

ElringKlinger Group
beyond

2

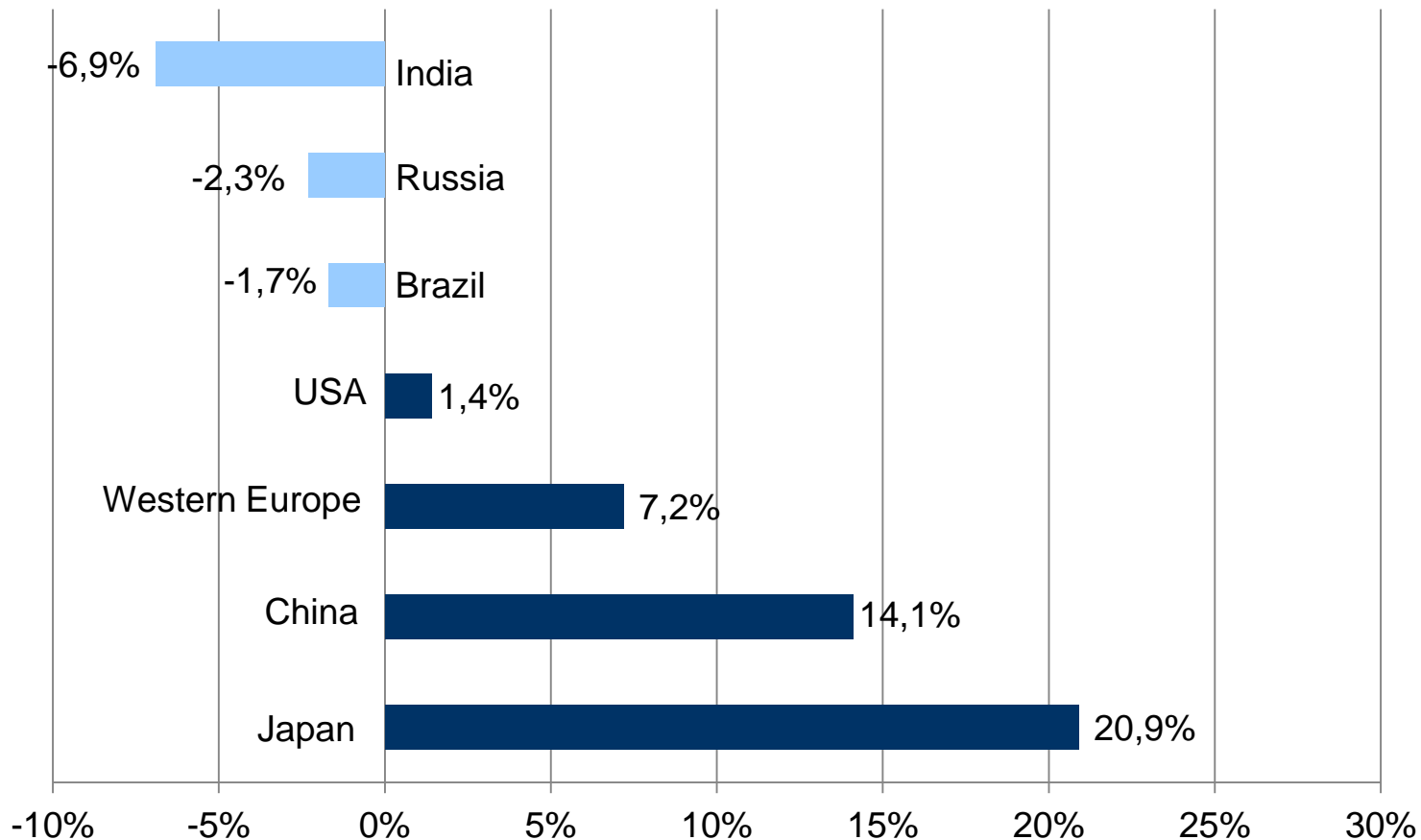
Conference Call
Results Q1 2014
May 8, 2014

Q1 2014: Key developments

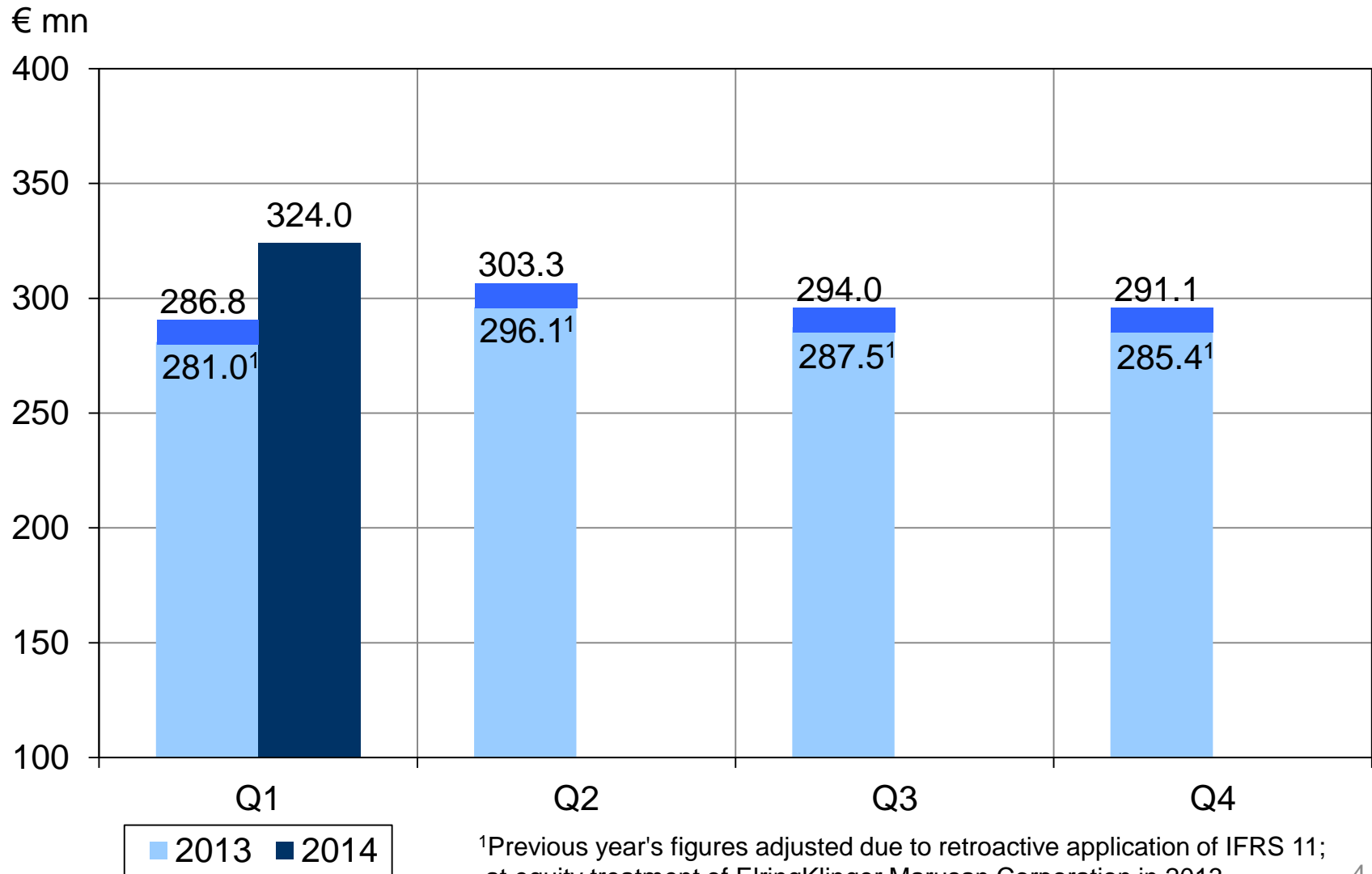
- Group sales up 15.3%, organically 13.4 % at EUR 324.0 (281.0) mn solidly outperforming world car production (+ 3.5 %)
- Negative impact from currency translation of EUR 8.6 mn (2.7 PP)
- Retroactive at equity consolidation of EKMA (IFRS 11) over the quarters for 2013 (slightly lower sales and earnings basis); EKMA contributes an additional EUR 6.0 mn in sales in Q1 2014
- Adverse earnings effect from pre-expenses and start-up losses in battery technology (EBIT EUR -2.2 mn)
- Solid sales and earnings increase in the exhaust abatement division (EBIT EUR 7.7 mn)
- EBIT(=operating result) up by 28.4 % to EUR 42.1 mn despite EUR 1.0 mn increase y-o-y in expenses for employee benefit scheme

