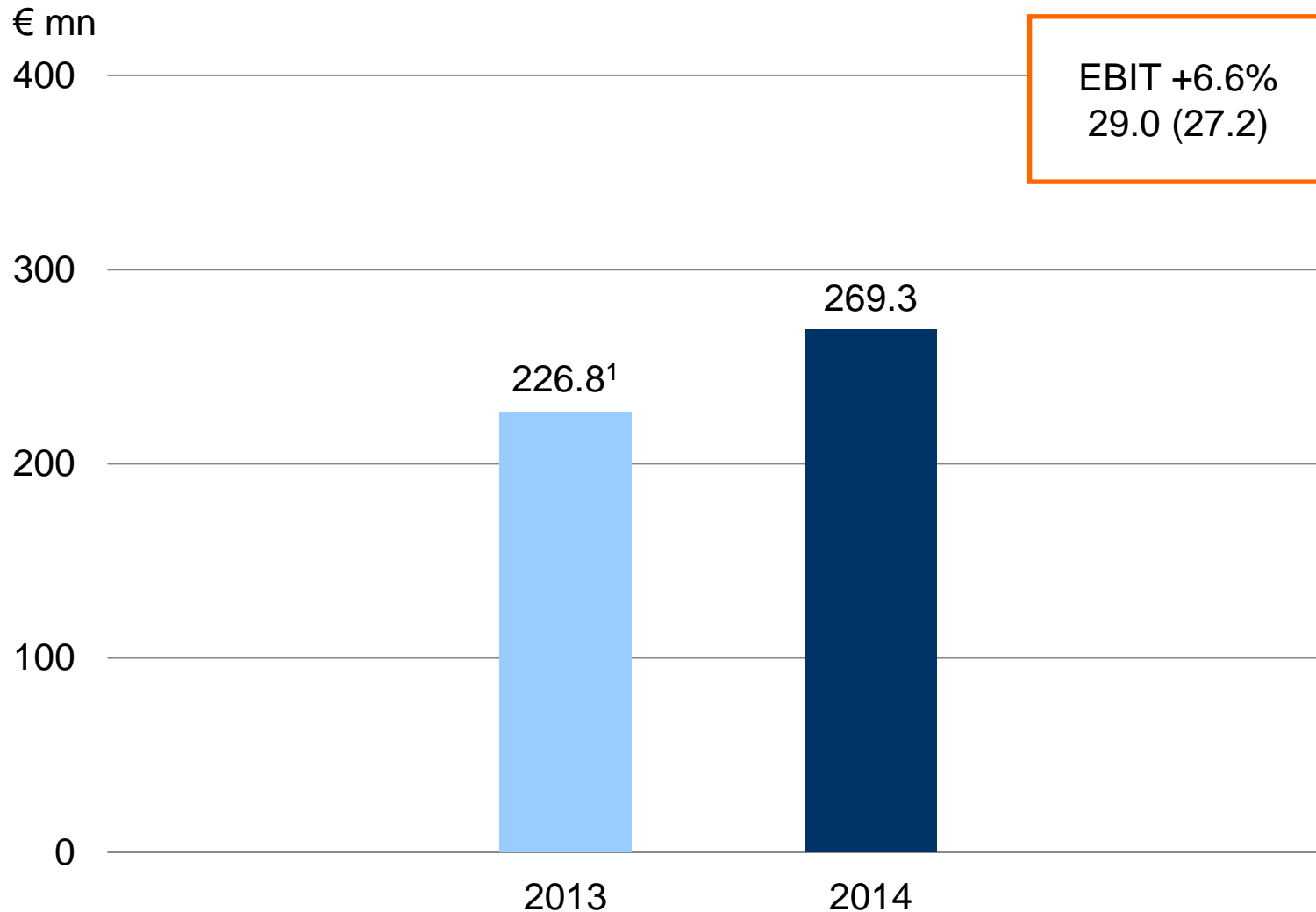
€ mn



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

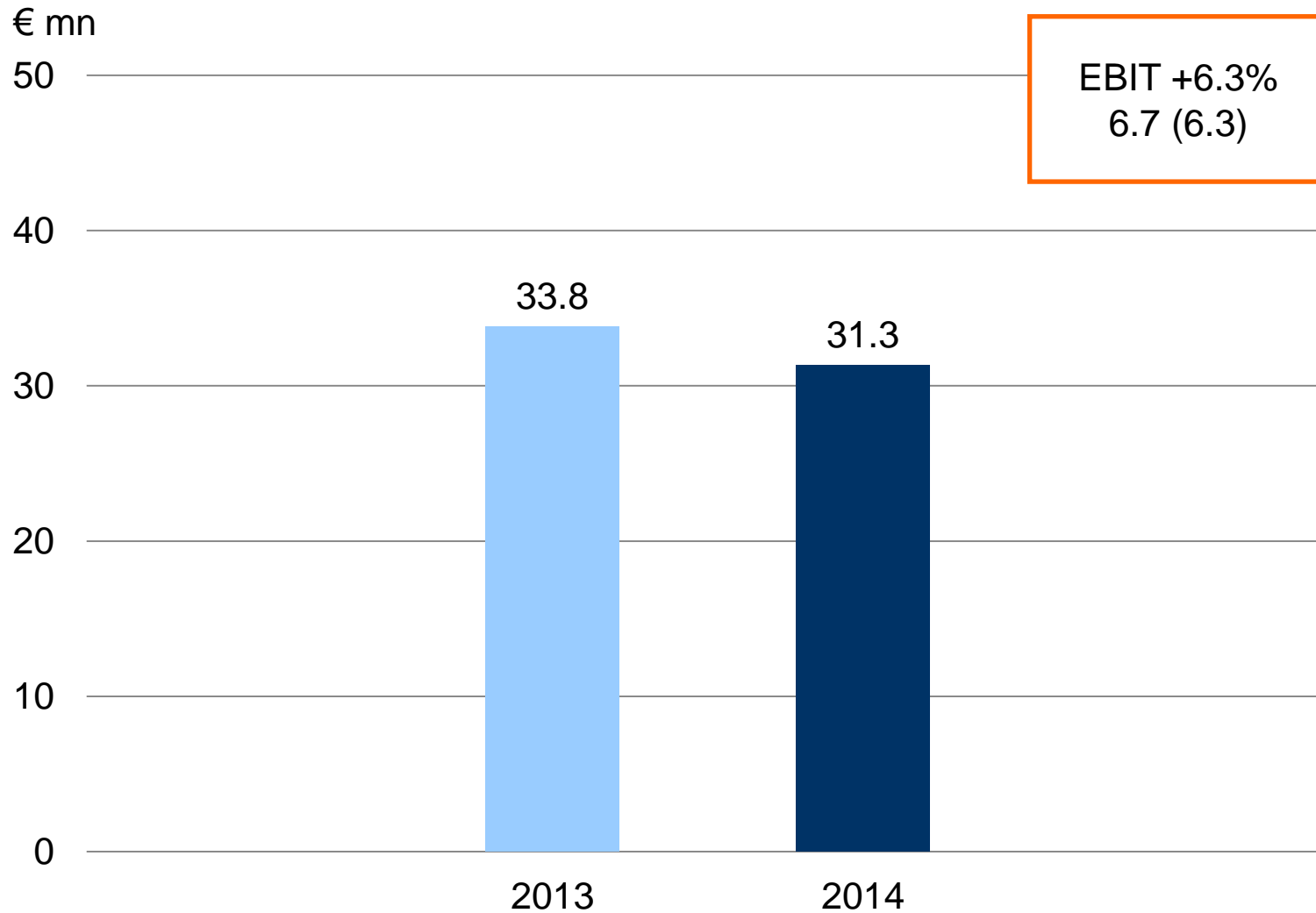
² excl. EUR 17.6 mn one-time gain

Q3 2014: OEM sales up 18.7 % driven by core business, higher tooling sales, EKMA

