

ElringKlinger Group
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Conference Call

Preliminary Results Business Year 2014

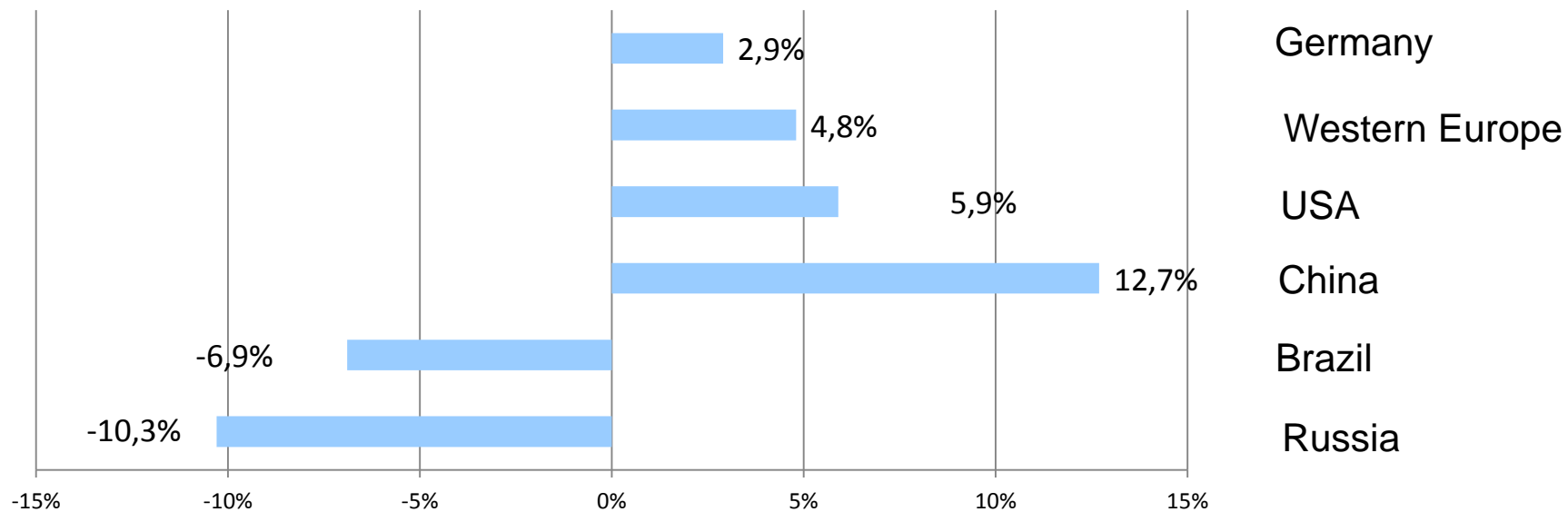
March 2, 2014

Financial Year 2014: Highlights

- Organic sales growth (ex scope changes and at constant exchange rates) of 11.2 % exceeding target range of 5-7% and exceeding car markets growth of 3.4 %
- Full consolidation of EK Marusan Corporation adds EUR 23.1 mn in sales, (minor earnings contribution before ppa; 0.2 % margin dilution)
- Clean EBIT adjusted for one-offs and EUR 3.4 mn ppa increased to EUR 162.3 (149.8 mn) mn – Clean EBIT margin 12.2 %
- E-Mobility clearly below original expectations: Due to sluggish demand for BEVs negative earnings contribution of EUR 8.1 mn (7.3 mn)
- Brazilian subsidiary EUR 4 mn below budget due to market breakdown

