

pure
process



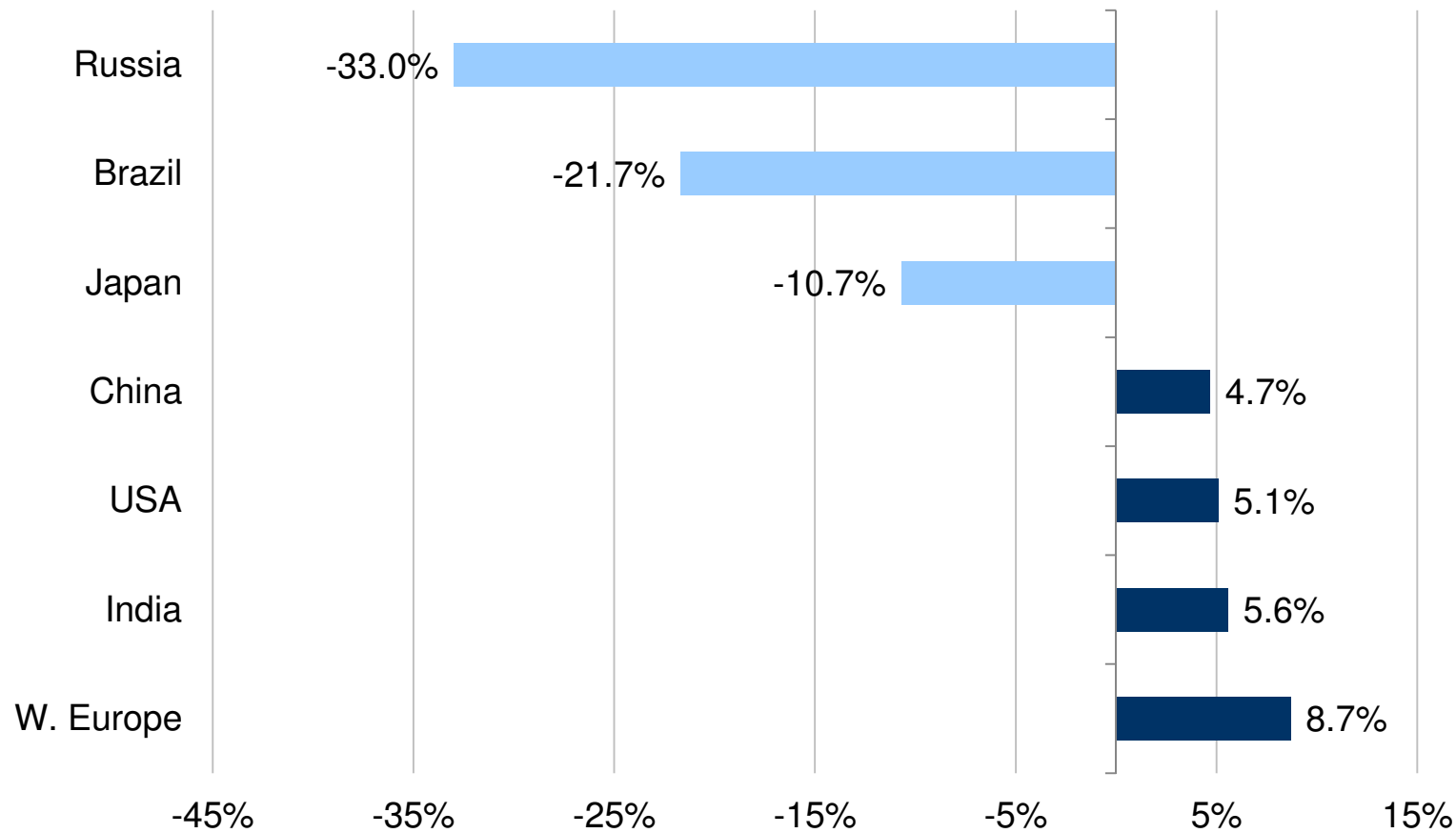
Conference Call
Results Q3 2015
November 9, 2015

Q3 2015: Key developments

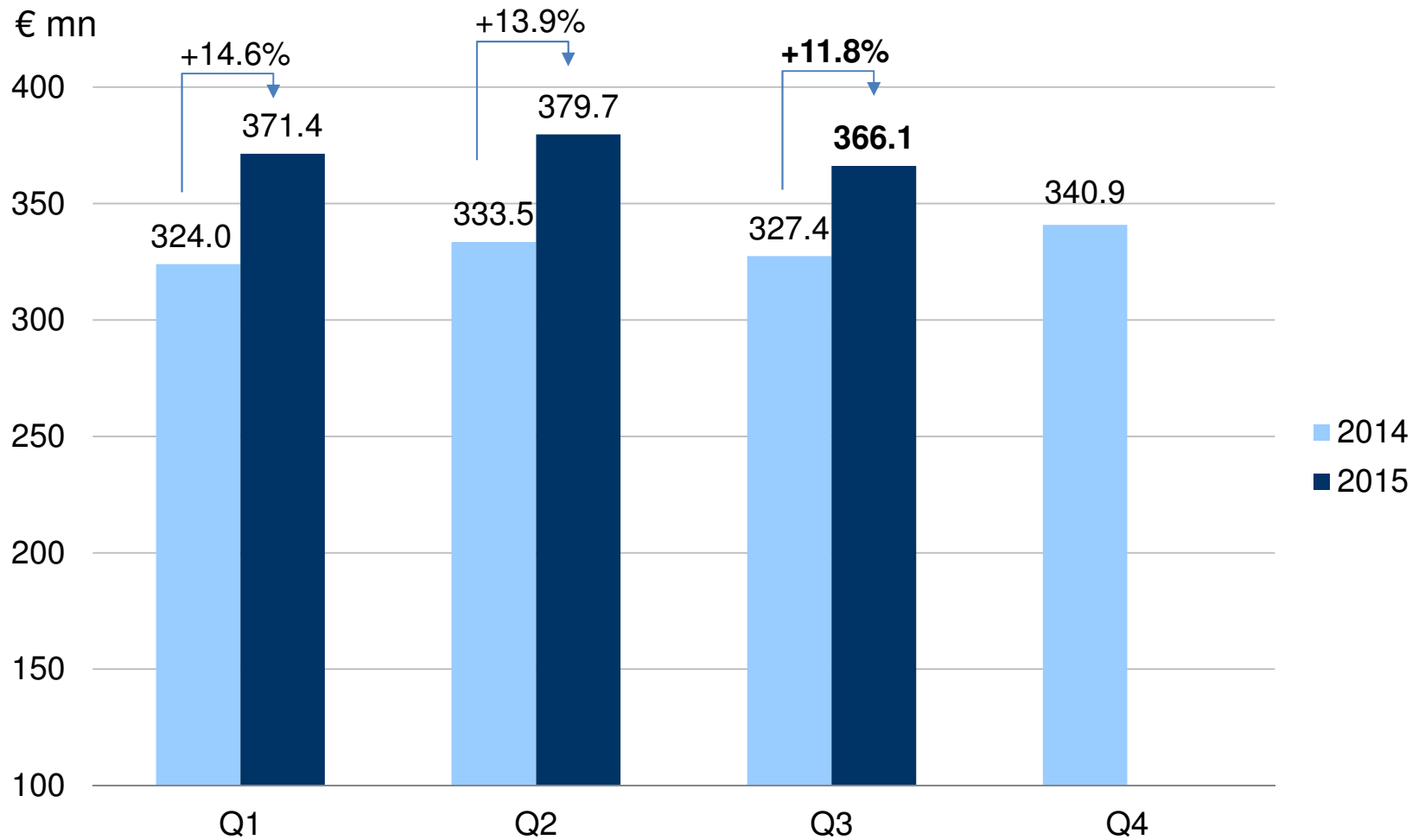
- Sales growth of +11.8% yoy to EUR 366.1 (327.4) mn
- Organic sales growth of 5.8% (ex scope changes and at constant exchange rates) again exceeding car markets growth
- Extremely high capacity utilization in individual divisions within OE business led to additional costs of around EUR 12 mn
- Clean EBIT pre PPA at EUR 36.7 (42.1) mn, mainly driven by a strong Aftermarket business
- Clean EBIT-margin pre PPA at 10.0% (12.9%)
- M&W integration on track: sales contribution of EUR 9.4 mn, EBIT EUR 0.4 mn (incl. EUR 0.4 mn PPA)
- Successful SOP of new hydroform hybrid lightweight parts in Canada