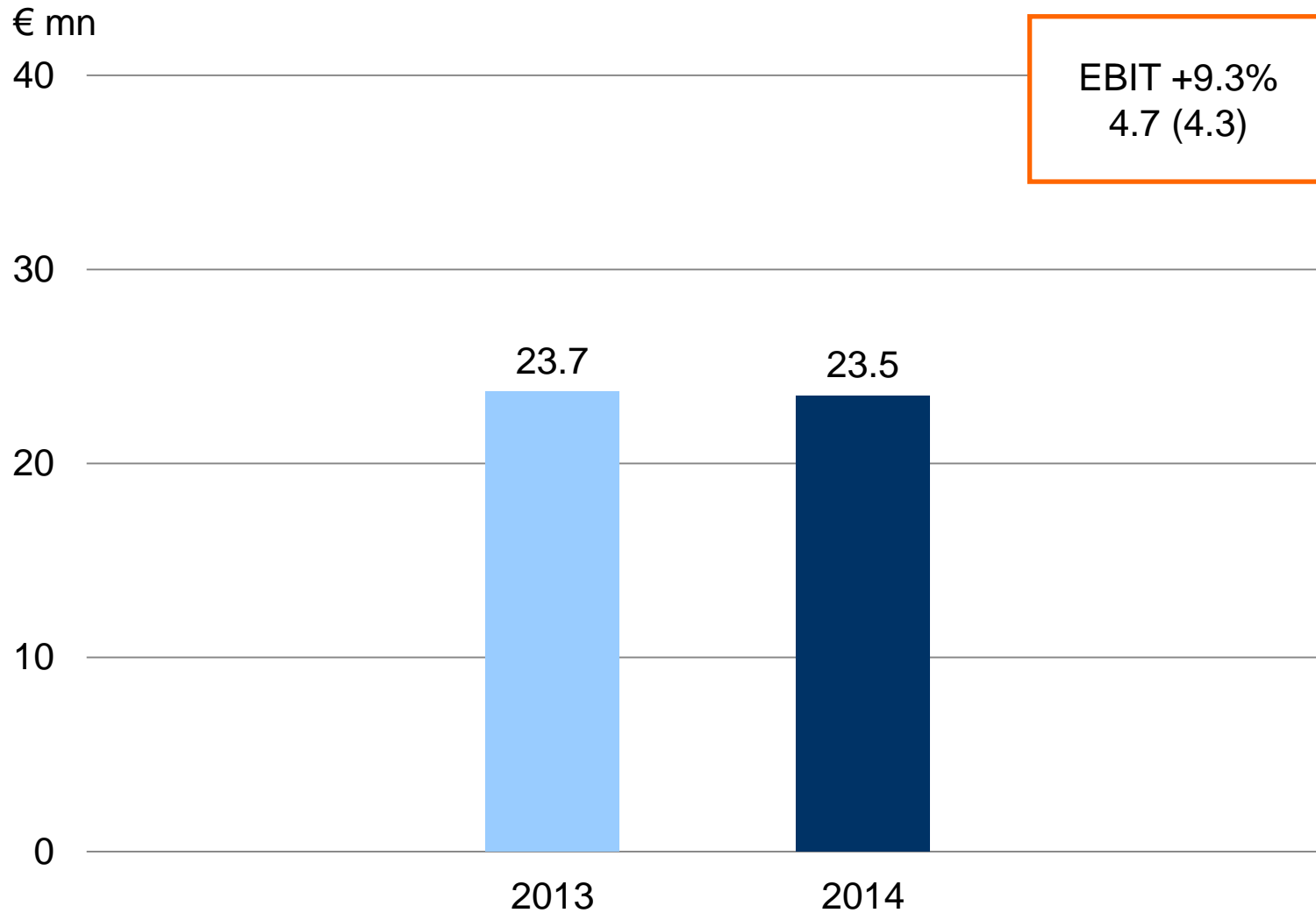


¹Previous year's figures adjusted due to retroactive application of IFRS 11; at equity treatment of ElringKlinger Marusan Corporation (- EUR 6.5 mn) in Q3 2013

