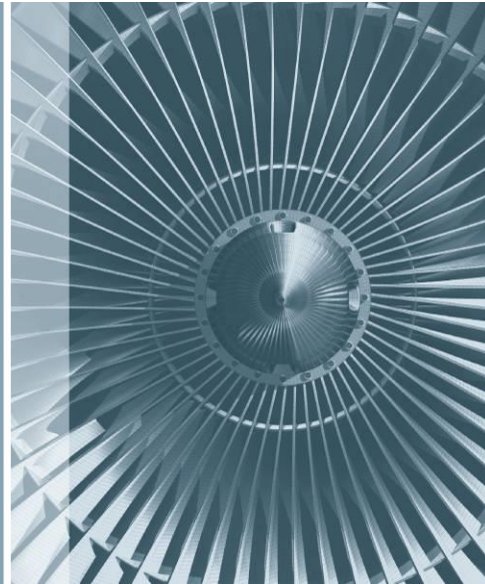
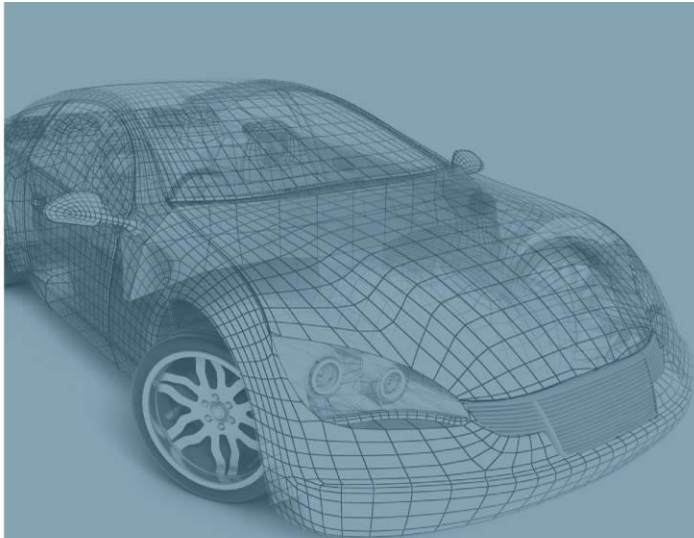