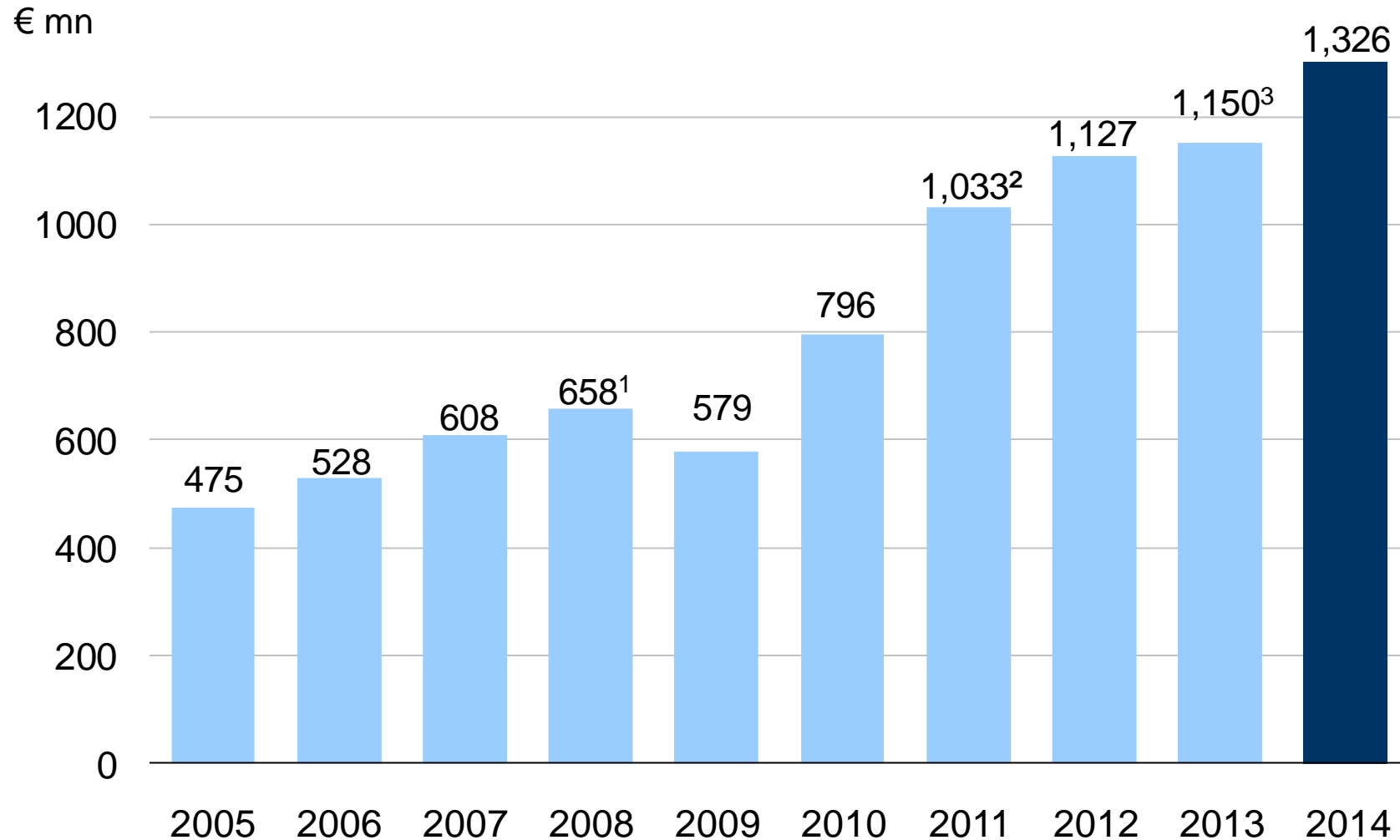
2014: Global car demand driven by China, NAFTA and European recovery – Brazil and Russia down significantly

Car registrations 2014 (yoy change in %)



- In 2014 global car sales estimated to have grown by approx. 3%
- European market started to recover after 5 years of steady decline; US growth solid; China slowed down in second half, Russia and Latin Americas dropped significantly