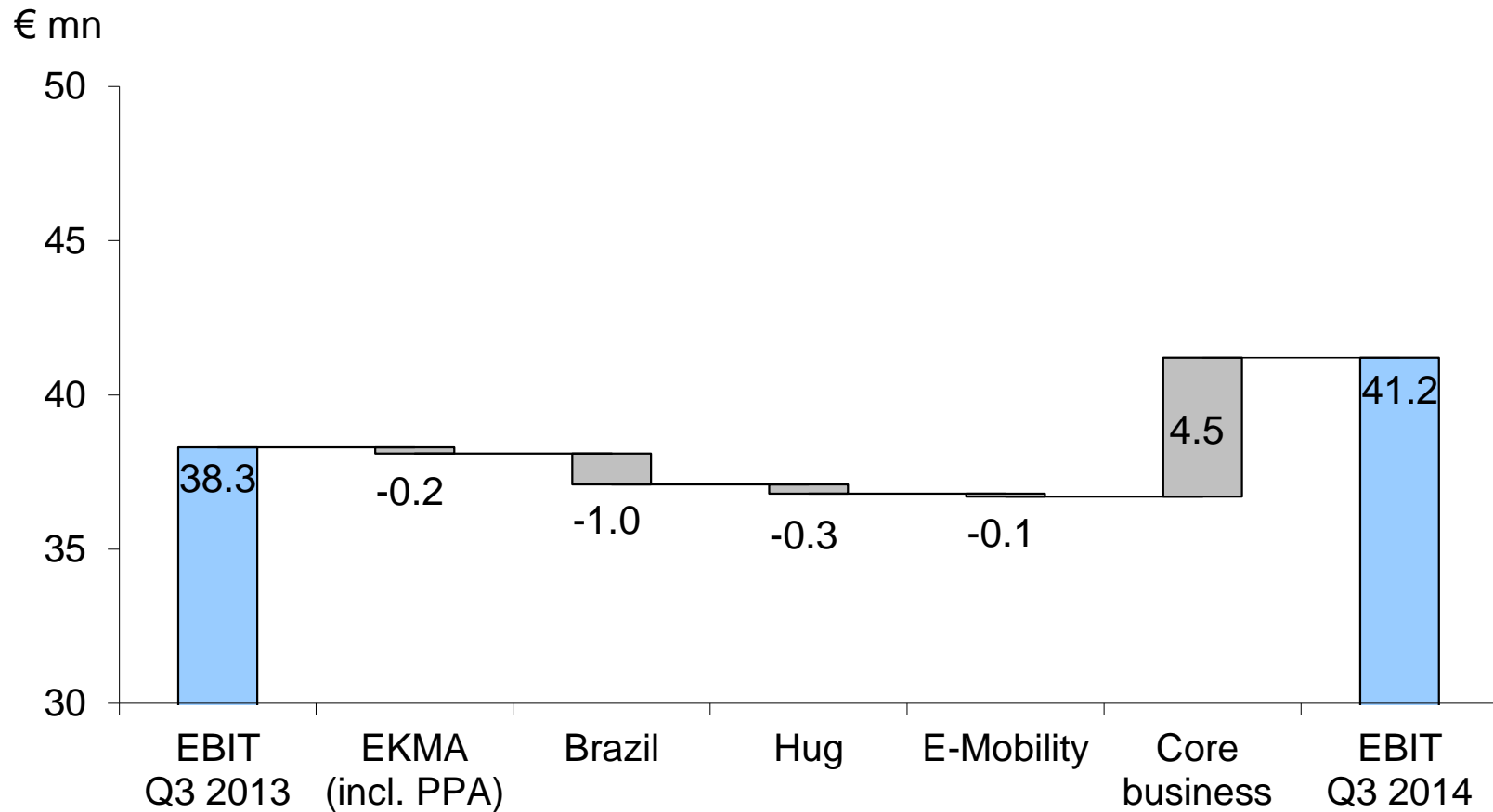
Q3 2014: Aftermarket sales down 7.4%
Higher EBIT due to one-time charge in py