9th Capital Market Day

Comment on first half FY 2013/2014

Dietmar Bichler, CEO

Ehningen, Mai 14th, 2014



Agenda

1. Business conditions

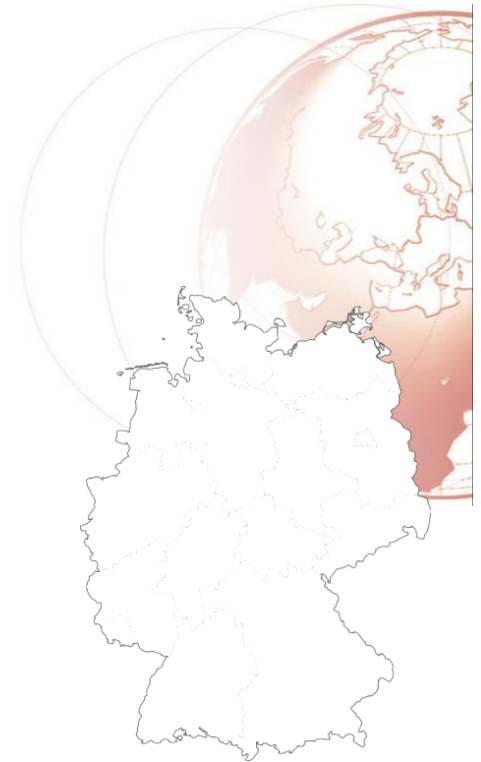
2. Market conditions for Bertrandt

3. Key figures for the first half of fiscal year 2013/2014

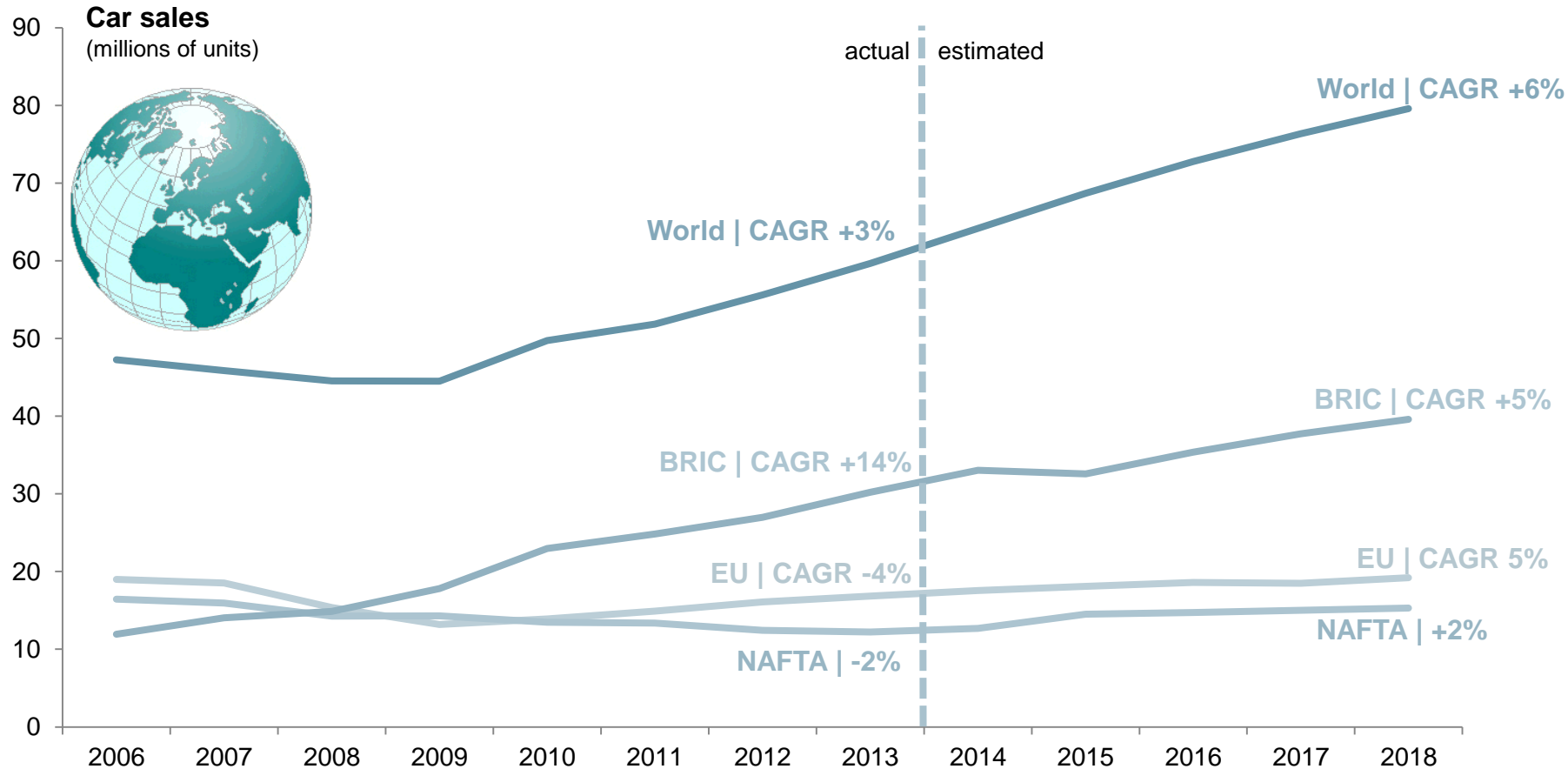
4. Outlook

Business conditions – positive global trend

- Continuing global economic recovery in 1st quarter of 2014 as predicted
- Economic data and various sentiment indicators show increasing dynamics of global economic expansion
- Impulses especially from developed countries, where economies had gained momentum in 2013
- German economy on upswing, production and employment increases - noticeable improved sentiment indicators for businesses and consumers