9M 2015: Russia and Brazil declined considerably whereas the Western European markets further recovered

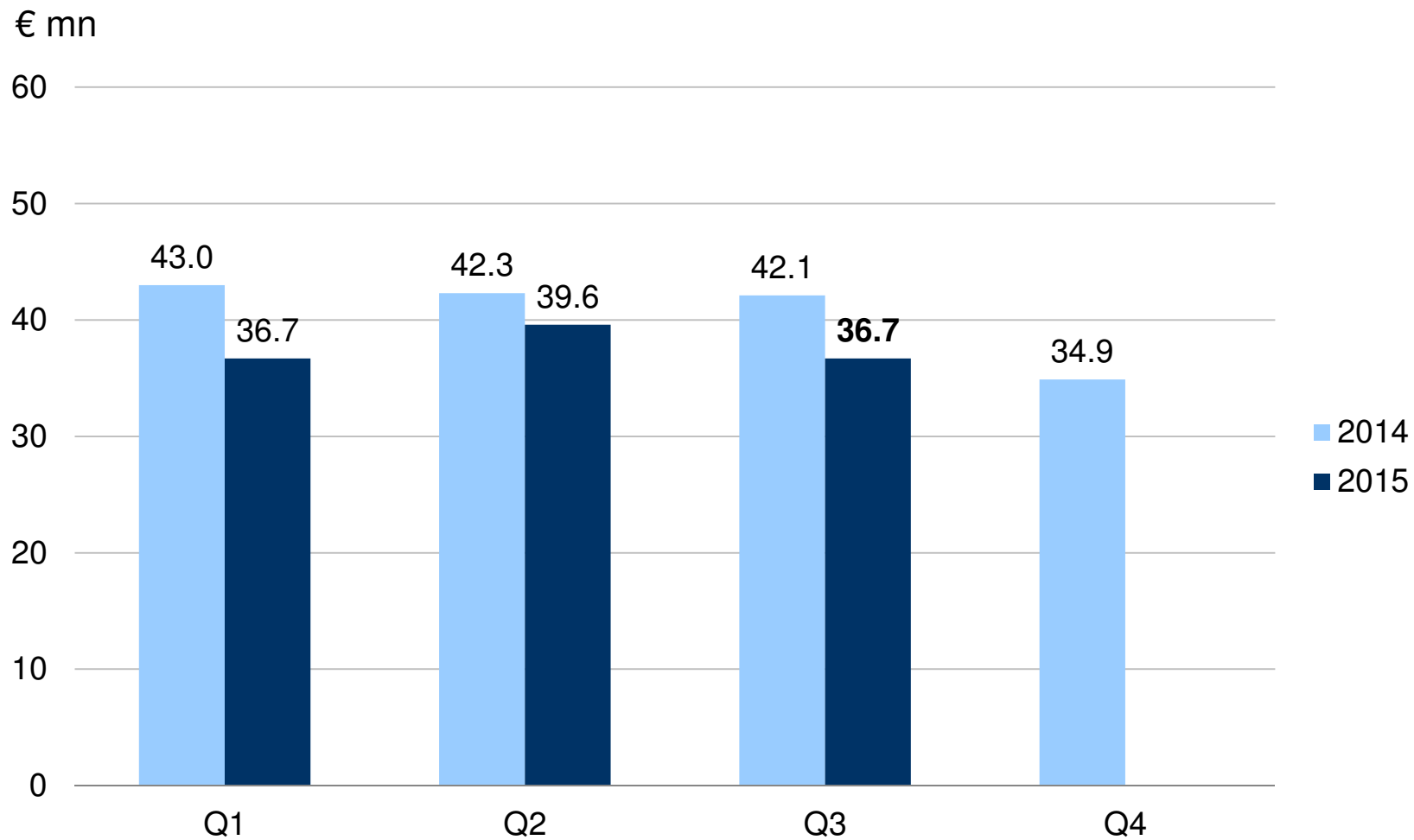
New car registrations 9M 2015 (yoy change)



Sales by quarter – 5.8% organic growth in Q3
(EUR 10.4 mn FX impact; EUR 9.4 mn acquisition)



Clean EBIT pre PPA by quarter – Incl. EUR 12 mn additional cost burden in Q3 2015