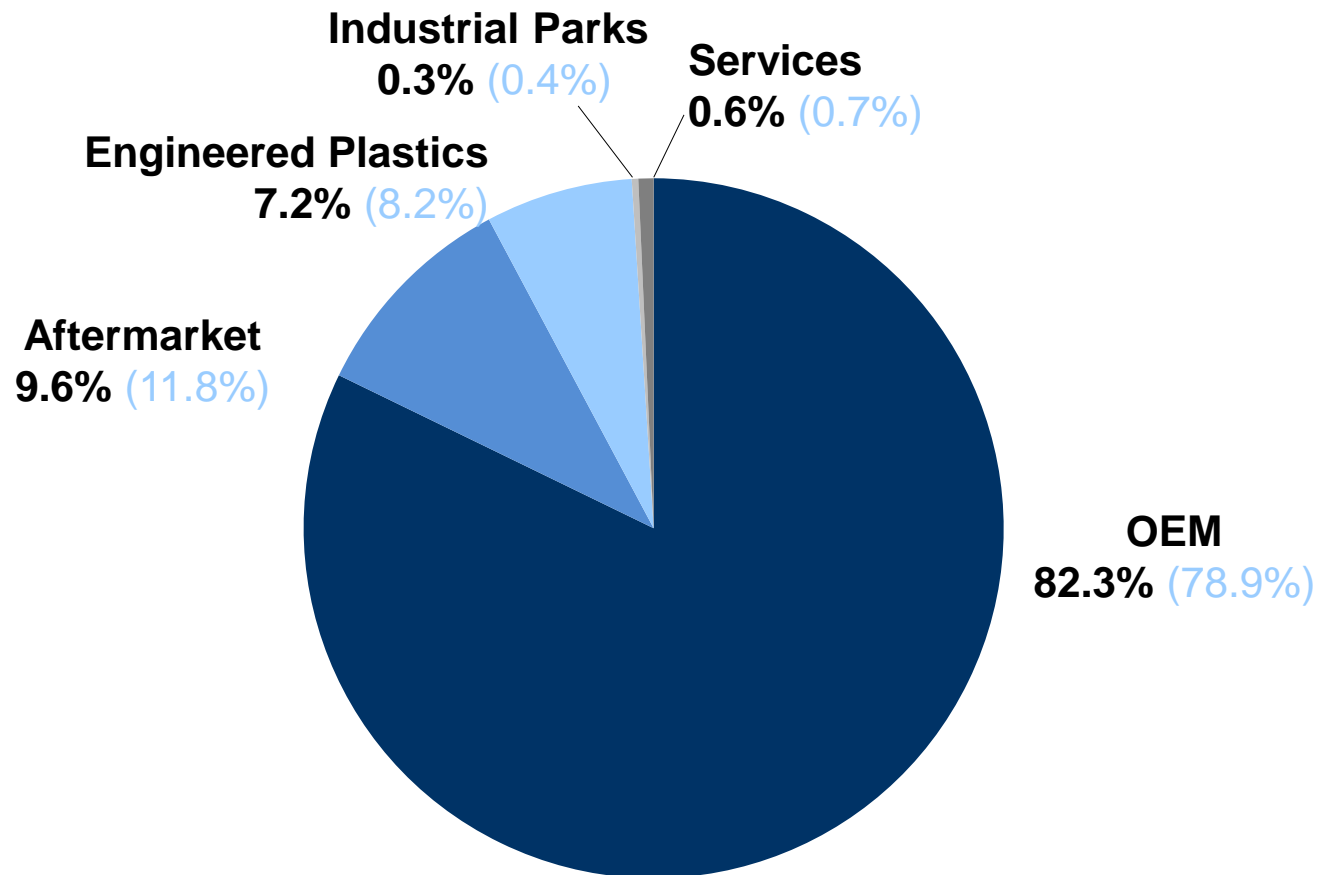
Q3 2014: Sales Engineered Plastics down 0.8%



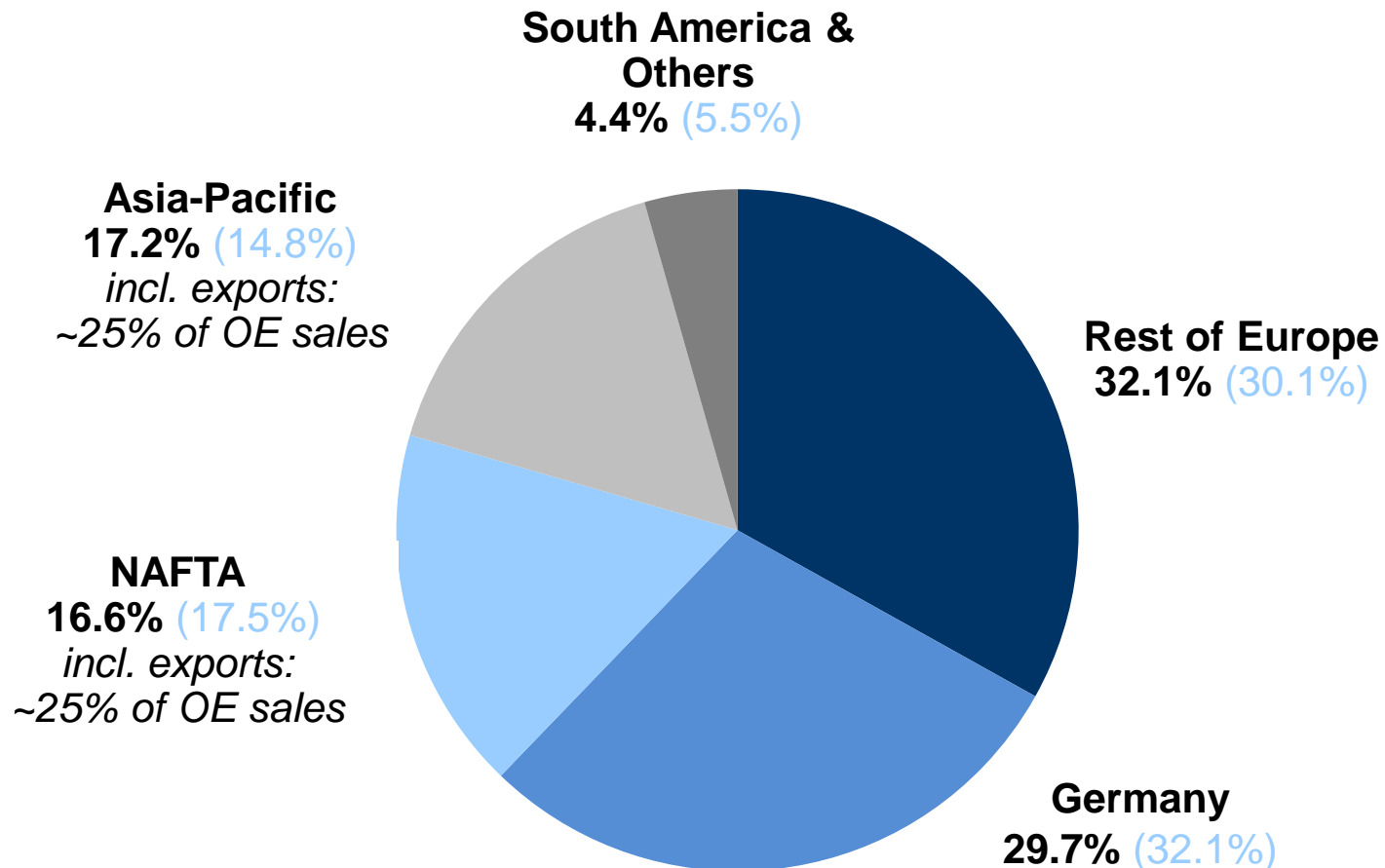
EBIT bridge third quarter of 2014



Group Sales by segment Q3 2014 (py): OE share up driven by structural growth and new products