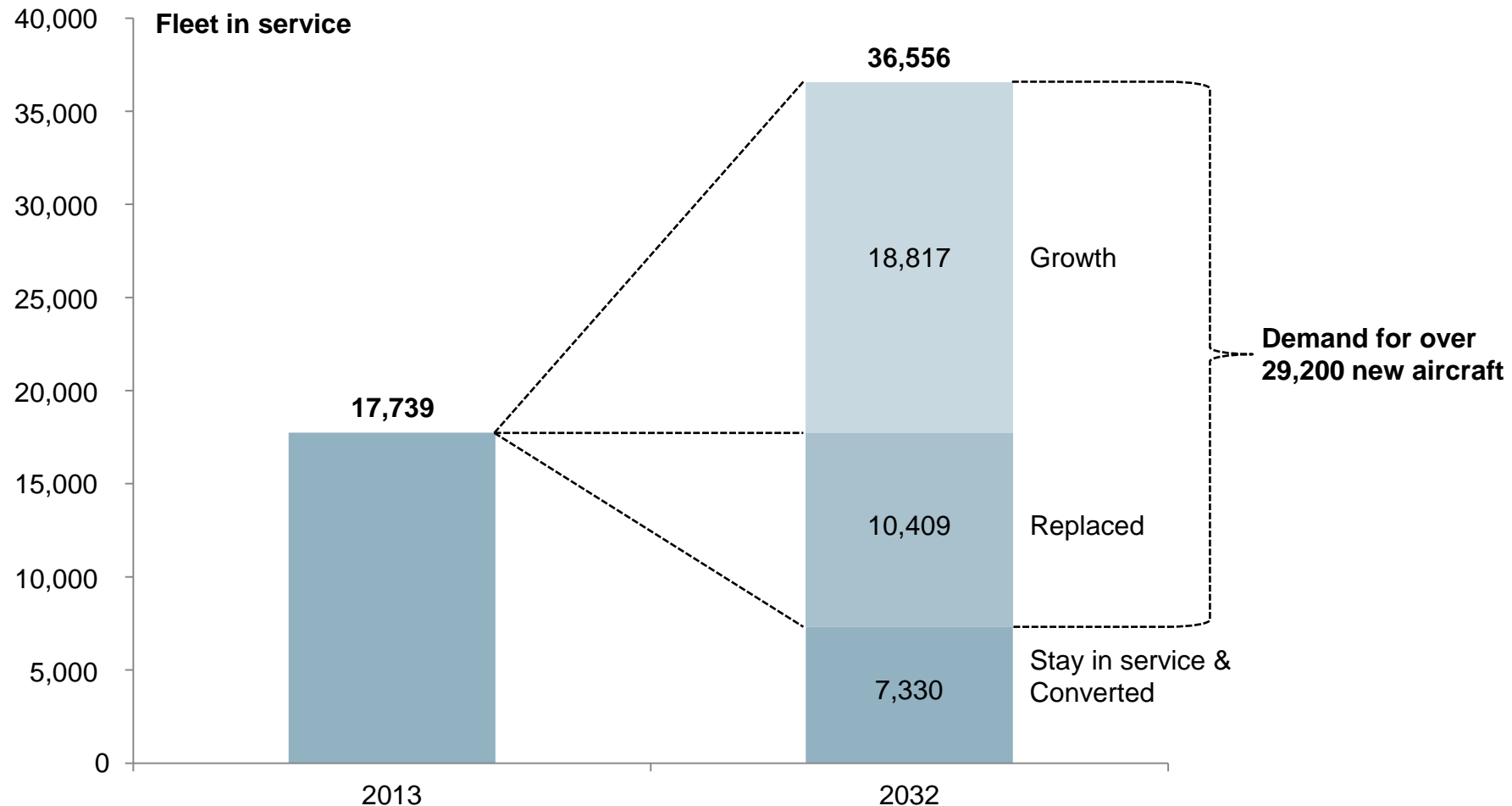


Automotive industry – growth in all major markets predicted



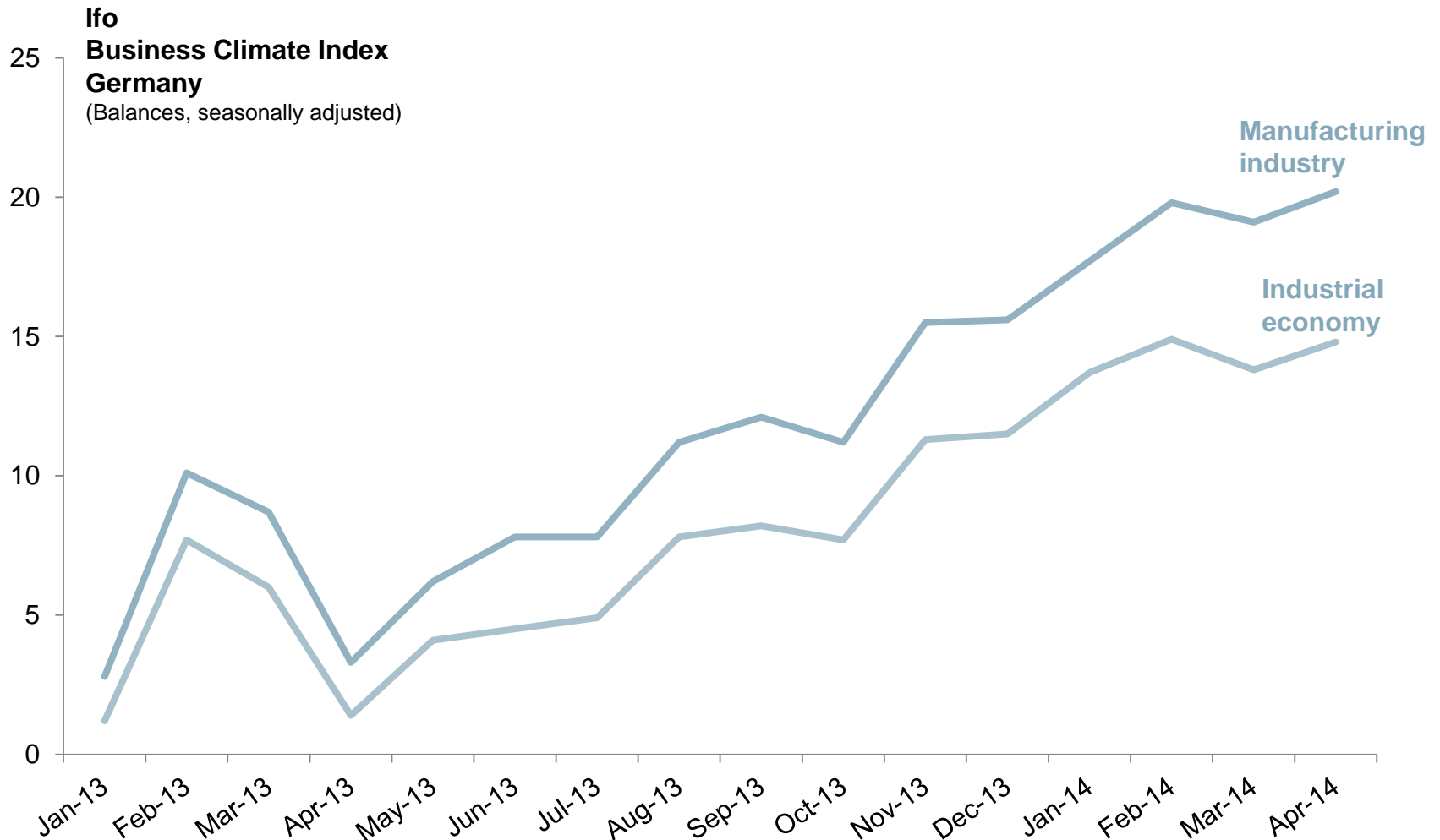
Source: Frost & Sullivan | NAFTA and World incl. Light Trucks | CAGR = Compound Annual Growth Rate

Civil aviation – continuing fleet expansion and modernization



Source: Airbus „Global Market Forecast 2013 to 2032“ | Passenger aircraft ≥100 seats, Freighter aircraft ≥10 tonnes