Q1 2014: Western Europe recovers from 25-year low, yet still more than 20 % below peak – BRI markets shrink

New car registrations Q1 2014 (yoy change)

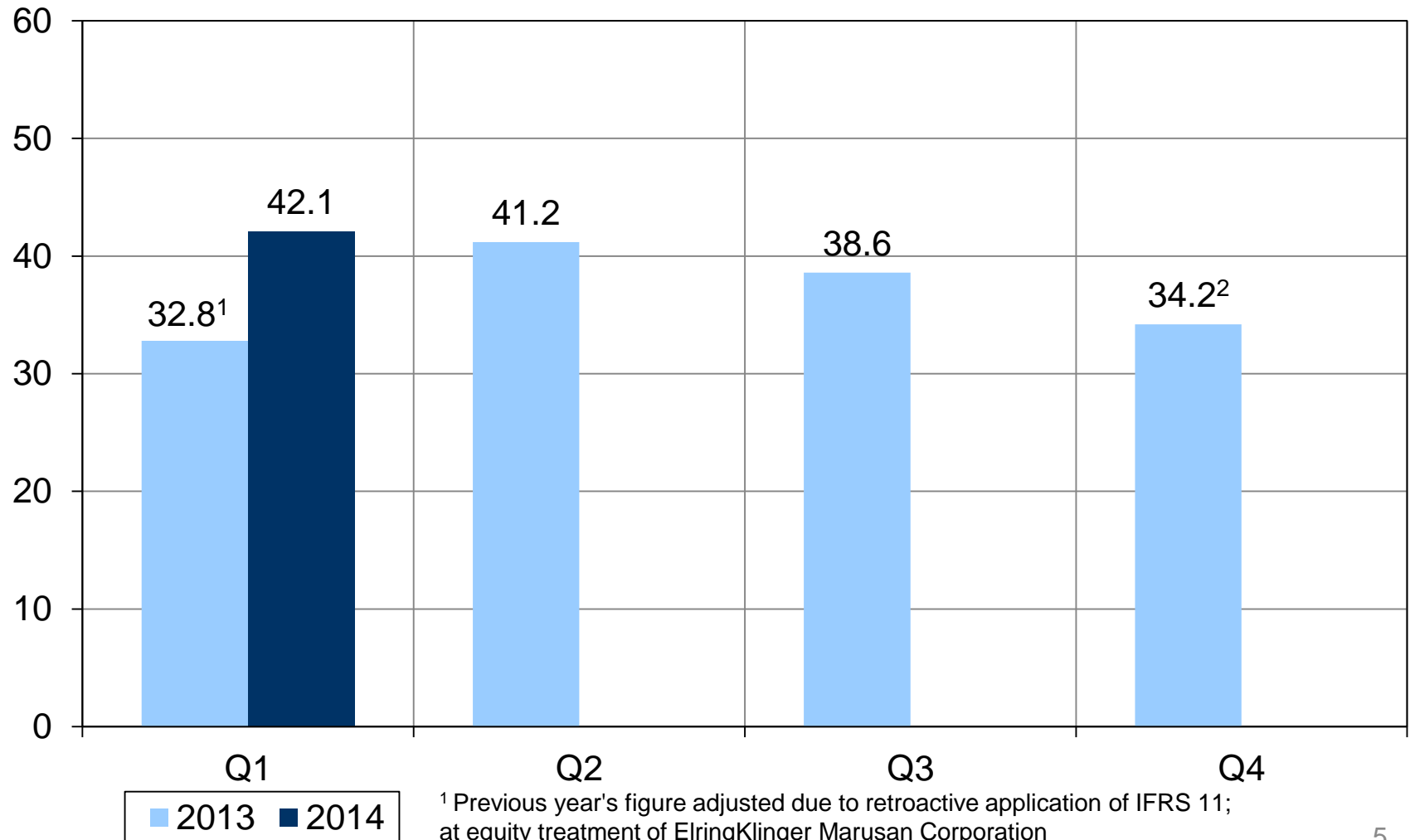


Sales by quarter



EBIT by quarter (=operating result as of 2014)