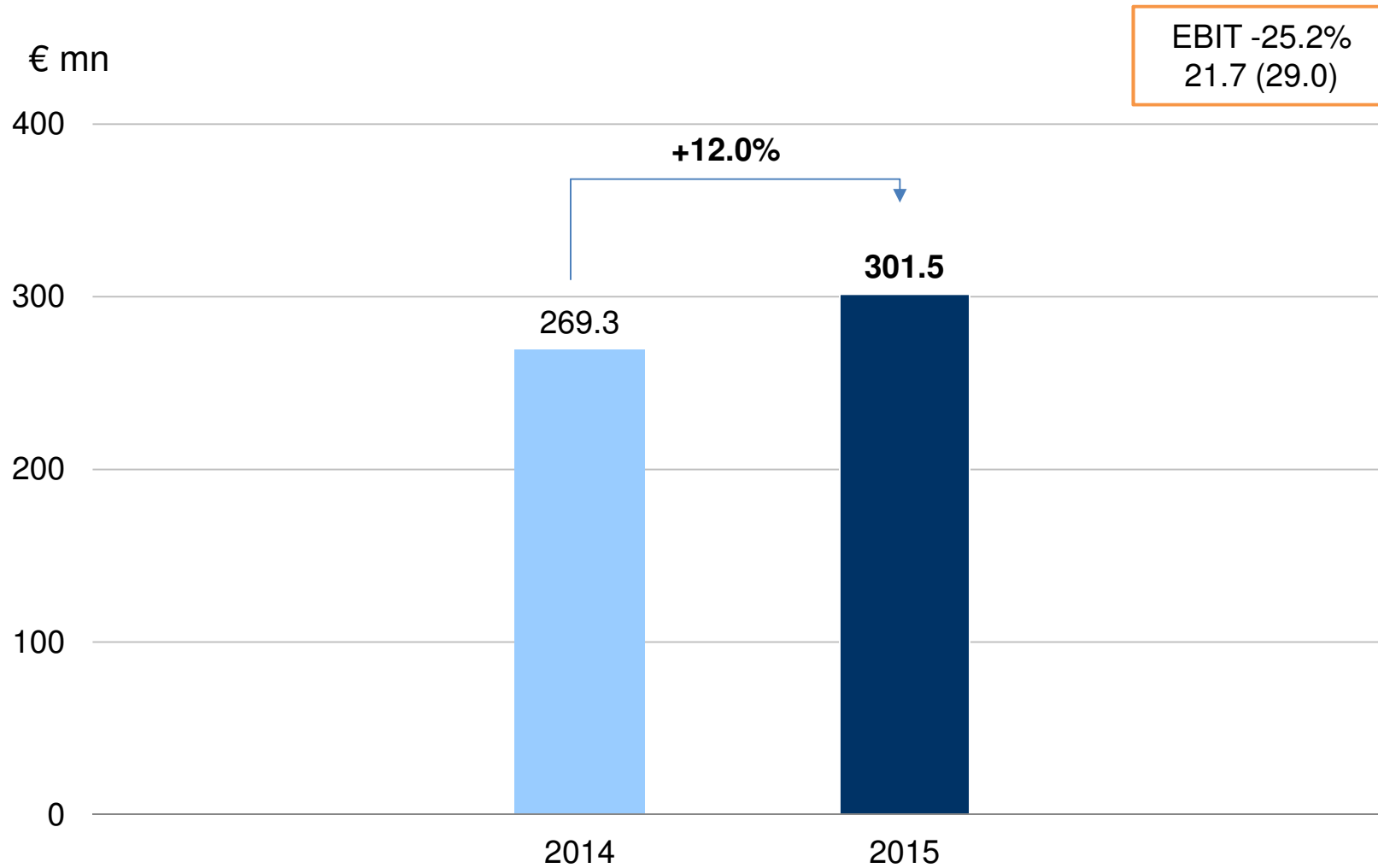


Q3 2015: Current status and optimization measures

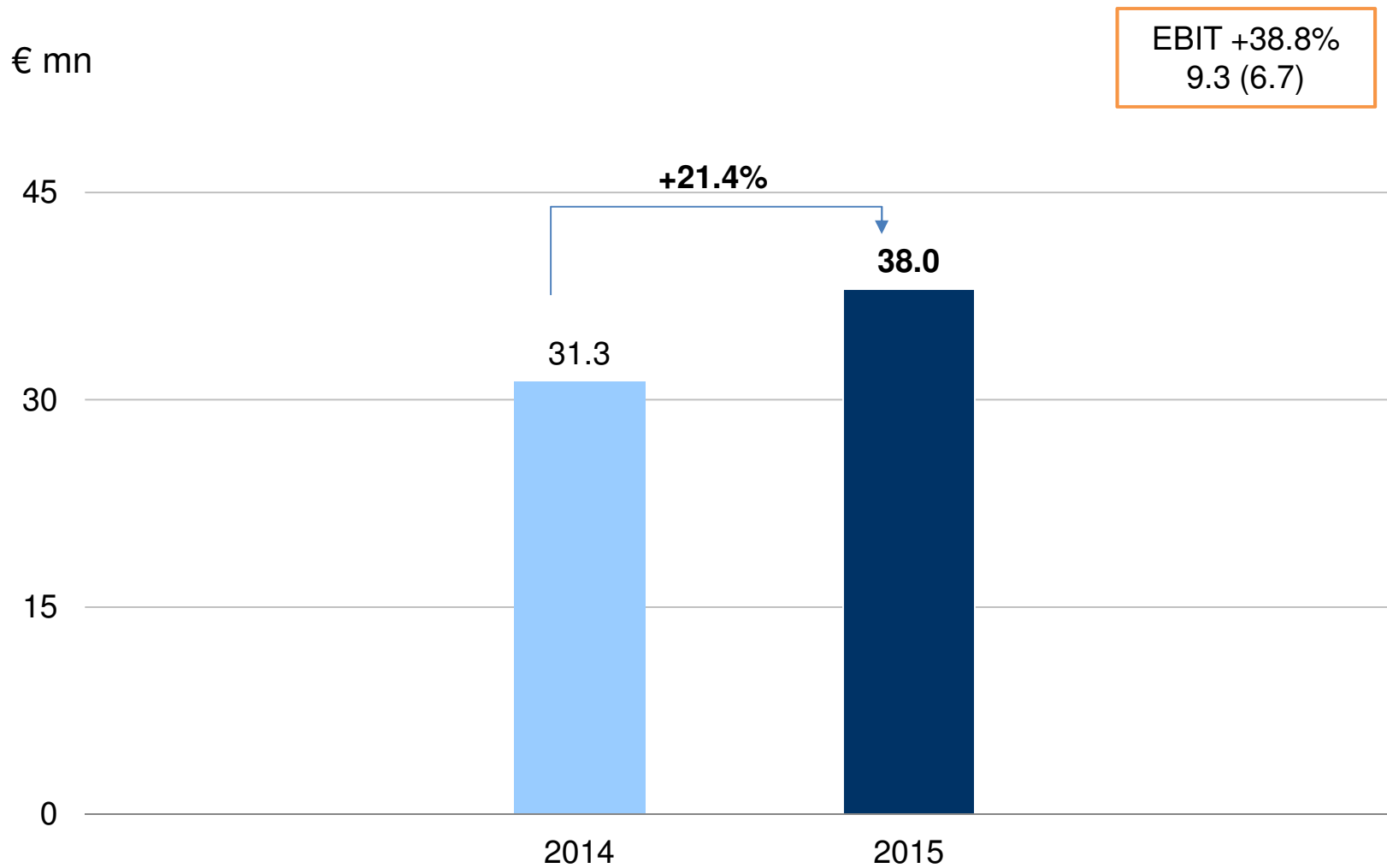
- Strong demand in individual OE divisions still associated with additional costs (EUR 12 mn)
 - ▶ Further challenges in logistics, e.g. outsourcing in rented warehouses necessary
 - ▶ Additional freight movements (>300 extra freights in September)
 - ▶ Sunday shifts were eliminated in July, Saturday shifts will still be necessary until year end
 - ▶ Installation of new equipment in France initially delayed but now on track – SOP by year-end 2015/ beginning of 2016