Technological key sectors – sustained upward trend



Source: CESifo Group Munich

Agenda

1. Business conditions

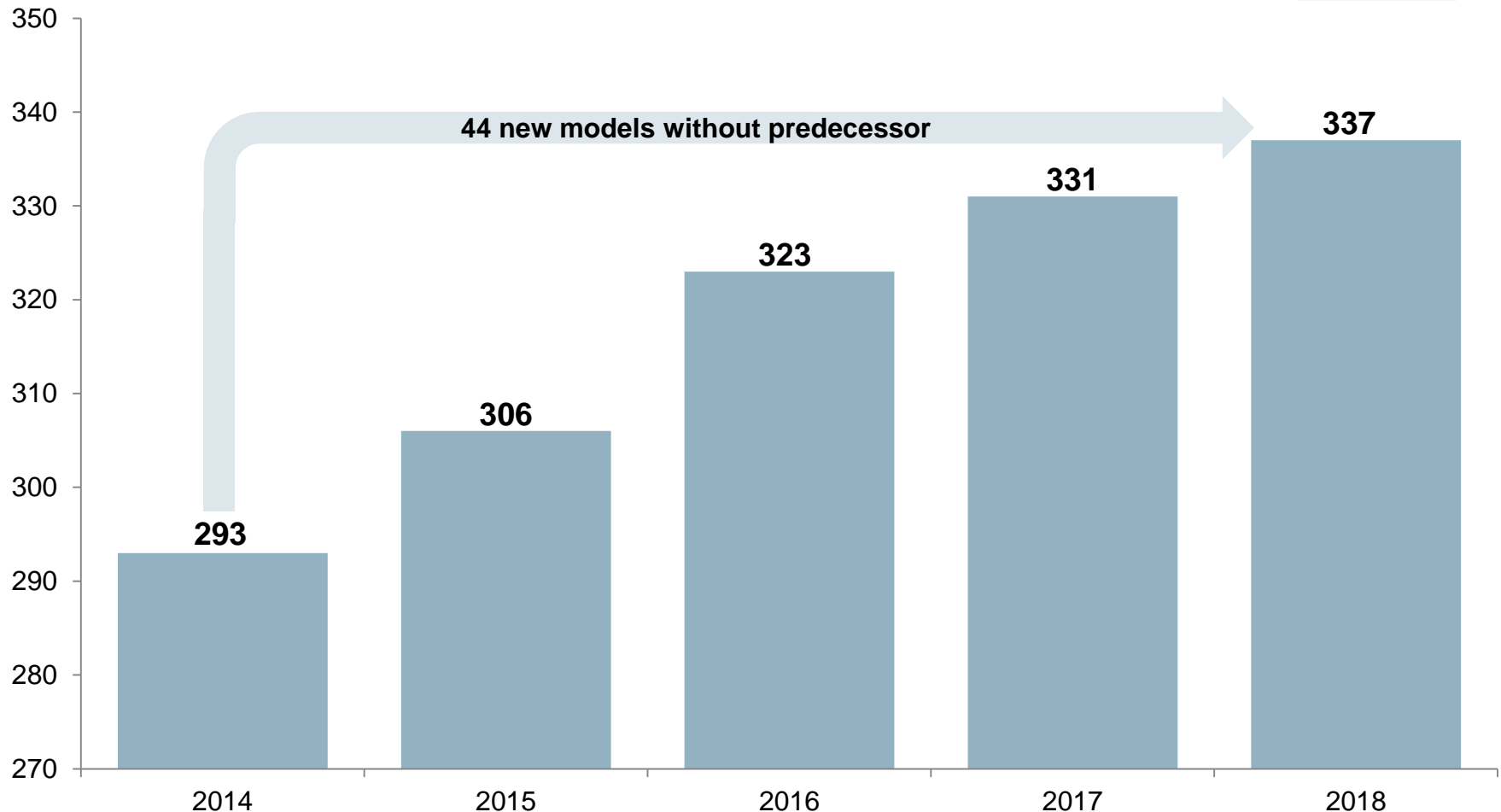
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4. Outlook