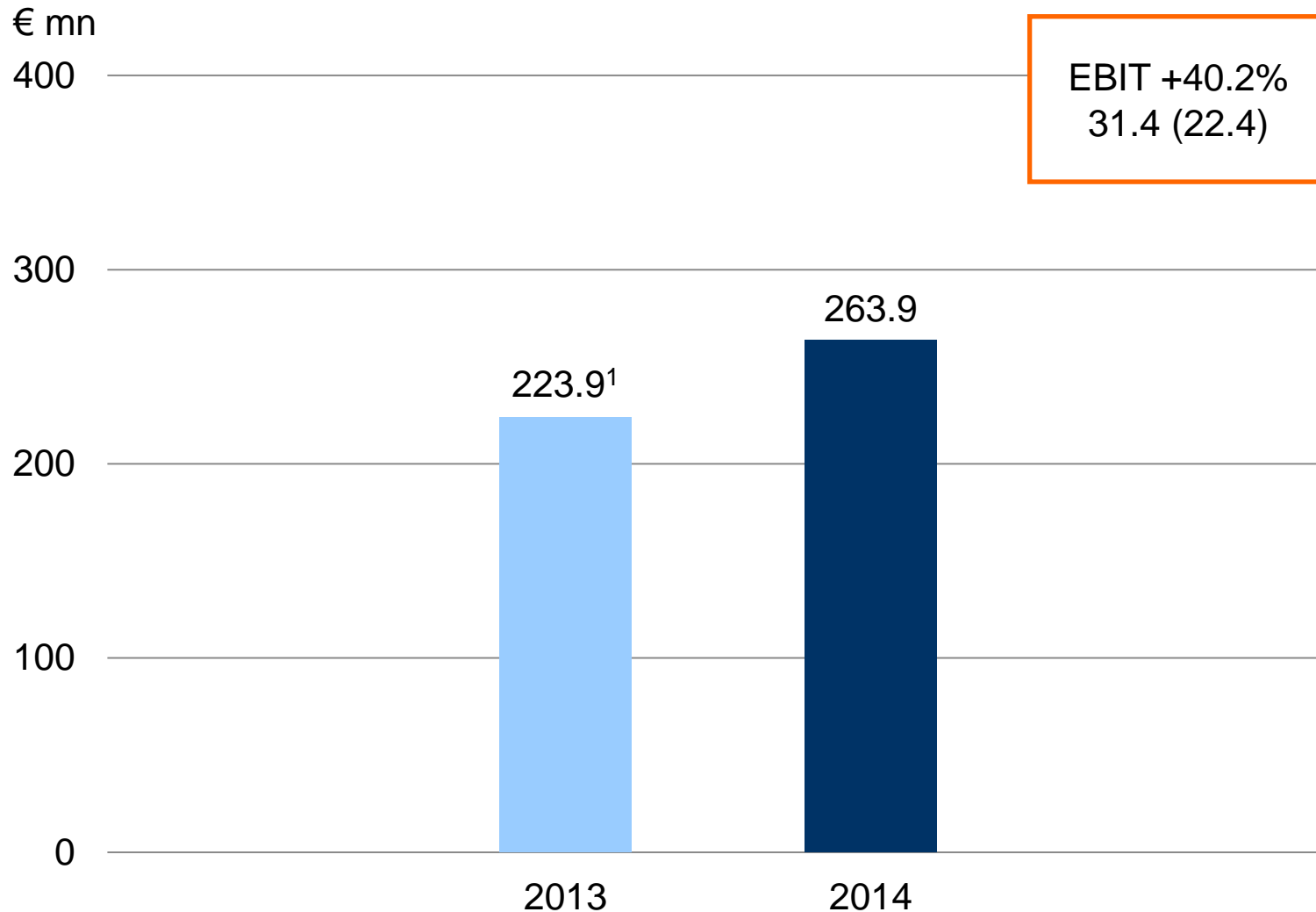
€ mn



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

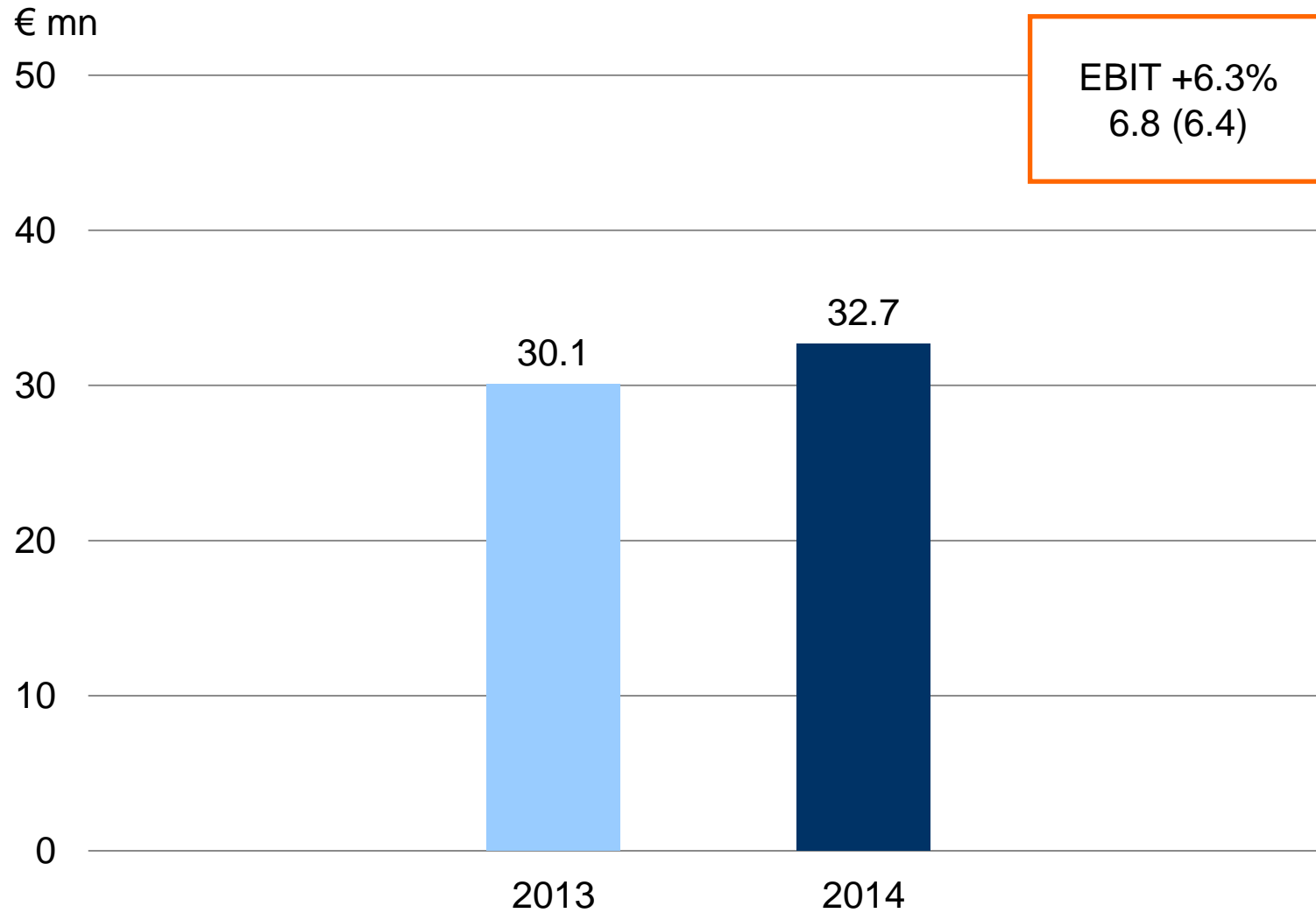
² excl. EUR 17.6 mn one-time gain

Q1 2014: OEM sales up 17.9% driven by core business and strong performance at Hug