Sales revenues driven by long-term organic growth

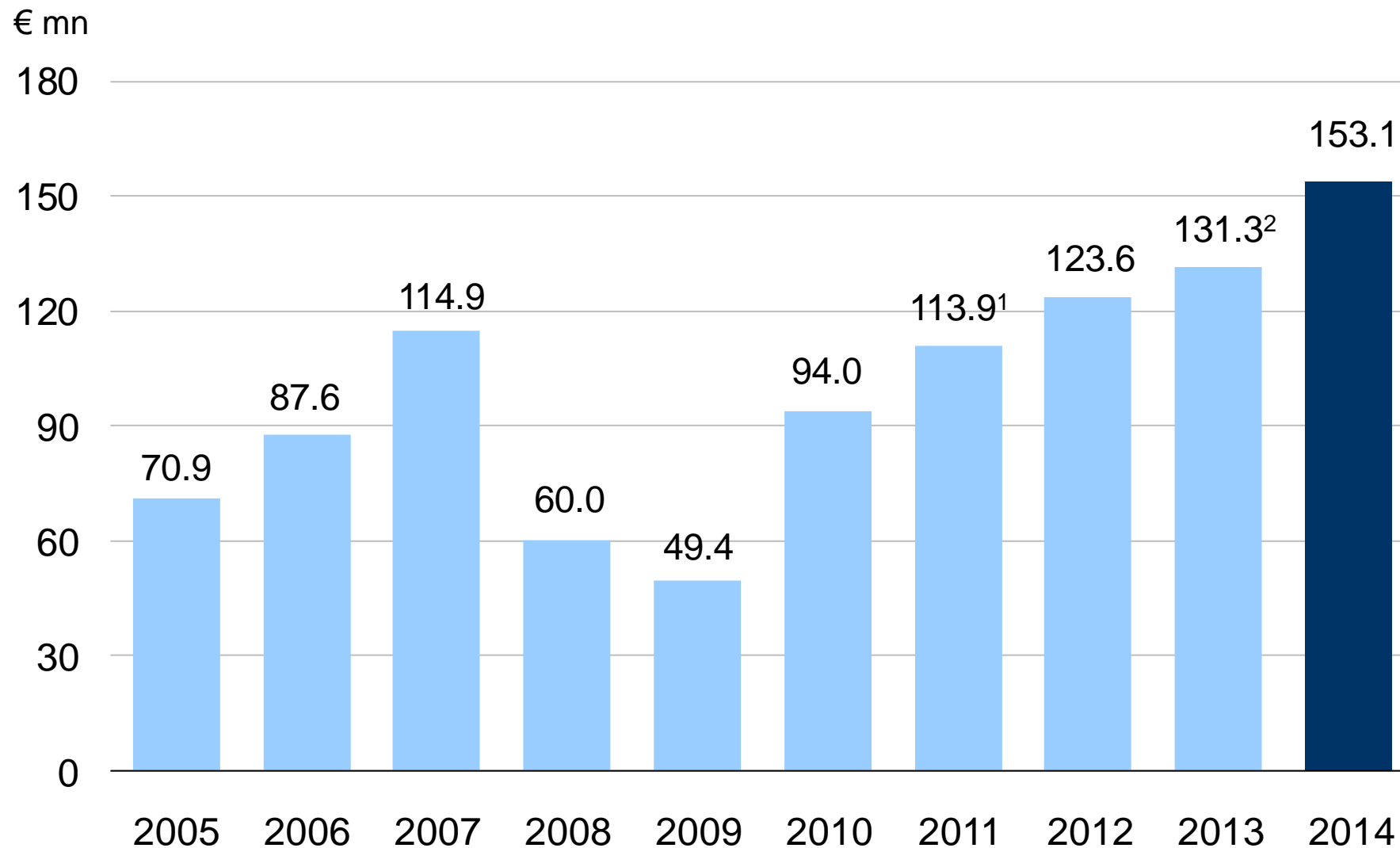


¹ Incl. acquisitions of SEVEX (~ EUR 46mn sales) and Marusan (~EUR 14 mn sales)

² Incl. acquisitions of Flat gaskets business of Freudenberg (~ EUR 53 mn sales) and Hug Group (~ EUR 29 mn sales)