Model diversity increases – 44 new models within the next five years

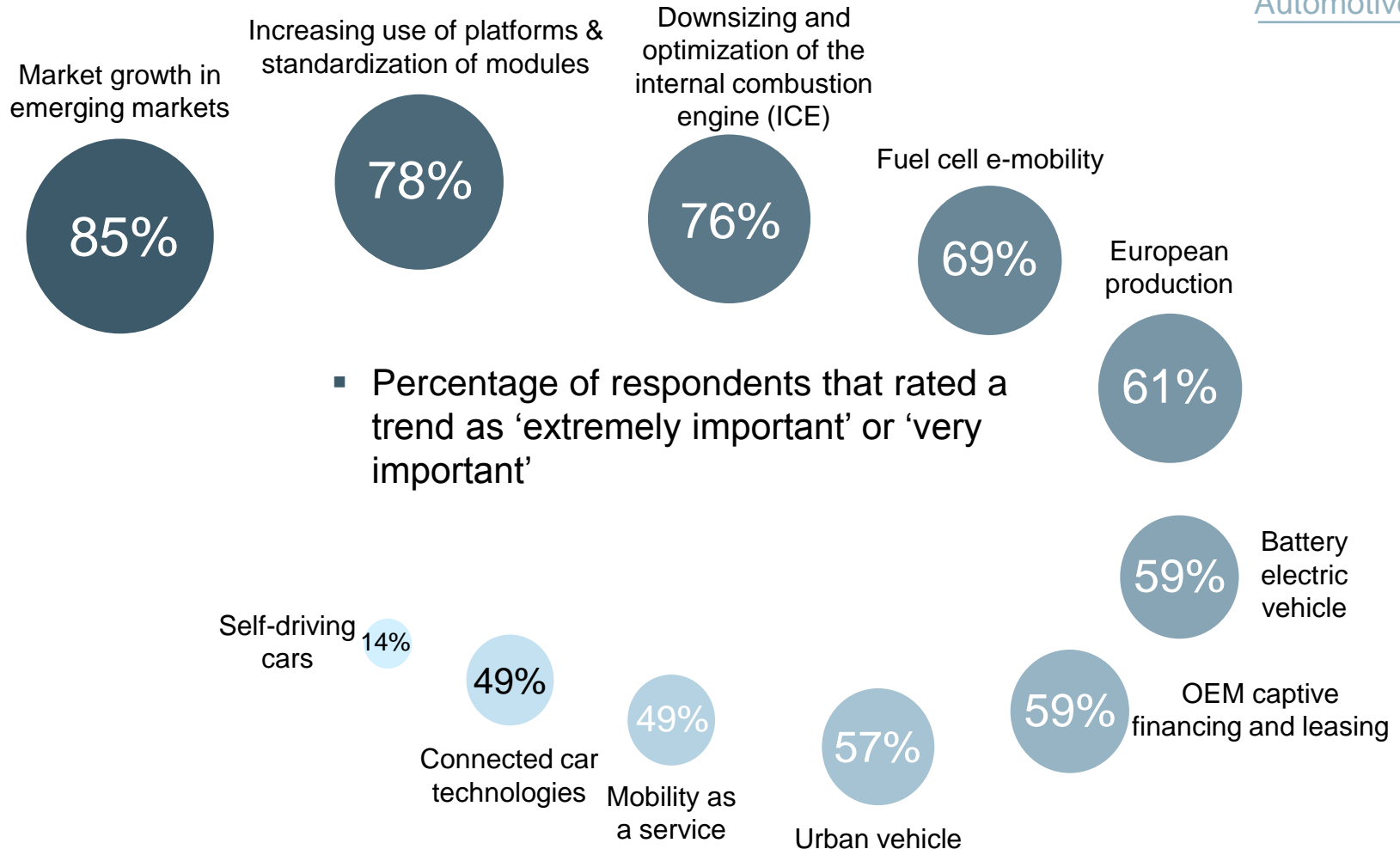
Automotive



Source: Internal calculation | Series including derivatives (Station Wagon, Coupe etc.), no facelifts, no special variants (AMG GmbH/M-GmbH/quattro GmbH)

Technology drivers intact - key issues in the automotive industry by 2025

Automotive

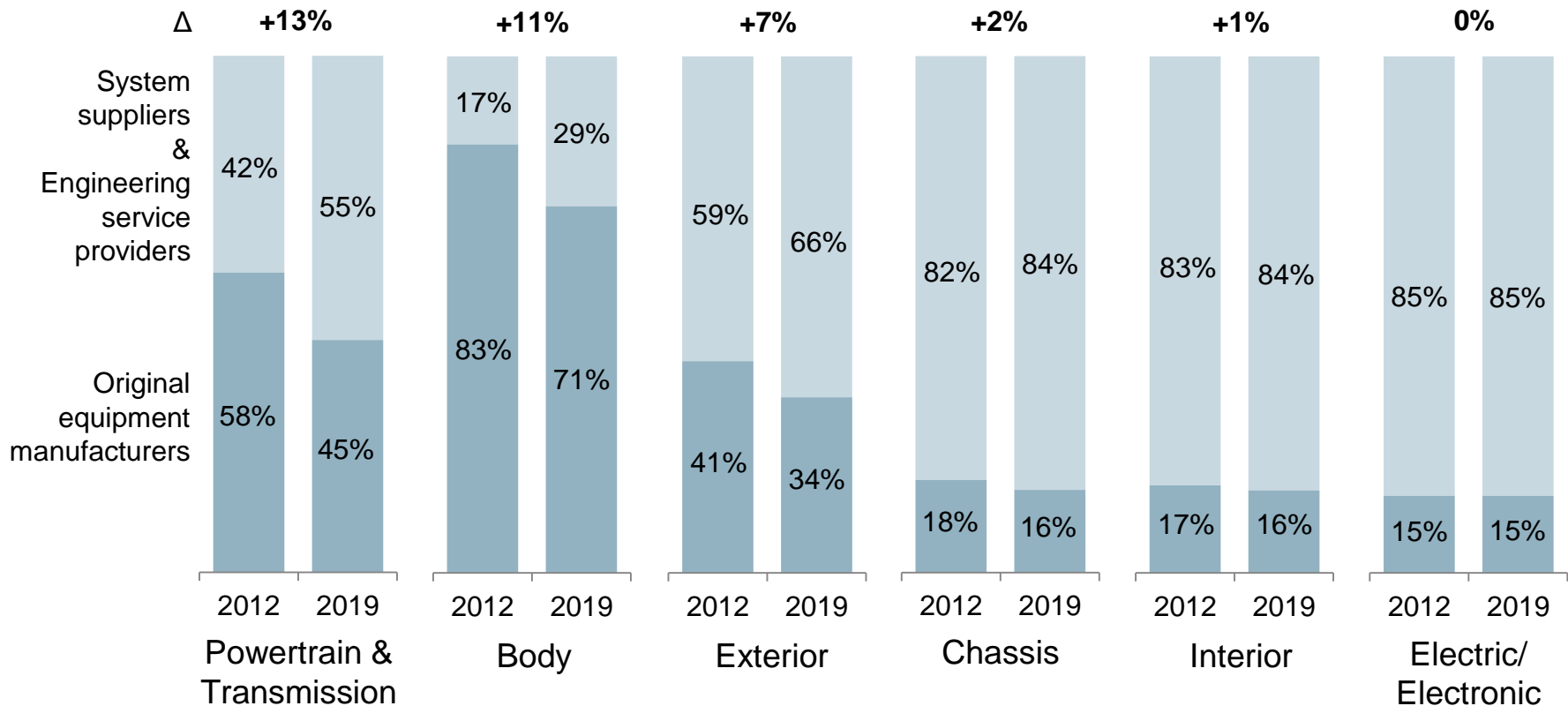


Source: KPMG (2014): „Global Automotive Executive Survey 2014“

Outsourcing trend continues - importance of value networks increases

Automotive

- System suppliers and Engineering service providers will capture additional value creation until 2019