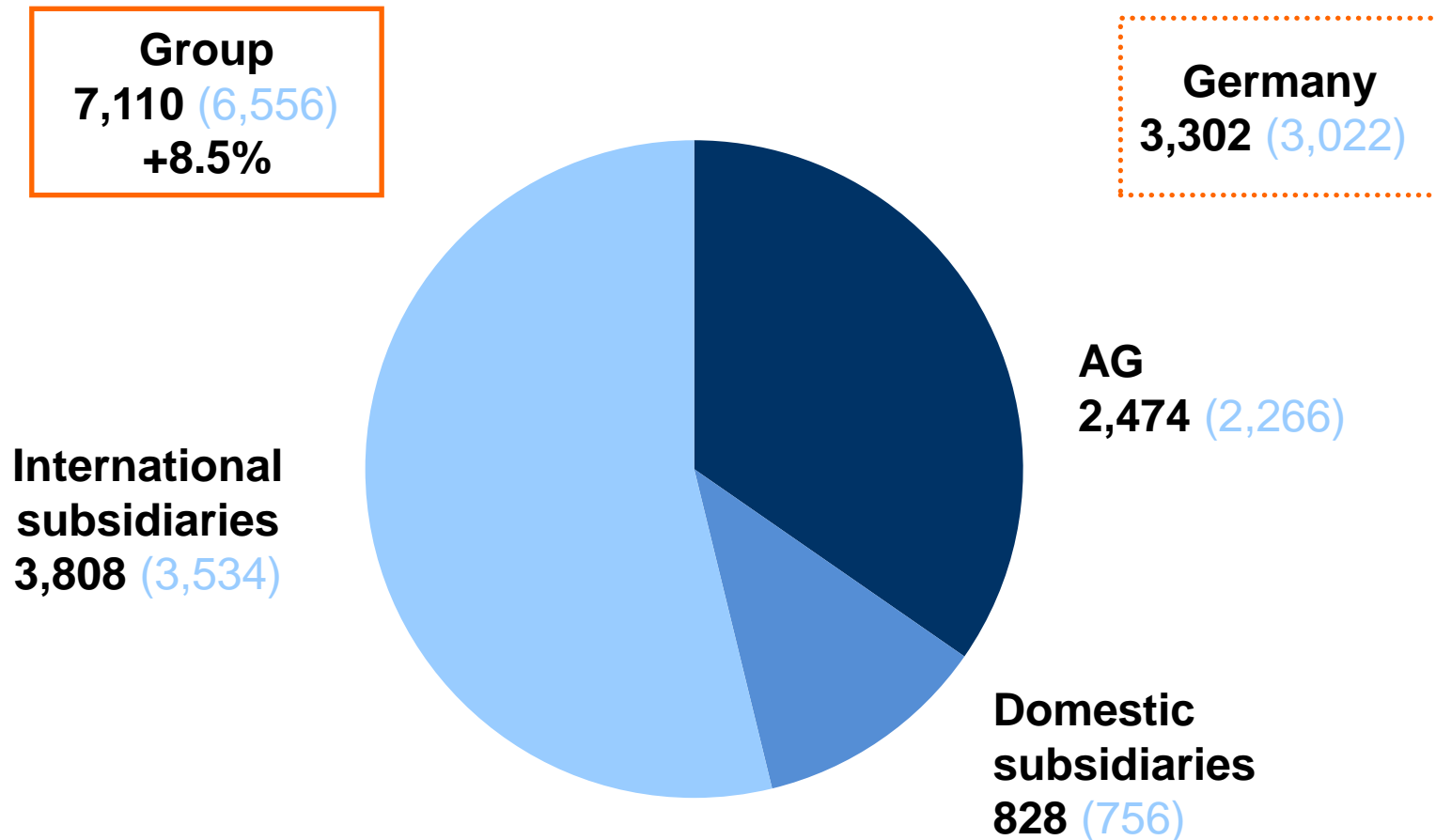


Group Sales by region Q3 2014 (py): Europe up, Brazil down sharply