³ Marusan excluded with retrospective effect (~ EUR -25 mn sales) due to IFRS 11

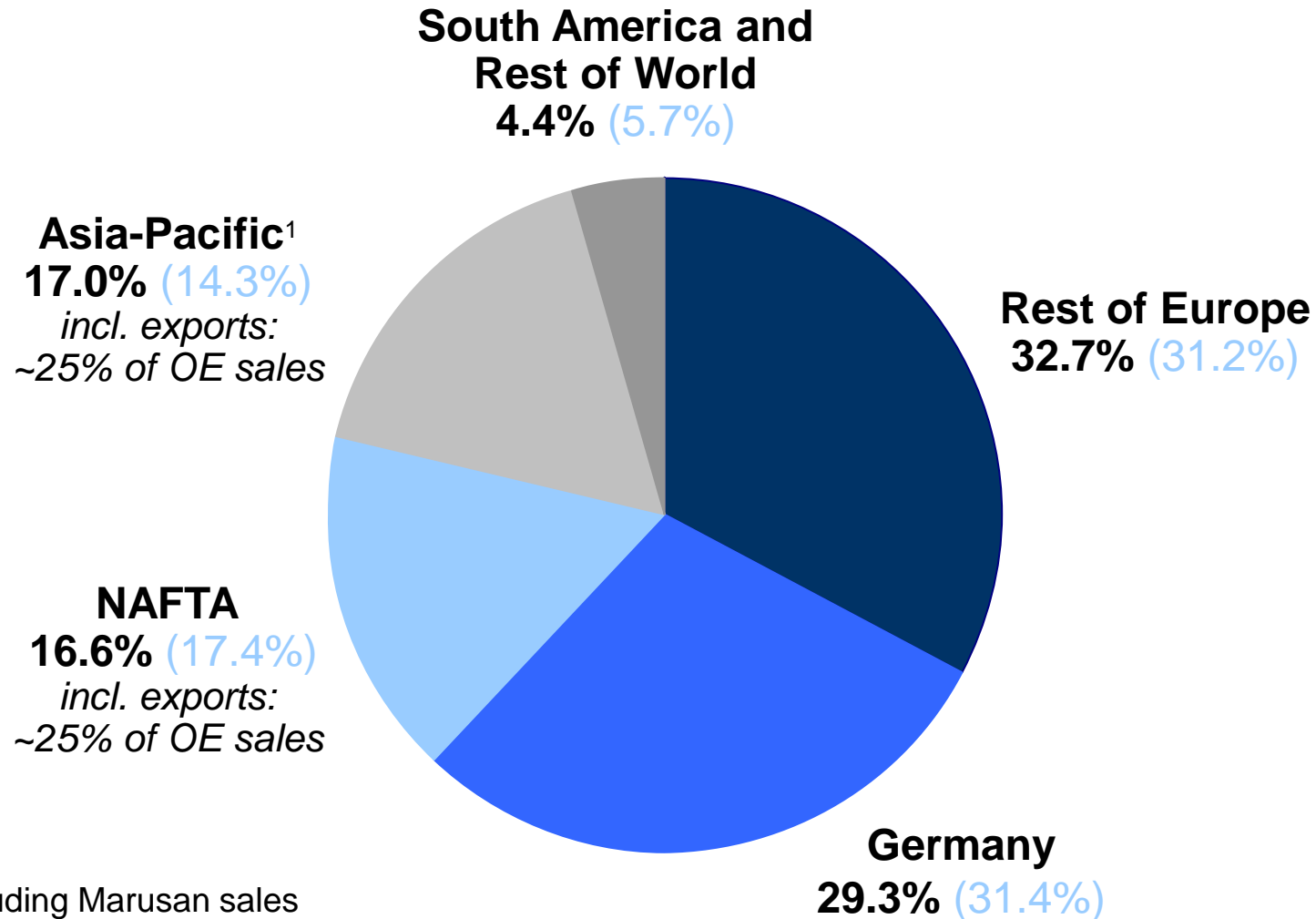
Earnings before taxes



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

² Excl. one-time gain of EUR 17.6 mn resulting from the assumption of control of ElringKlinger Marusan Corporation