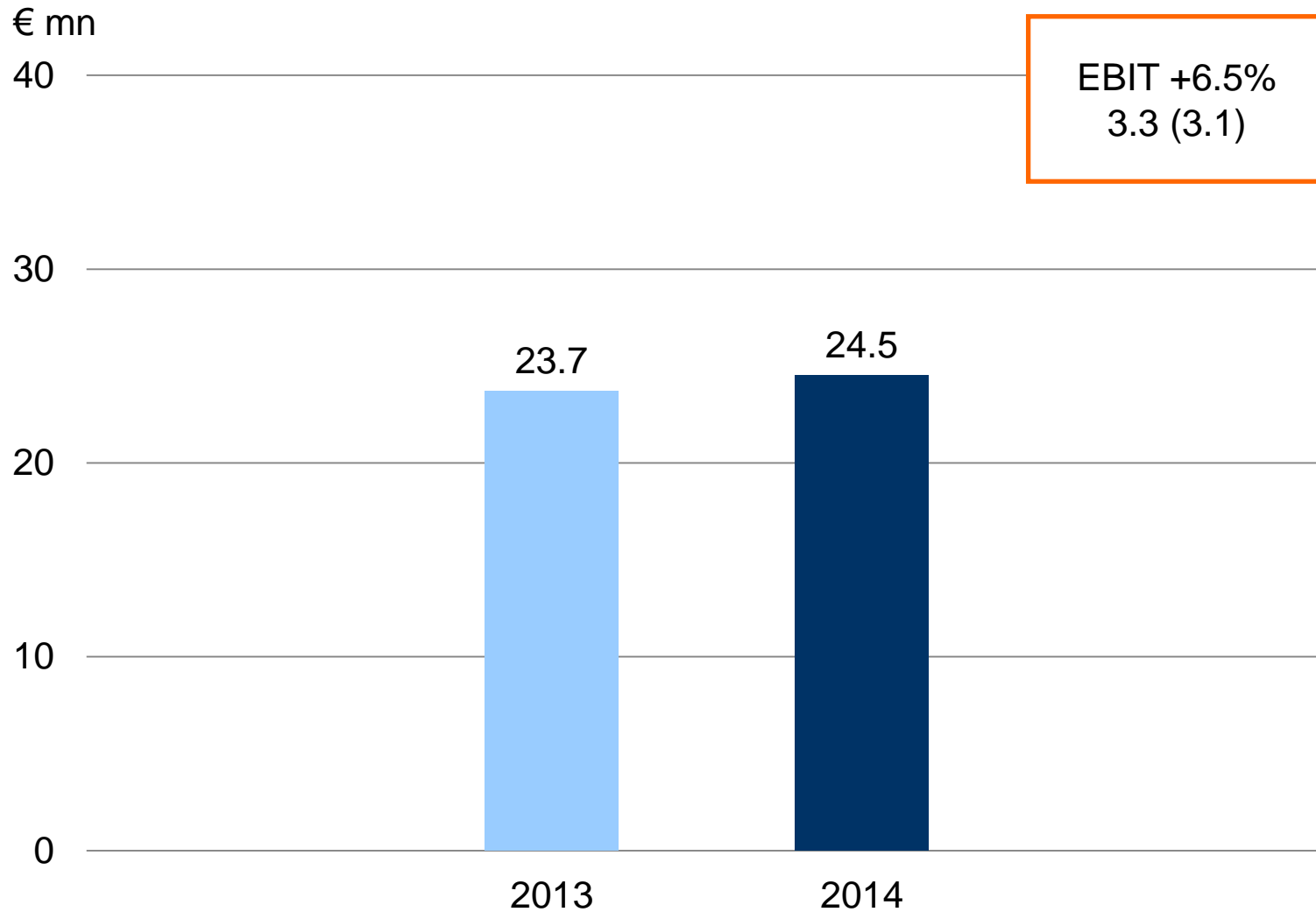


¹Previous year's figures adjusted due to retroactive application of IFRS 11; at equity treatment of ElringKlinger Marusan Corporation (- EUR 5.8 mn) in Q1 2013