- Optimization measures
 - ▶ Installation of additional equipment in Switzerland completed, currently first test runs being performed
 - ▶ New Technical Director and Head of Finance in place since November 2015
 - ▶ Evaluation of new production facility in Eastern Europe – SOP planned in 2016

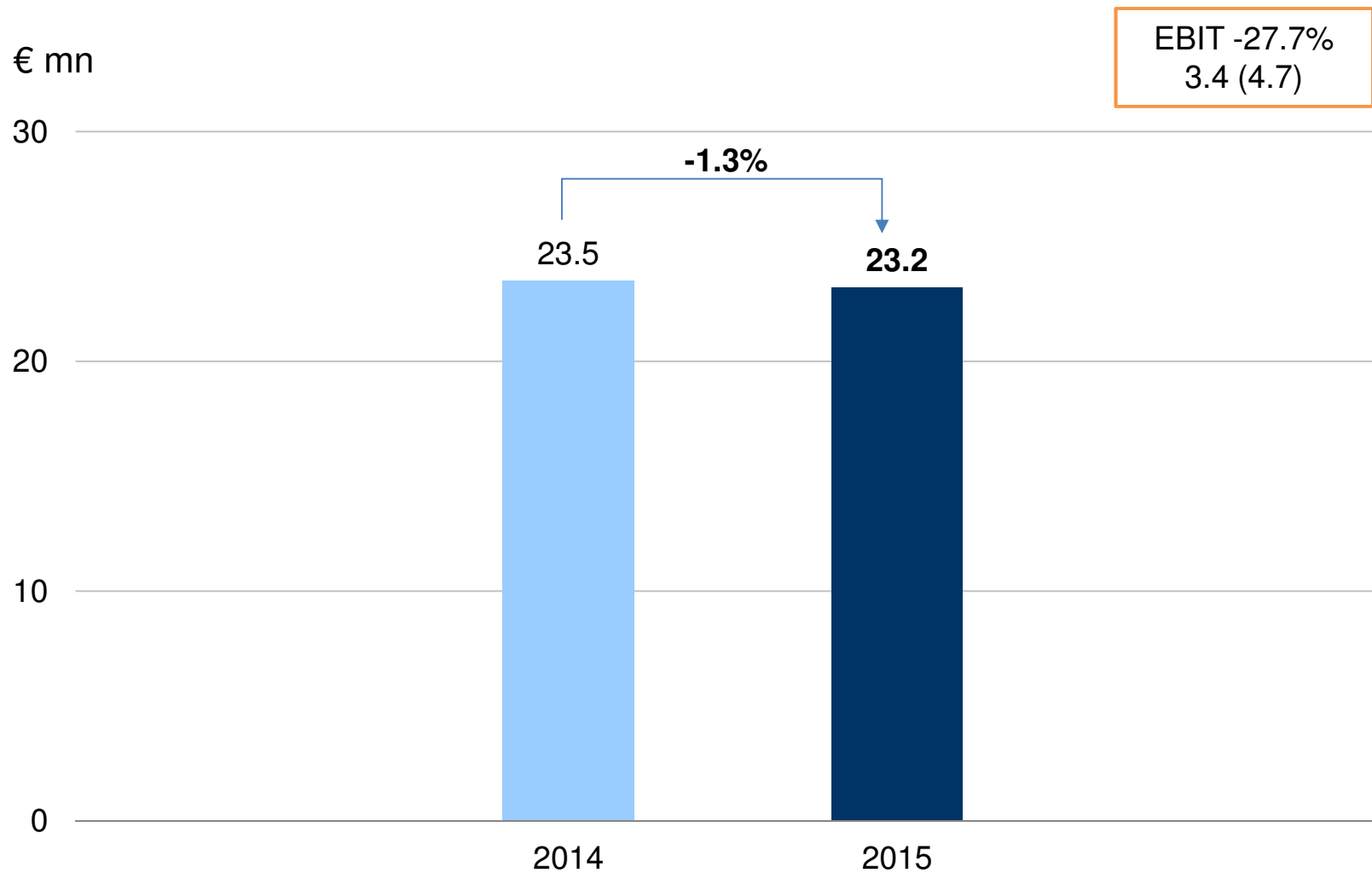
Q3 2015: OEM sales up 12% – also driven by the M&W acquisition and currency gains



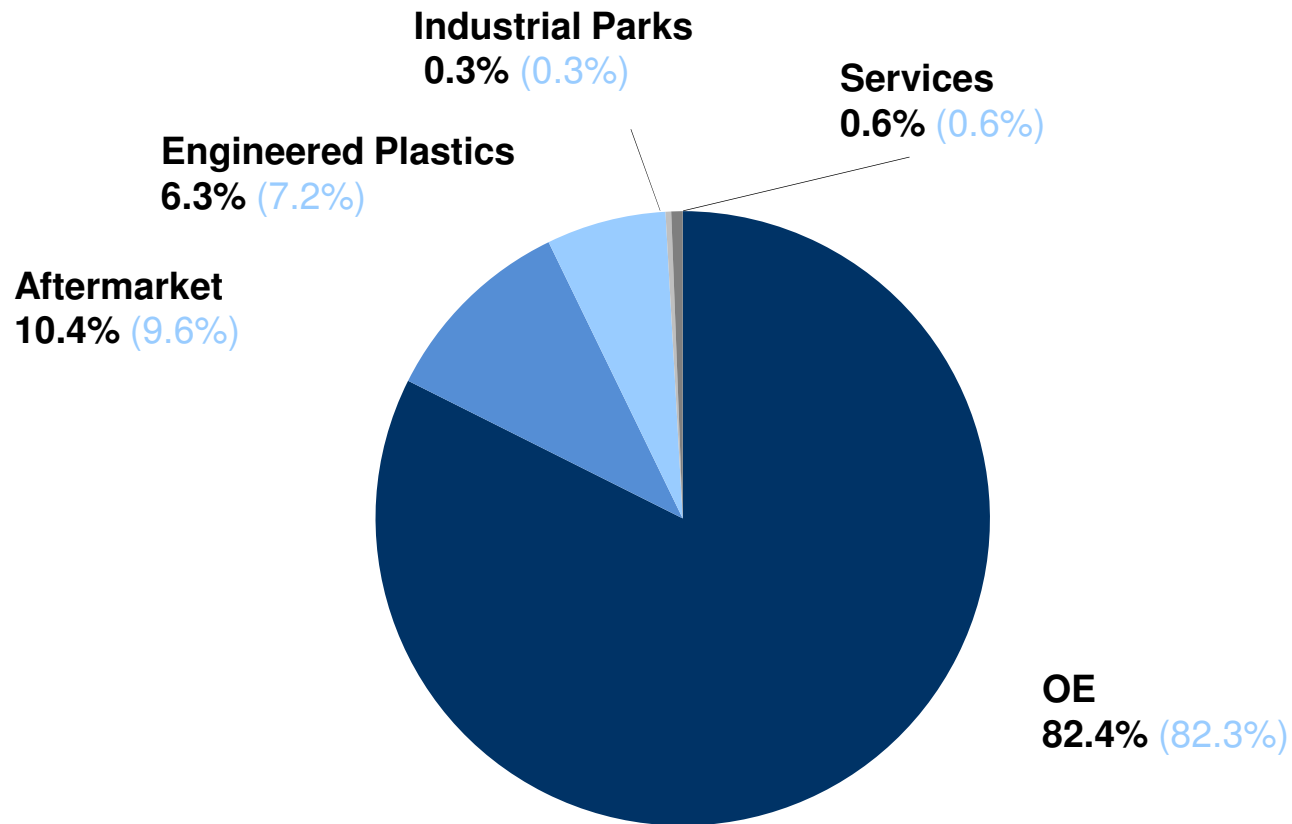
Q3 2015: Aftermarket shows above average growth in Eastern Europe and Middle East