Group sales by region 2014 (py)
 growth in Western Europe outpacing



¹ 2013 excluding Marusan sales
 (retrospective effect IFRS 11)

Financial Year 2014: One-offs

- One-off expenses affecting Q4 performance
- EUR 2.0 mn of inventory corrections and adjustments at ElringKlinger Korea related to plant relocation to the newly built site at Gumi.
- EUR 1.5 mn in warranty-related charges to settle insurance case from 2008; (allowance for receivables)
EUR 8.5 mn cash proceeds from insurance payments; no longer any risks associated with this matter
- EUR 1.4 mn one-time allocation to provisions due to amendments to Management Board contracts of service in respect of long-term variable incentive components of compensation (LTI II) related to prior years

FY 2014: Sales to clean EBIT

in € mn	FY 2014	FY 2013 (restated)	Change in %
Sales	1,325.8	1,150.1	15,3
EBITDA	233.4	221.0 ¹	5,6
EBIT (operating result)	154.0	146.6 ¹	5,0
Clean EBIT pre PPA	162.3 ²	149.8 ^{1,3}	8,3

- Translational currency effects still negative on a full year basis at EUR 4.2 mn (+ EUR 7.4 mn in Q4)

¹ Excl. EUR 17.6 mn one-time gain from assumption of control of Marusan

² Excl. EUR 2.0 mn of inv. corrections/adjustments at ElringKlinger Korea, EUR 1.5 mn in warranty-related charges, EUR 1.4 mn provisions for Mgt. Board compensation relating to prior periods, EUR 3.4 mn PPA

³ Excl. EUR 1.4 mn one-time gain ElringKlinger Korea, EUR 1.8 mn restruct. charge Nantiat, EUR 1.5 mn one-offs Aftermarket, EUR 1.3 mn PPA