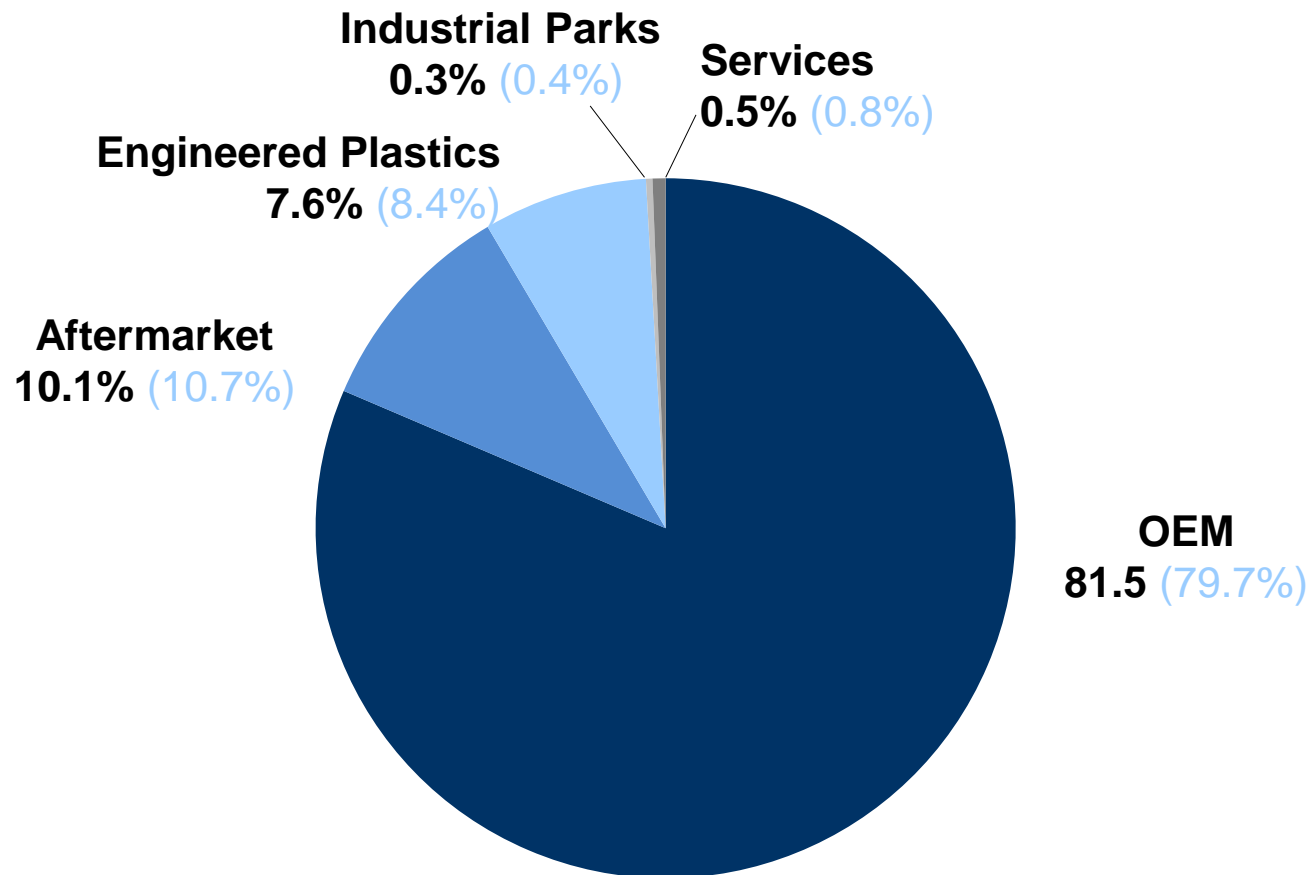
Q1 2014: Aftermarket sales up 8.6%



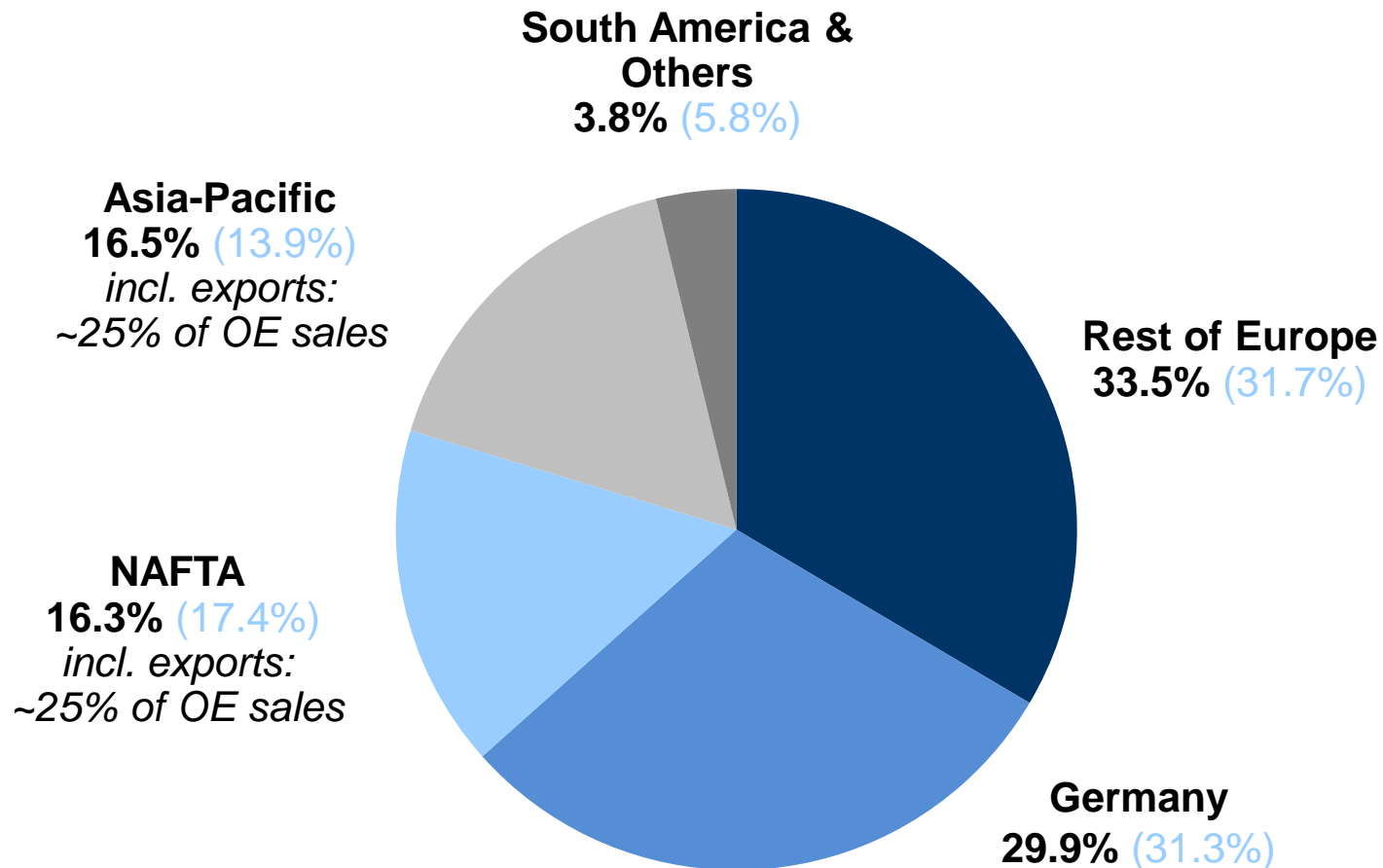
Q1 2014: Sales Engineered Plastics slightly up 3.4%



Group Sales by segment Q1 2014 (py): OE share up driven by structural growth and new product ramp-ups