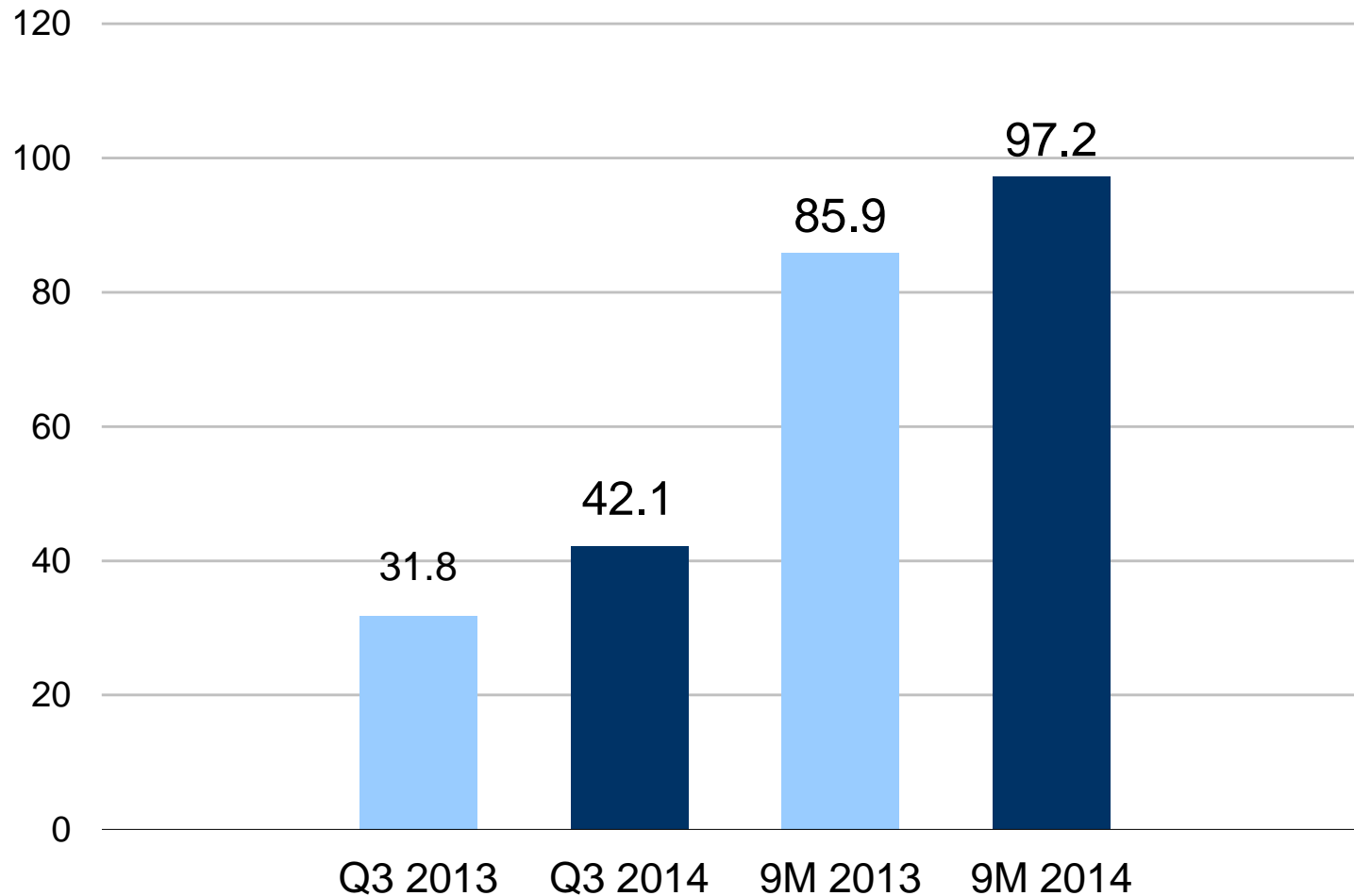
Employees worldwide – 53.6% outside Germany

as of September 30, 2014 (py)