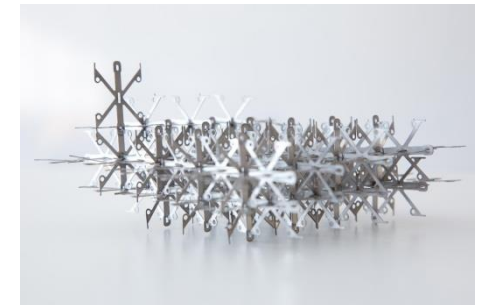


Source: PricewaterhouseCoopers (2013): „How to stay No. 1!“

Growing tourism and internationalisation will stimulate demand

- Sustainability and comfort characterize technological development trends
 - Aerodynamic redesign of the hull
 - Alternative materials and structures for weight reduction
 - New engine technologies for reduced fuel consumption and alternative fuels
 - Hybridization for greater energy efficiency, e.g. fuel cells for on-board systems
 - Individualization of cabin design
 - Connectivity for passengers even during flight operations

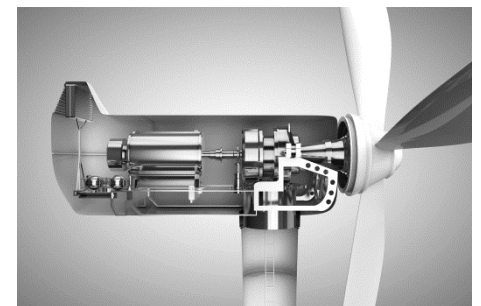
Civil aviation



„Made in Germany“ remains a global brand for innovation and quality

- Technological key industries benefit from global recovery
 - German exports forecast 2014: +1.5%
- Industrial trends imply various potentials
 - Aging society
 - Industry 4.0
 - Energy revolution
 - Smart Grid
- Industry forecasts 2014 in detail
 - Medical technology: +3.5%
 - Machinery and plant engineering: +3%
 - Energy technology: +3%
 - Electrical industry: +2%

Industry



Source: Spectaris | VDMA | ZVEI | Deutsche Bank Research | Council of Economic Experts | BDI

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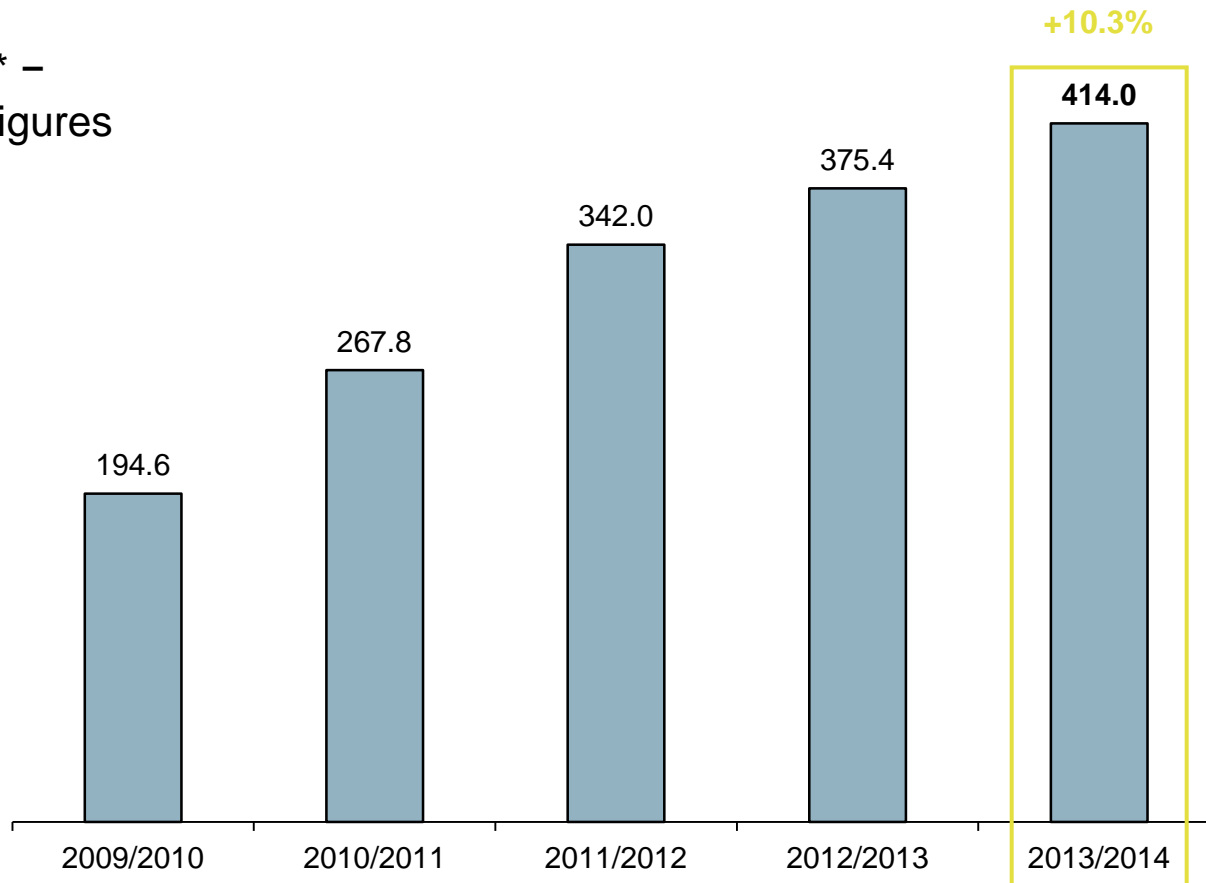
Bertrandt with a successful first half of the year