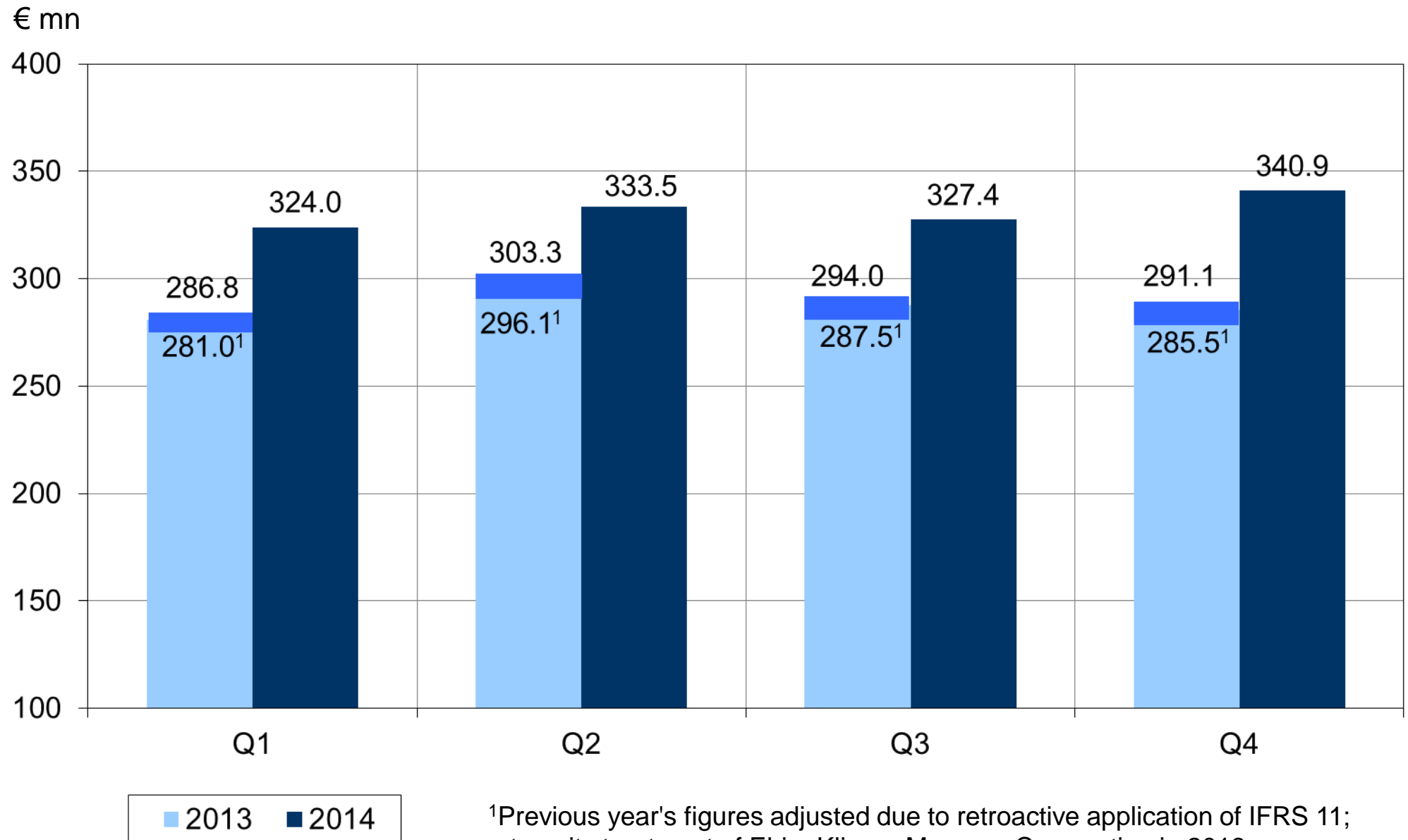
FY 2014: Net finance cost and EBT

in € mn	FY 2014	FY 2013 (restated)	change in %
Net finance cost	-0.9	-15.3	+94.1%
EBT	153.1	131.3 ¹	+16.6%

- Net finance costs improvement driven largely by foreign exchange gains of EUR 10.0 (- 4.1) mn