Q3 2015: Engineered Plastics suffered from the weakness in mechanical engineering

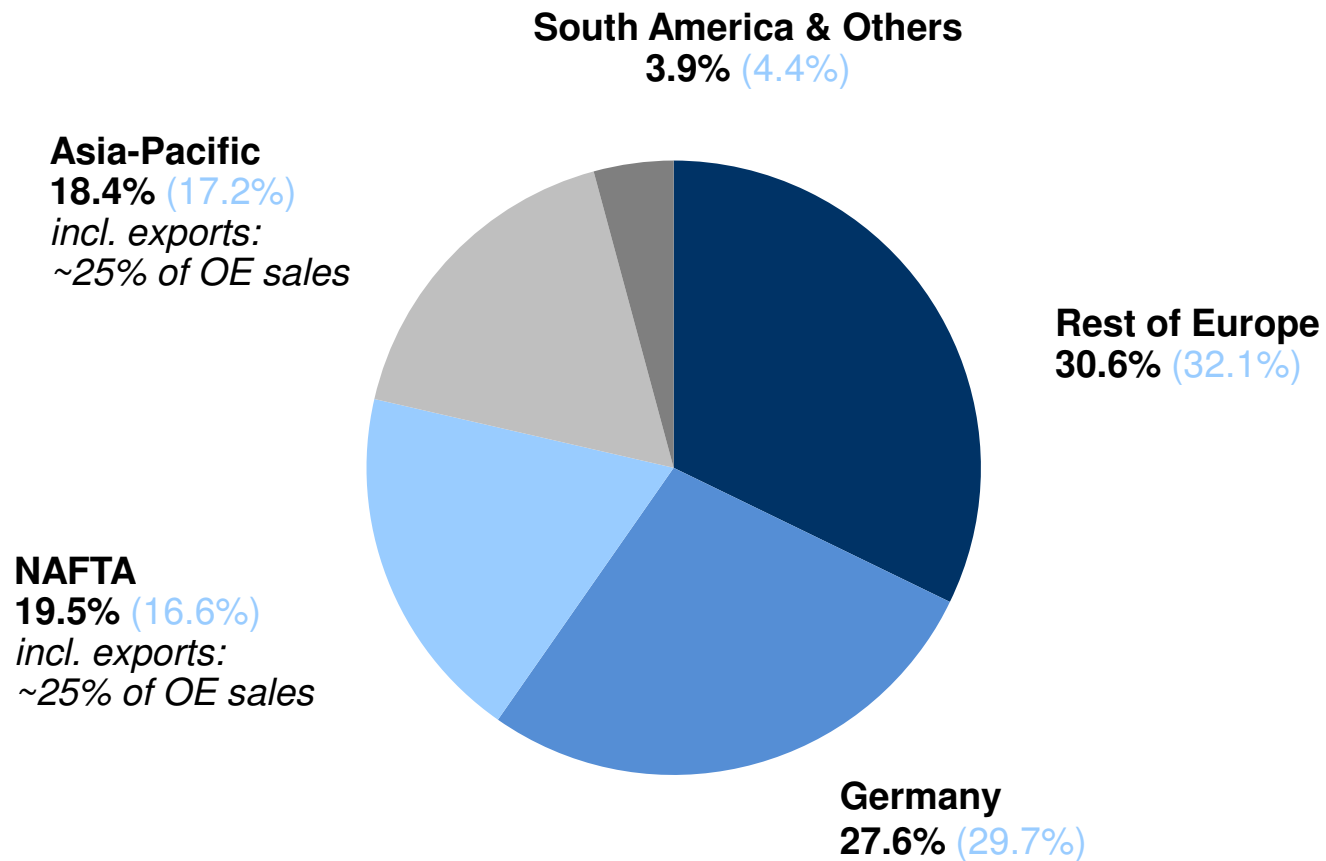


Group Sales by segment Q3 2015 (py):
Share of Aftermarket business increased substantially



Group Sales by region Q3 2015 (py):