- Positive development in sales and earnings
- EBIT margin remained on a good level at 9.9 percent
- Staff increased by 366 new colleagues since 30/09/2013 to 11,195 employees
- Success factors
 - High customer orientation
 - Broad and deep range of services
 - Consistent cost management
 - Efficient processes
 - Comprehensive training programs
 - Quality, flexibility and endurance



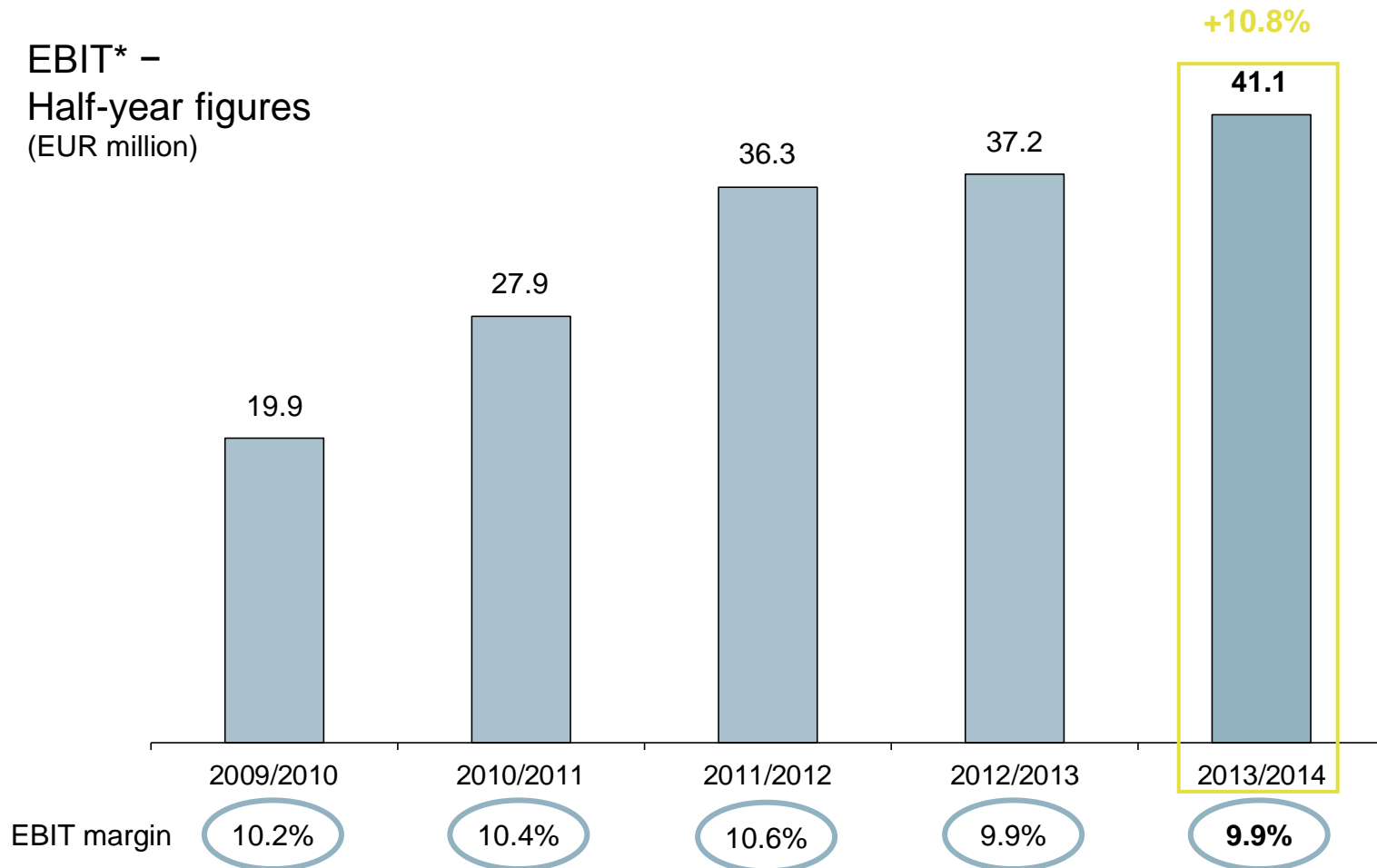
Development revenues

Revenues* –
Half-year figures
(EUR million)