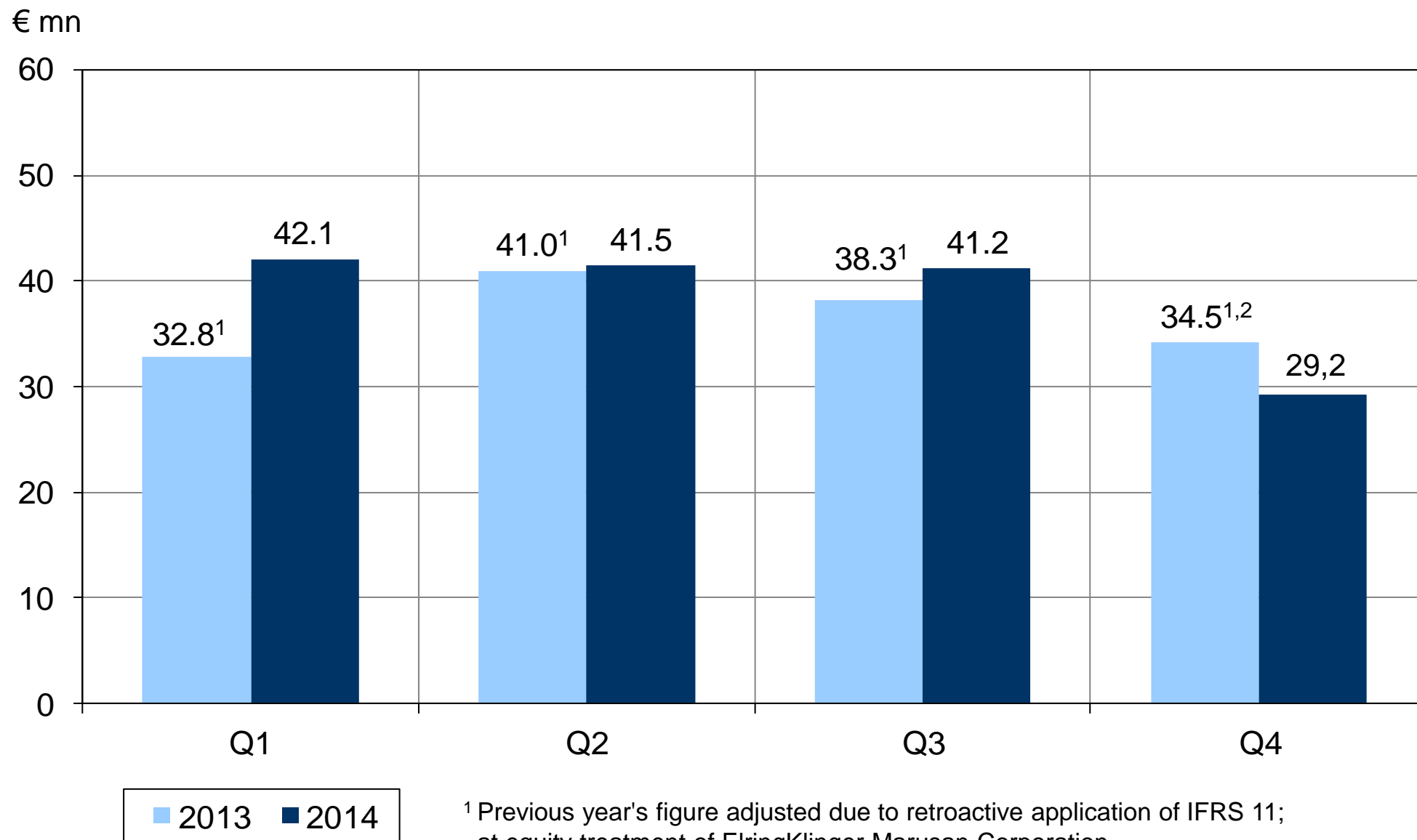
¹ Excl. one-time gain of EUR 17.6 mn resulting from the assumption of control of ElringKlinger Marusan Corporation

Sales by quarter



¹Previous year's figures adjusted due to retroactive application of IFRS 11; at equity treatment of ElringKlinger Marusan Corporation in 2013

EBIT by quarter (=operating result as of 2014)