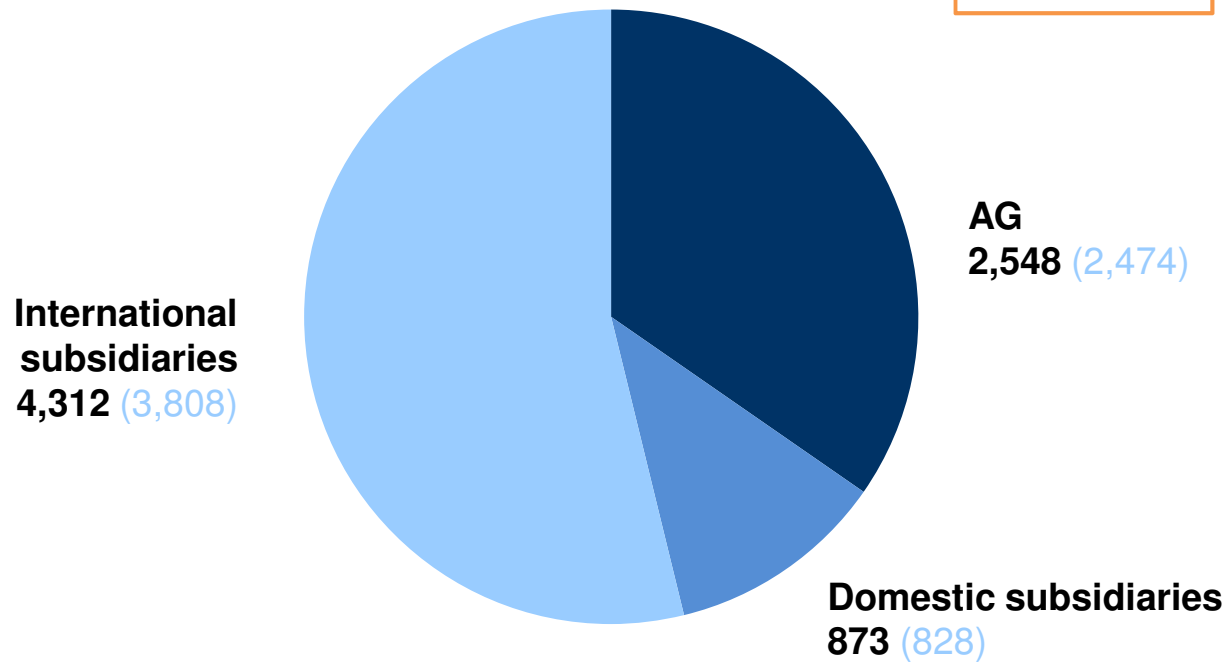
Strong growth in NAFTA and Asia, also driven by positive FX effects



Employees worldwide – increase mainly in our growth markets China and USA, but also in Switzerland (py)

Group
7,733 (7,110)
+8.8%

Germany
3,421 (3,302)
+3.6%



Q3 2015: Sales to clean EBIT

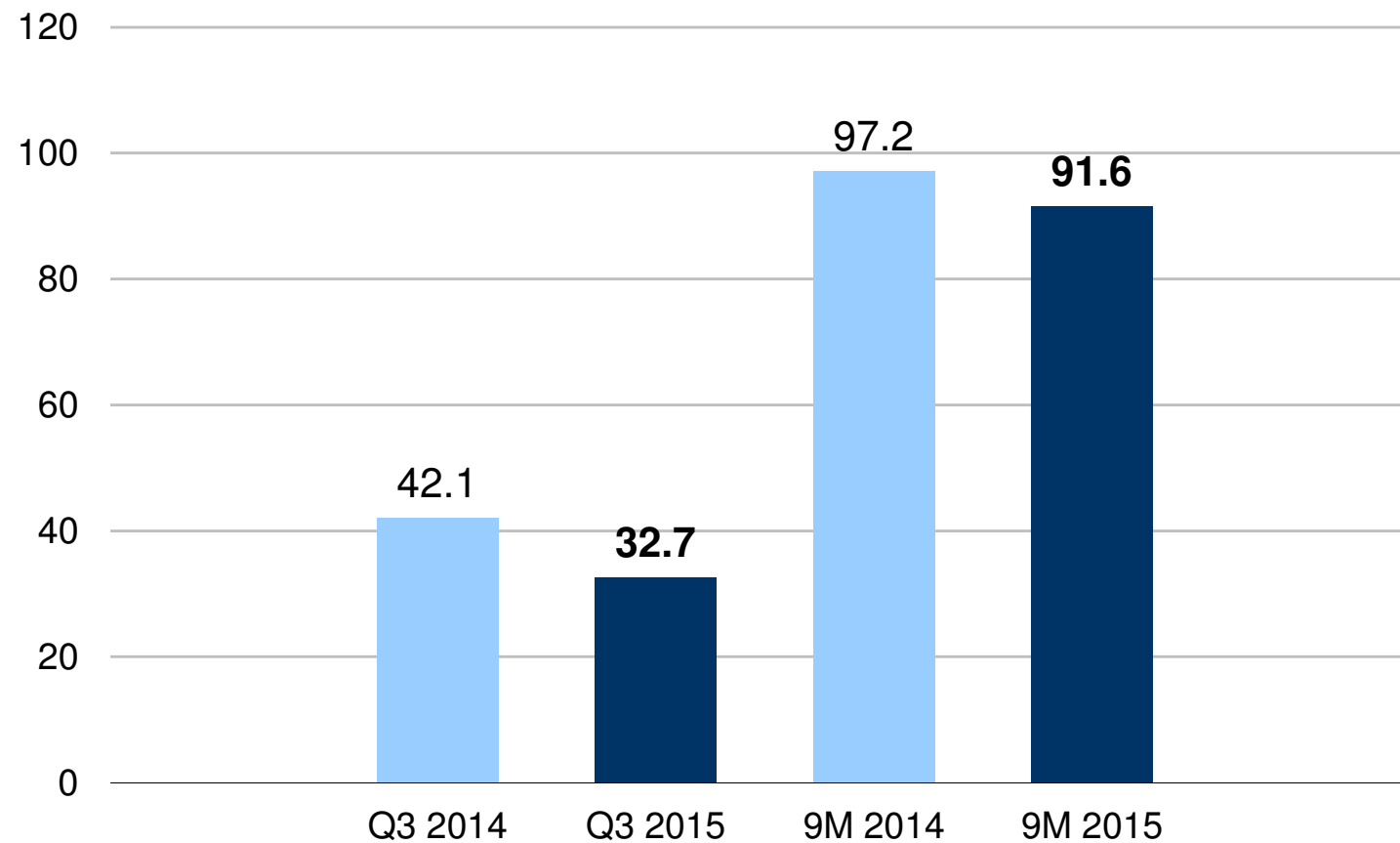
in € mn	Q3 2015	Q3 2014	Change in %
Sales	366.1	327.4	+11.8
EBITDA	56.7	60.7	-6.6
EBIT	35.4	41.2	-14.1
Clean EBIT pre PPA	36.7	42.1	-12.8

Q3 2015: Financial Result and Net Income

in € mn	Q3 2015	Q3 2014	Change in %
Net finance result	-5.6	+3.7	–
EBT	29.8	44.9	-33.6
Taxes	9.1	11.1	-18.0
Net income	20.7	33.8	-38.8
Profit attrib. to EK shareholders	20.0	32.4	-38.3
EPS (in €)	0.32	0.51	-37.3