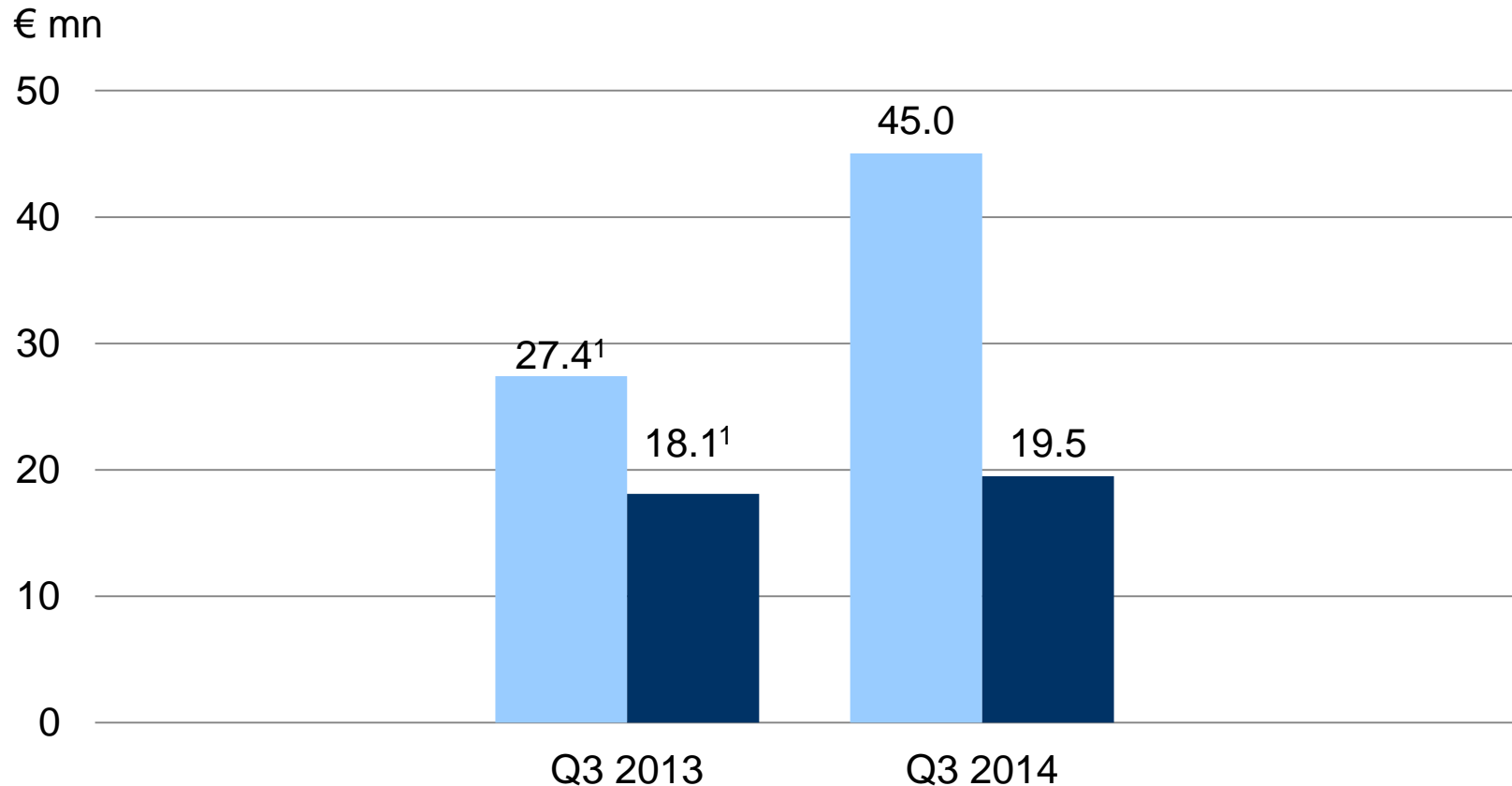


Q3 2014: Significant improvement in net cash from operating activities

€ mn



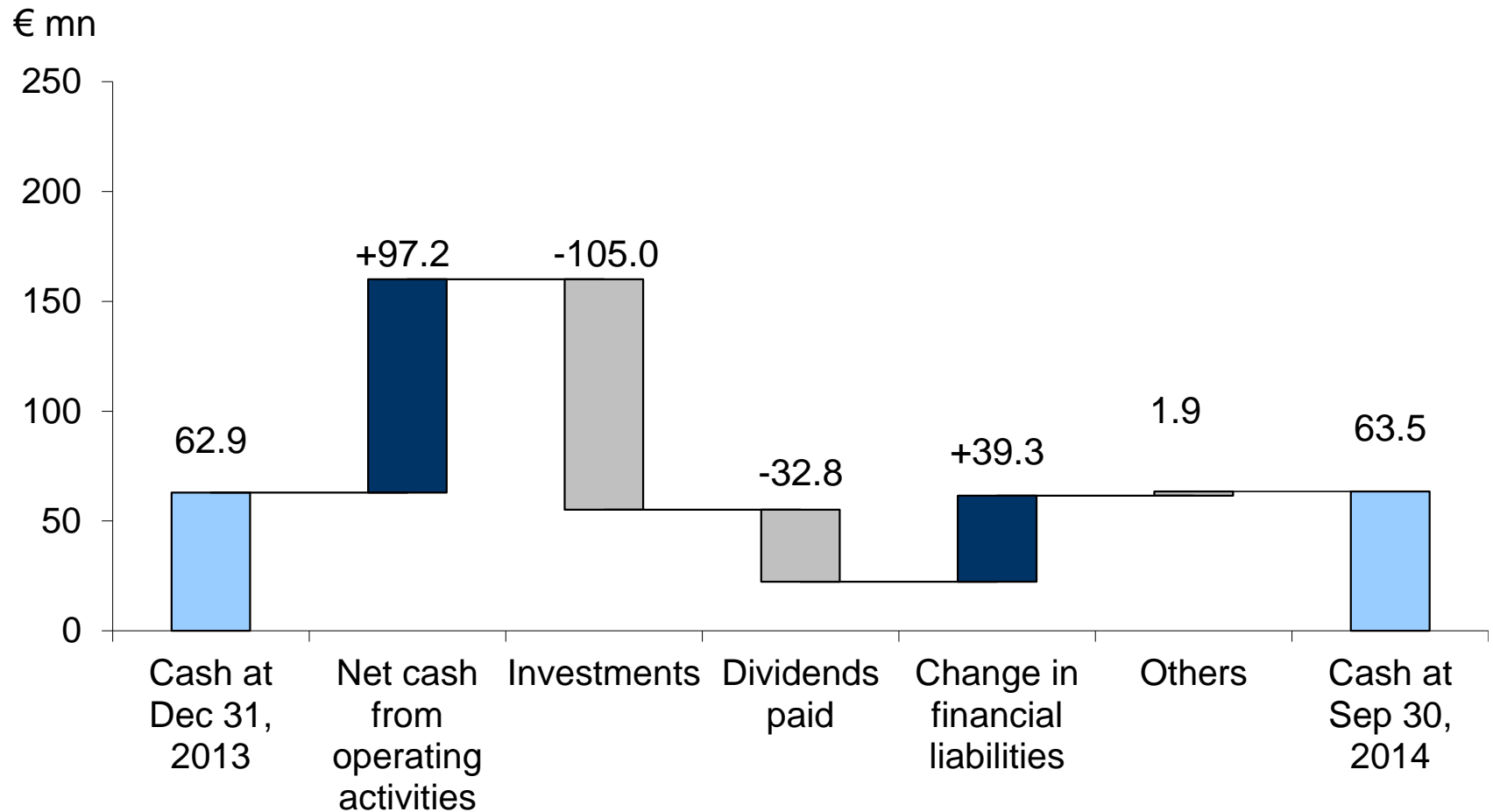
Q3 2014: Investments vs. depreciation and amortization