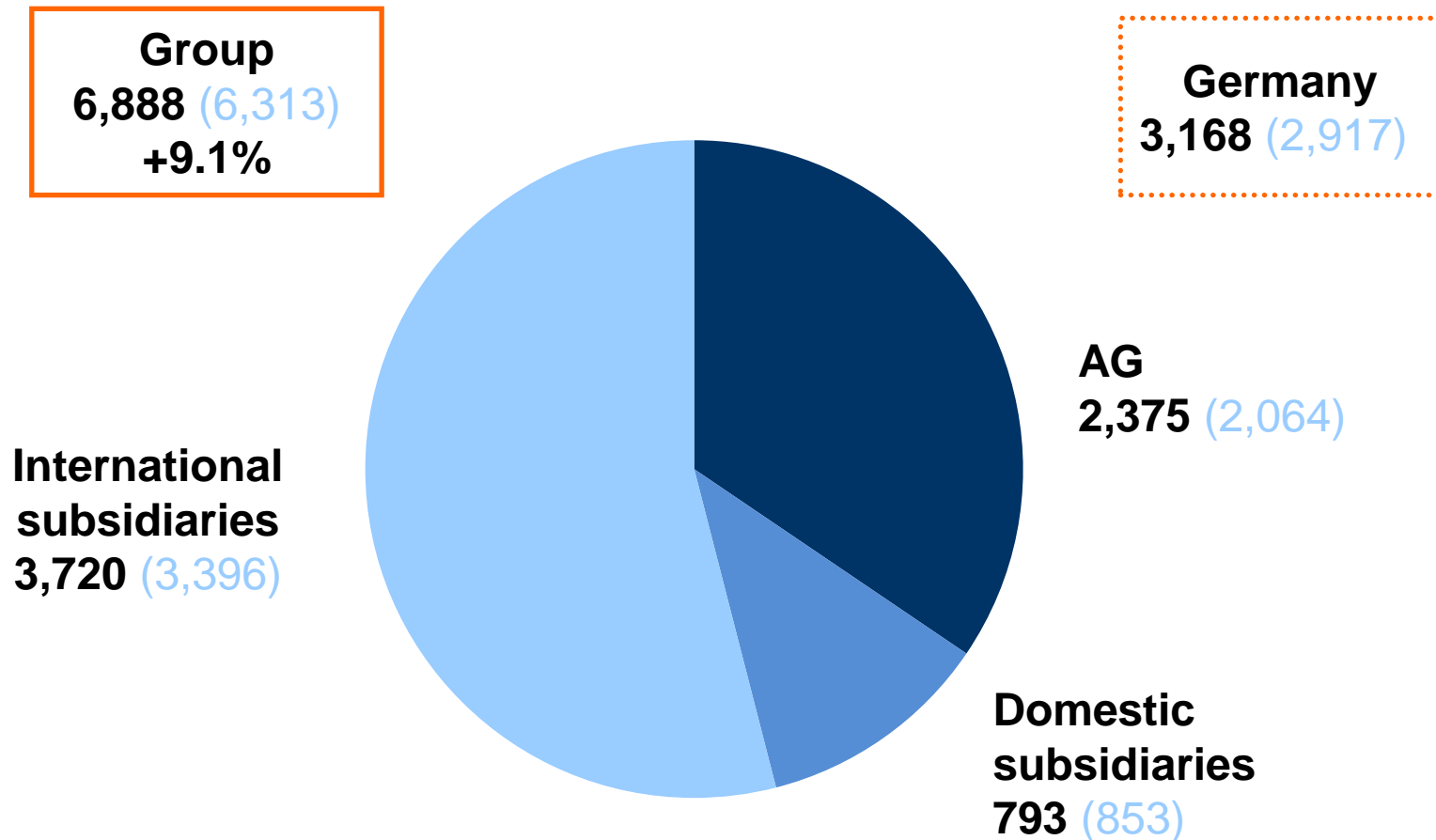


Group Sales by region Q1 2014 (py)



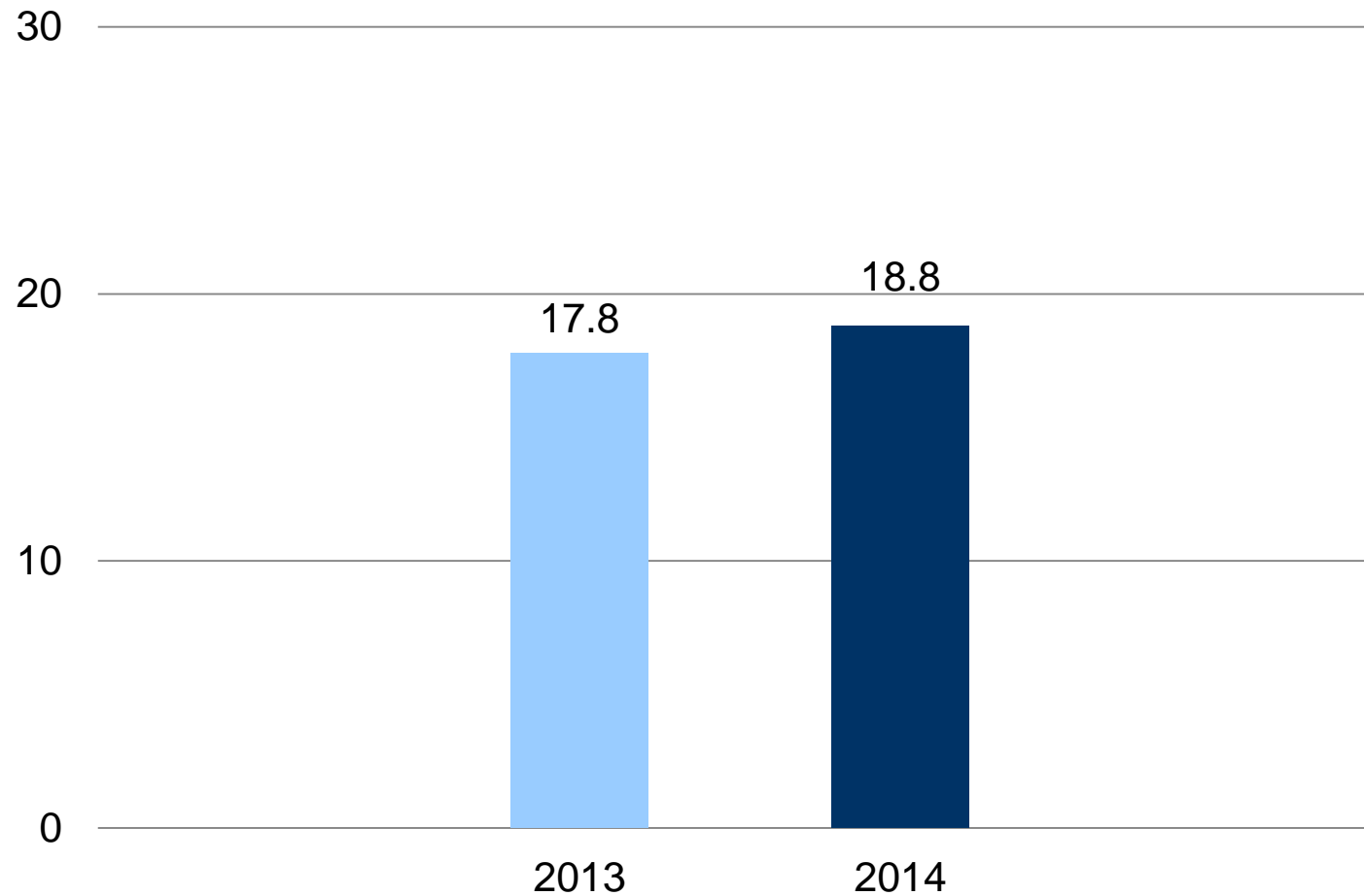
Employees worldwide – 54.0% now outside Germany

as of March 31, 2014 (py)