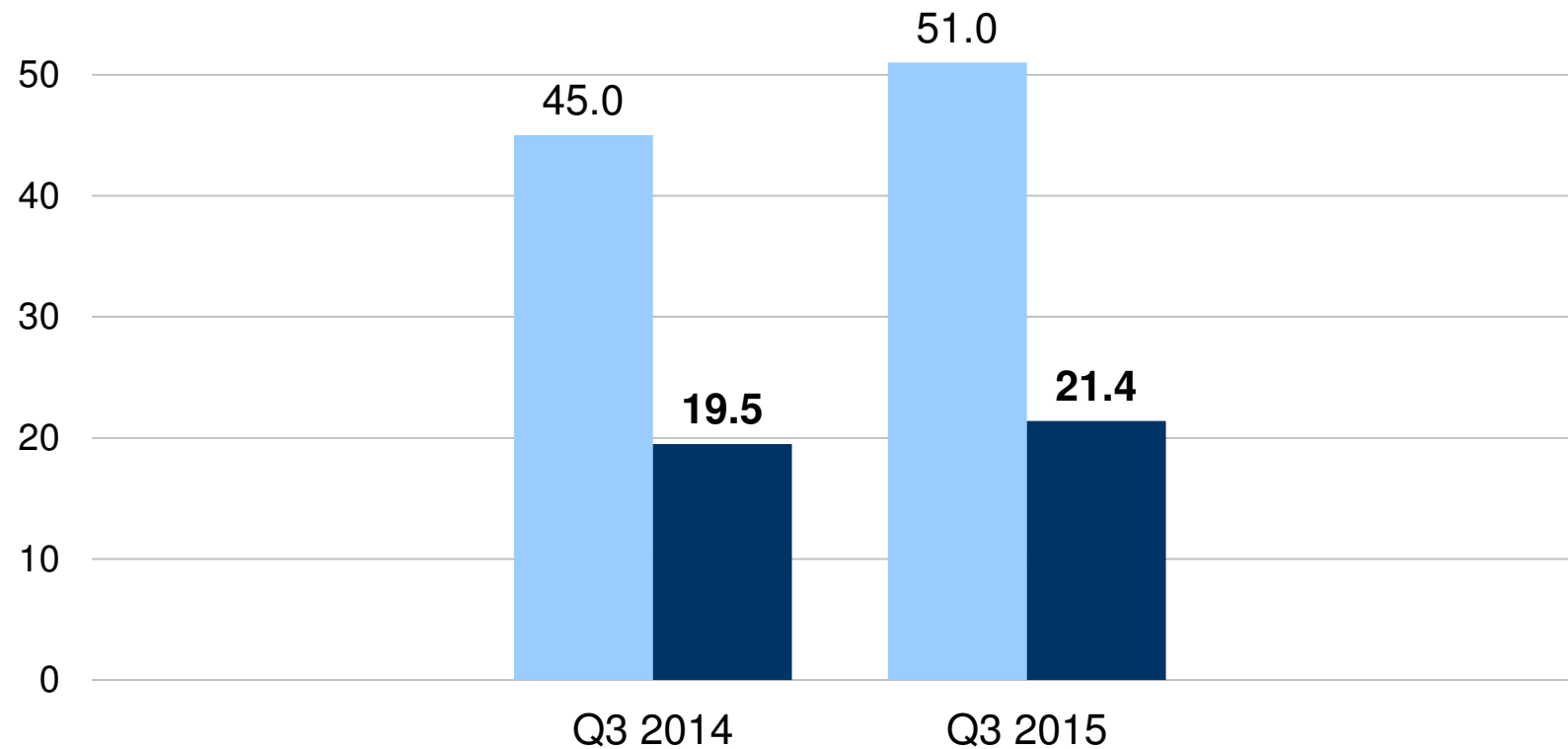
Q3 2015: Net cash from operating activities