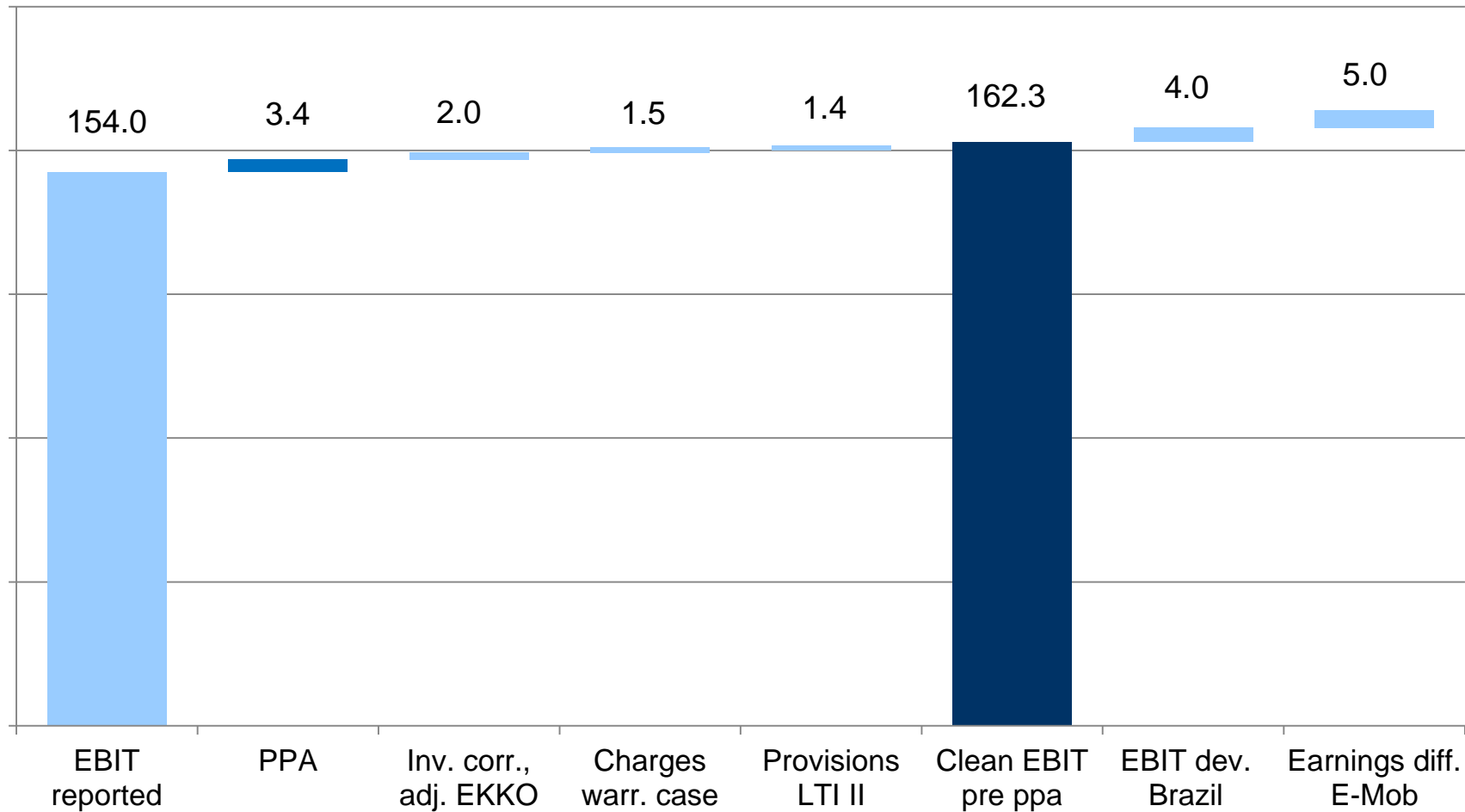


¹ Previous year's figure adjusted due to retroactive application of IFRS 11; at equity treatment of ElringKlinger Marusan Corporation

² excl. EUR 17.6 mn one-time gain

EBIT bridge financial year 2014

€ mn



Outlook car markets 2015: Another year of moderate growth - divergence continues

- EK expects overall worldwide LV production to grow by 2% in 2015;
- NAFTA: sales up slightly
- China: slowing growth at record levels, car sales up 7% expected to grow slower
- Western Europe: Continued modest recovery in Western Europe but still way below pre-crisis level (2007); German car market will expand only slightly
- Mixed signals from BRI markets:
 - Brazil: stabilization at low levels
 - Russia: further down (-20 to -25%)
 - India: expected to continue recovery
- Truck sales in Europe recovering (+5%) from low levels; US truck sales to increase moderately following double digit gains in 2014

Outlook 2015: The Group

- Outperformance of market growth by 4-5%;
- Strong structural growth across all divisions
- Due to ongoing sluggish demand in BEV/ PHEV market and low fuel prices E-Mobility division is not likely to see a fundamental improvement in earnings performance (originally break-even target)
- Brazil and Russia to remain at depressed levels
- Ramp-up of new hydroform hybrid light weight technology (SOP in Q2/Q4 respectively), licensing agreement being negotiated
- Positive earnings contribution from M&W acquisition but temporary margin dilution (0.2 PP)
- Currency tailwinds

Outlook 2015: Financial performance

in € mn	FY 2014	Guidance FY 2015
Sales	1,325.8	5-7% organic growth (plus 30 mn scope change)
Clean EBIT pre ppa	162.3	170 - 180

- Order intake up 10.5%, 8.3% excl. scope changes
- Order backlog up 15.6%

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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 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.