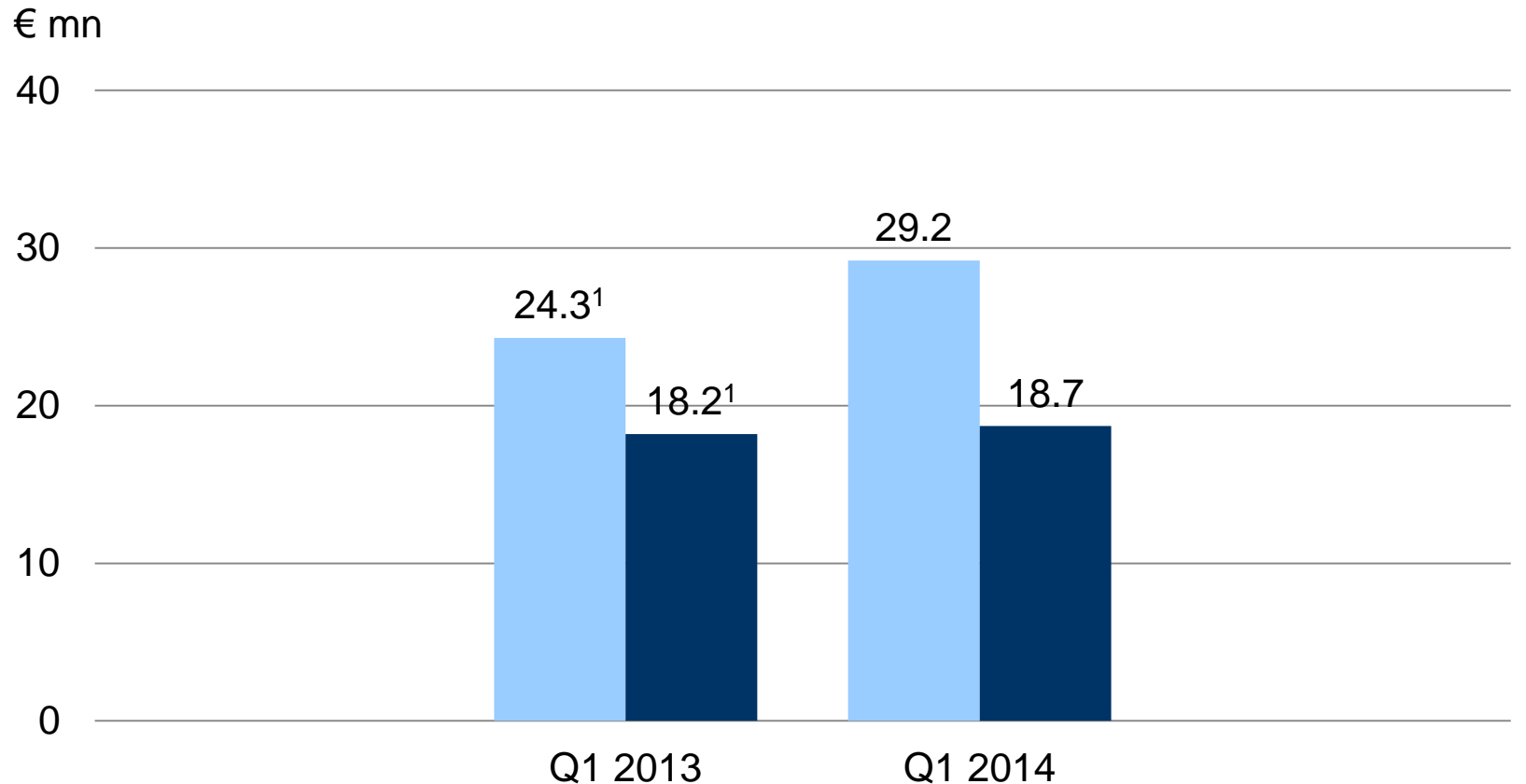


Q1 2014: Net cash from operating activities improved

€ mn



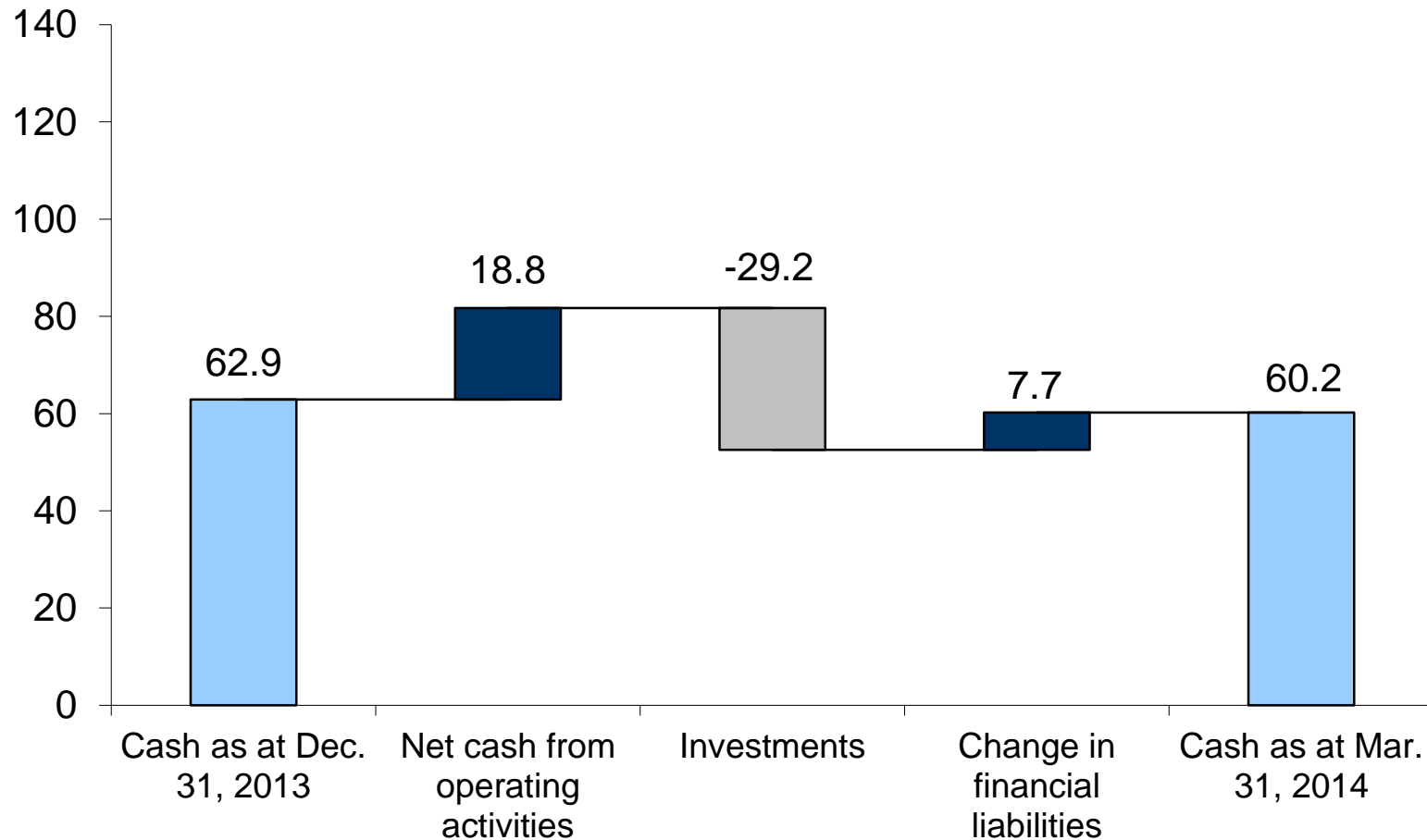
Q1 2014: Investments vs. depreciation



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

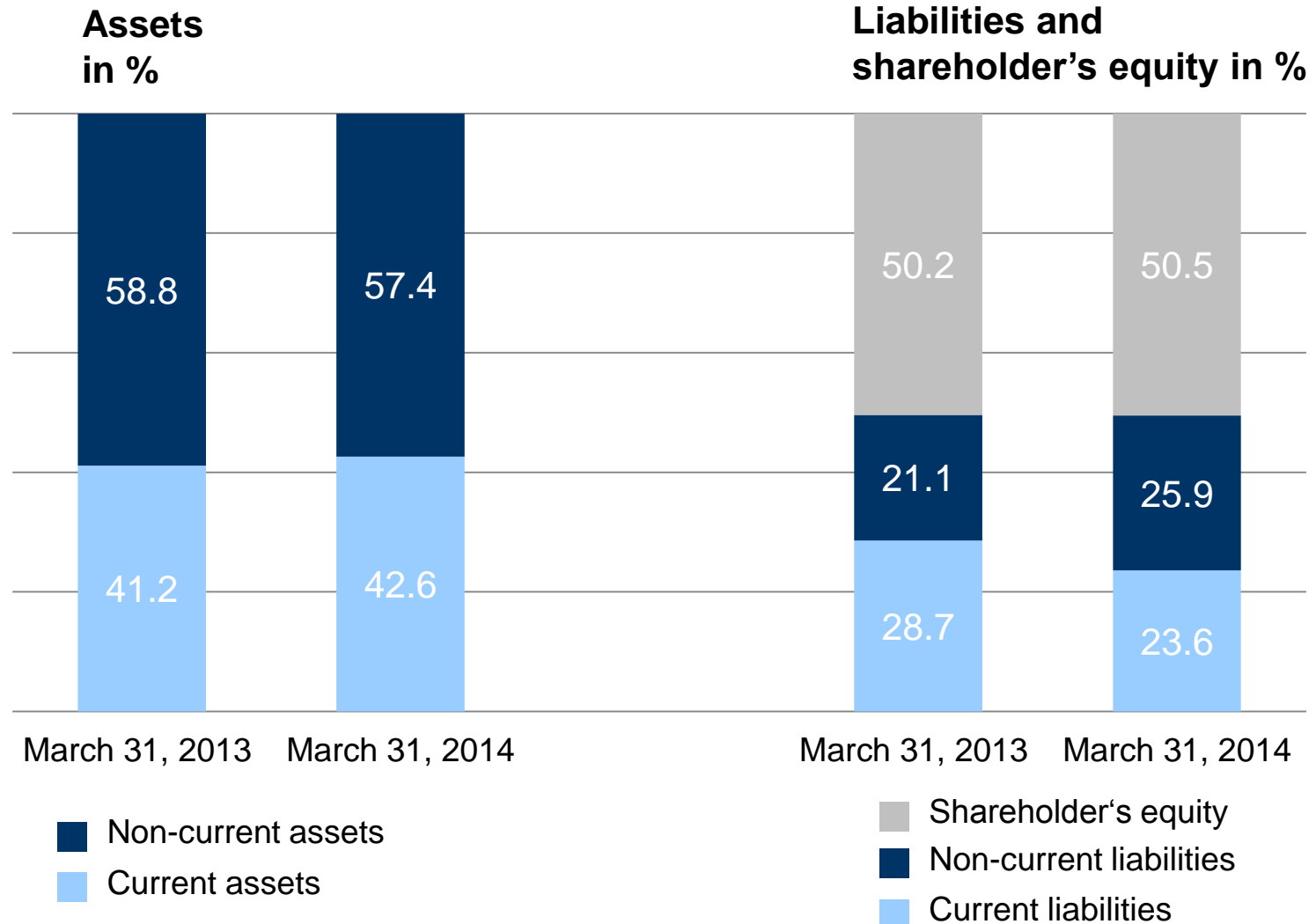
¹ Previous year's figures adjusted due to retroactive application of IFRS 11, resulting from at equity consolidation of ElringKlinger Marusan Corporation in 2013

Development cash flows Q1 2014



Balance sheet structure as at March 31, 2014

Equity Ratio above 50%



Q1 2014: Sales and EBIT (=operating result)

in € mn	Q1 2014	Q1 2013	Change in %
Sales	324.0	281.0	+15,3%
Cost of Sales	232.8	204.6	+13.8%
EBITDA	60.8	51.0	+19.2%
EBIT	42.1	32.8	+28.4%

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

Q1 2014: Financial Result and Net Income

in € mn	Q1 2014	Q1 2013	Change in %
Net finance cost	-2.6	0.2	-
EBT	39.5	33.0	+19.7%
Taxes	10.2	8.4	+21.4%
Net income	29.3	24.6	19.1%
Profit attrib. to EK shareholders	27.9	23.8	+17.2%
EPS (in €)	0.44	0.37	+18.9%

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

Q1 2014: Strong performance of Exhaust Gas Purification division

in € mn	Hug Group			
	Q1 2014	Q1 2013	Q4 2013	Δ Q1
Sales	20.7	11.0	15.3	+ 9.7
EBIT	7.7	1.1	6.0	+ 6.6
PPA	-0.3	-0.5	-0.3	-

- Drivers: CARB retrofit, inland waterway vessels and exhaust gas purification systems for large natural gas engines
- Project-related business implies higher sales/earnings volatility in the quarters

Outlook 2014: Markets

- EK expects overall worldwide car production to increase by 2-3%
- Demand once again driven by China, ASEAN and to a lesser extent North America; Lower growth in percentage terms when compared to 2013
- Europe – which is still more than 20% below 2007 highs – to pick up moderately in 2014, possibly a further pick-up in momentum in 2015
- Mixed picture in BRI markets: Mid single-digit decline percentagewise in Brazil and Russia; India might recover from 2013 double-digit dip
- Truck sales in Europe following Euro VI pre-buying better than feared; for the full year moderate decline; EK increases value sold-in
- North American truck market continues to show solid growth and is expected to see an increase of almost 10% driven by economic recovery

Outlook 2014: Financial performance

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

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

- Full consolidation of JV ElringKlinger Marusan Corporation to add approx. EUR 25 mn in sales but 0.3 PP dilution to Group margin
- Order intake Q1 up 0,6 % at 331.2 mn, backlog tops prior year by 20.7% (EUR 602.6 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.