€ mn



Q3 2015: Investments vs. depreciation and amortization

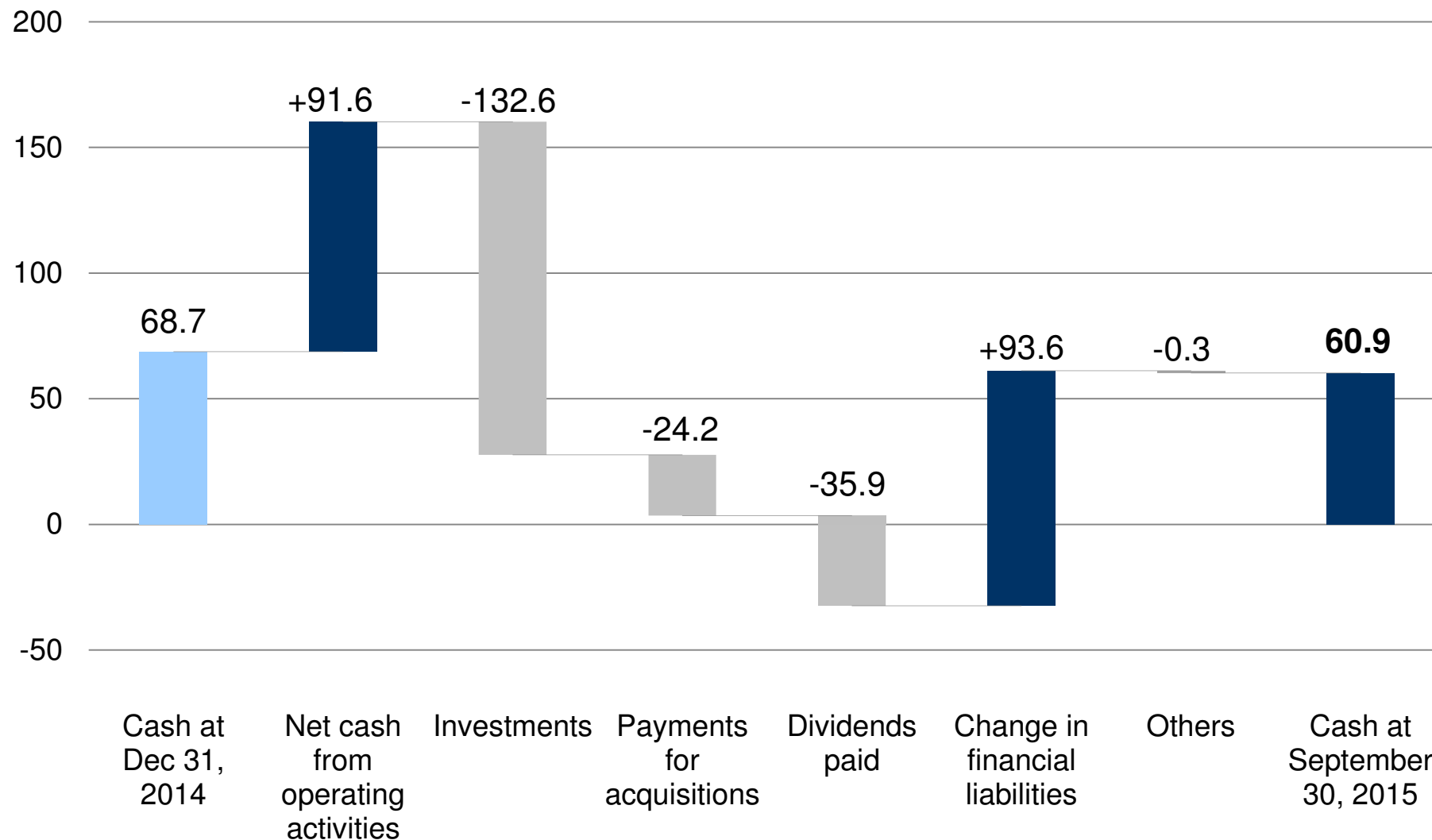
€ mn



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

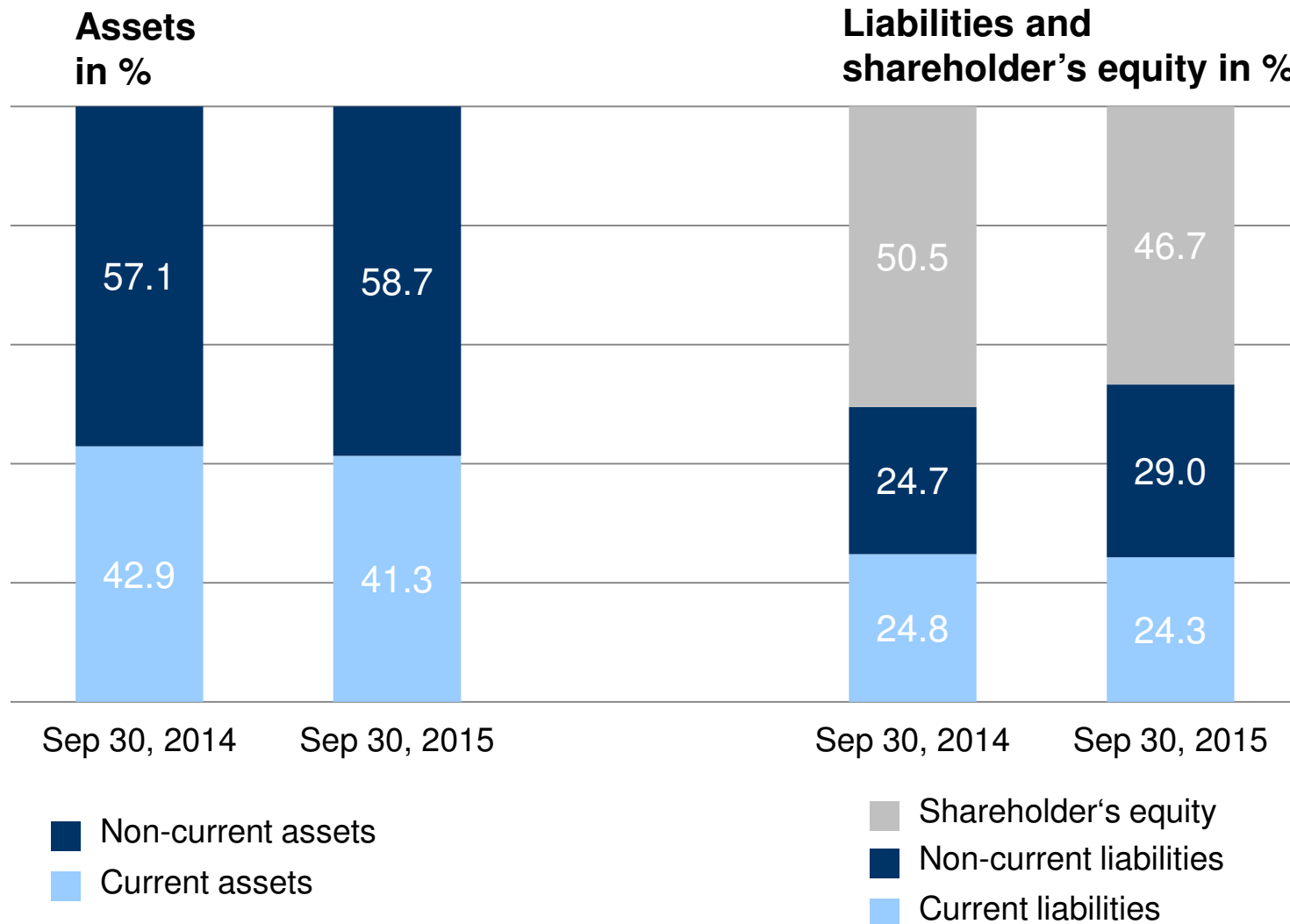
Cash flow bridge of 9M 2015

€ mn



Balance sheet structure as of September 30, 2015

Equity ratio remains well above the minimum target of 40%



Outlook 2015: The Group

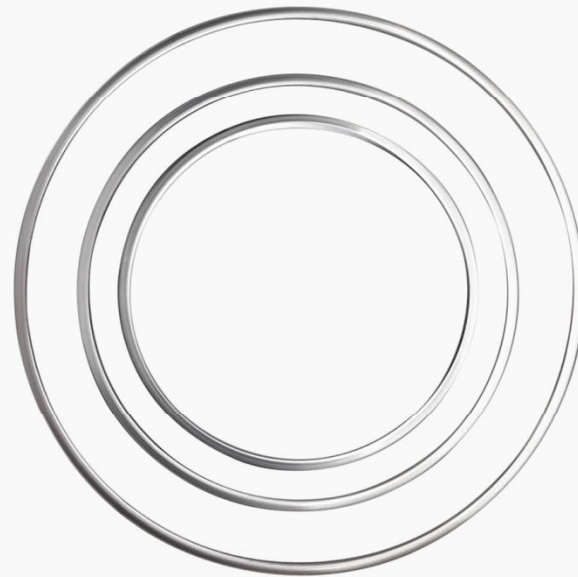
- Global car market will come to a slight plus in 2015
- ElringKlinger expects global car production to grow in the low single digits
- Demand primarily driven by NAFTA and Europe; China will reach a slight plus
- High capacity utilization will cause additional costs of EUR 8 to 18 mn in Q4 2015
- Positive earnings contribution from M&W acquisition but slight margin dilution on full-year basis
- Implemented structural cost reduction measures in the E-Mobility division will minimize expected losses
- Ramp-up of new hydroform parts will contribute to improved margins as from 2016

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	135 to 145 (prior: ~165)
Investments in property, plant and equipment	147.0	145 to 155

- Order intake increased by 1.9% to EUR 336.6 (330.0) mn – Impacted by negative FX effects due to stronger Euro as of Sept. 2015
- Order intake organically up +5.8% (ex FX and M&W)
- Order backlog at EUR 756.7 (651.9) mn – up 16.1%

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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.