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

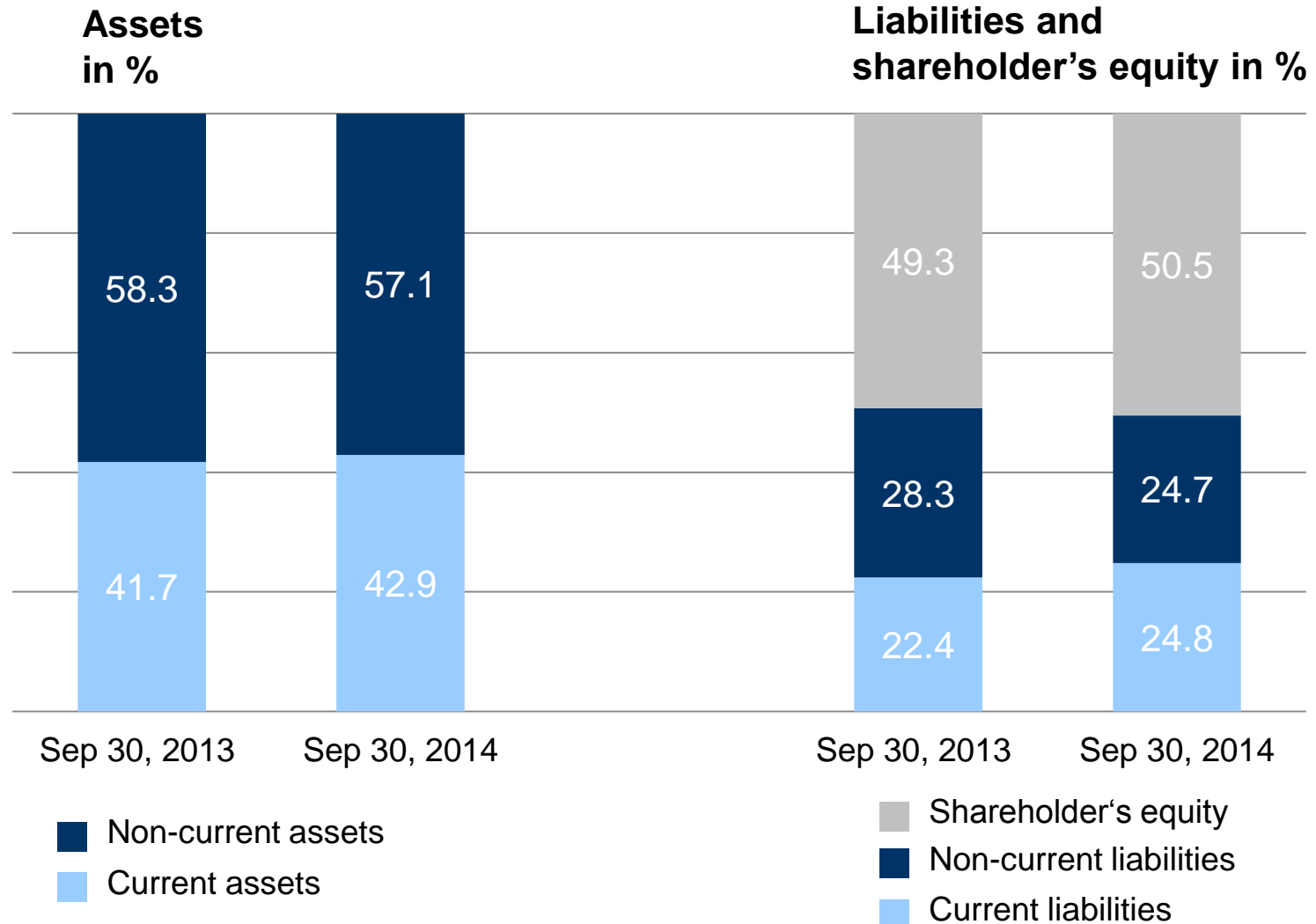
¹ Previous year's figures adjusted due to retroactive application of IFRS 11, resulting from at equity consolidation of ElringKlinger Marusan Corporation in 2013

Cash flow bridge first nine months of 2014



Balance sheet structure as at September 30, 2014

Shift from current to non-current liabilities



Q3 2014: Sales and EBIT (=operating result)

in € mn	Q3 2014	Q3 2013	Change in %
Sales	327.4	287.5	+13.9%
Cost of Sales	236.1	203.0	+16.3%
EBITDA	60.7	56.4	+7.6%
EBIT	41.2	38.3	+7.6%

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

Q3 2014: Financial Result and Net Income

in € mn	Q3 2014	Q3 2013	Change in %
Net finance cost	+3.7	-5.6	n.m.
EBT	44.9	32.7	+37.3%
Taxes	11.1	10.2	+8.8%
Net income	33.8	22.4	+50.9%
Profit attrib. to EK shareholders	32.4	22.5	+44.0%
EPS (in €)	0.51	0.36	+41.7%

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

Q3 2014: Exhaust Gas Purification division impacted by product mix and sequentially lower sales

in € mn	Hug Group			
	Q3 2014	Q3 2013	Q2 2014	Δ Q3
Sales	17.1	13.1	19.5	+4.0
EBIT	2.0	2.3	4.0	-0.3
PPA	-0.3	-0.3	-0.3	0.0

- Project-related and product-mix related business implies higher sales/earnings volatility over the quarters
- Sales in Q3 down sequentially due to fewer large orders being invoiced; Lower EBIT due to product mix
- Hug's EBIT margin in the full year to exceed Group average

Outlook 2014: Markets show a mixed picture

- World economy seems to slowdown; Geopolitical risk factors have increased (Russia, Mid East, Ebola)
- EK expects overall worldwide car production to grow by 2-3%
- Demand primarily driven by China, USA. In the US strong growth in light trucks – passenger cars flat
- Modest Western European recovery from historically low levels to continue
- Mixed picture in BRI markets: Sharp drop in vehicle sales in Brazil and Russia; sales in India recovering somewhat
- Truck sales in Europe following Euro VI pre-buying facing declines; EK increases value sold-in

Outlook 2014: Financial performance - Guidance reiterated

in € mn	FY 2013	Guidance FY 2014
Sales	1,175.2	5-7% organic growth (+ close to EUR 25 mn ElringKlinger Marusan Corp.)
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 adds approx. EUR 25 mn in sales but 0.3 PP dilution to Group margin
- Strong order intake: In Q3 up by 13.9% at EUR 330.3 (289.9) mn
- Backlog exceeds prior year by 13.9% (EUR 651.9 mn)
- Outlook includes weaker than planned performance in Brazil

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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.