*Financial indicators refer to the group

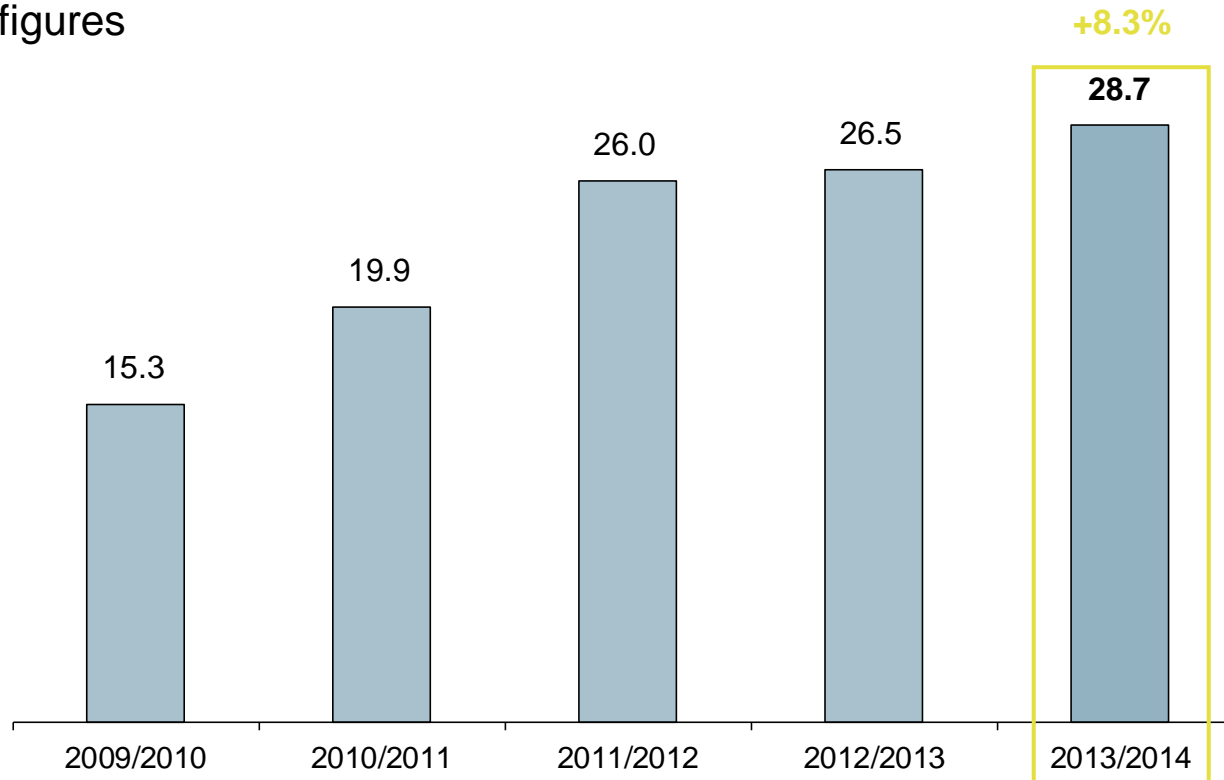
Development EBIT



*Financial indicators refer to the group

Development EAT

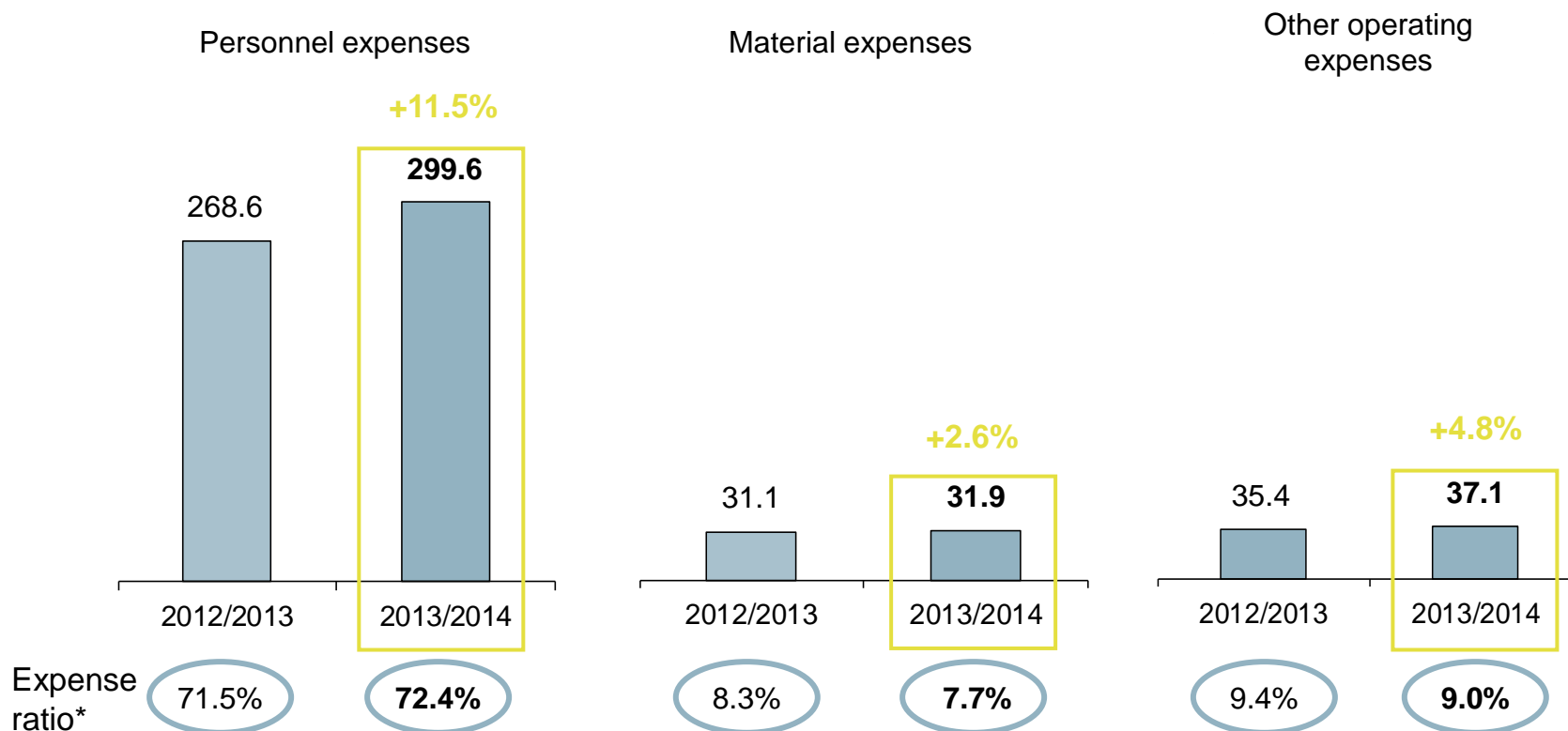
EAT* –
Half-year figures
(EUR million)



*Financial indicators refer to the group

Development expenses

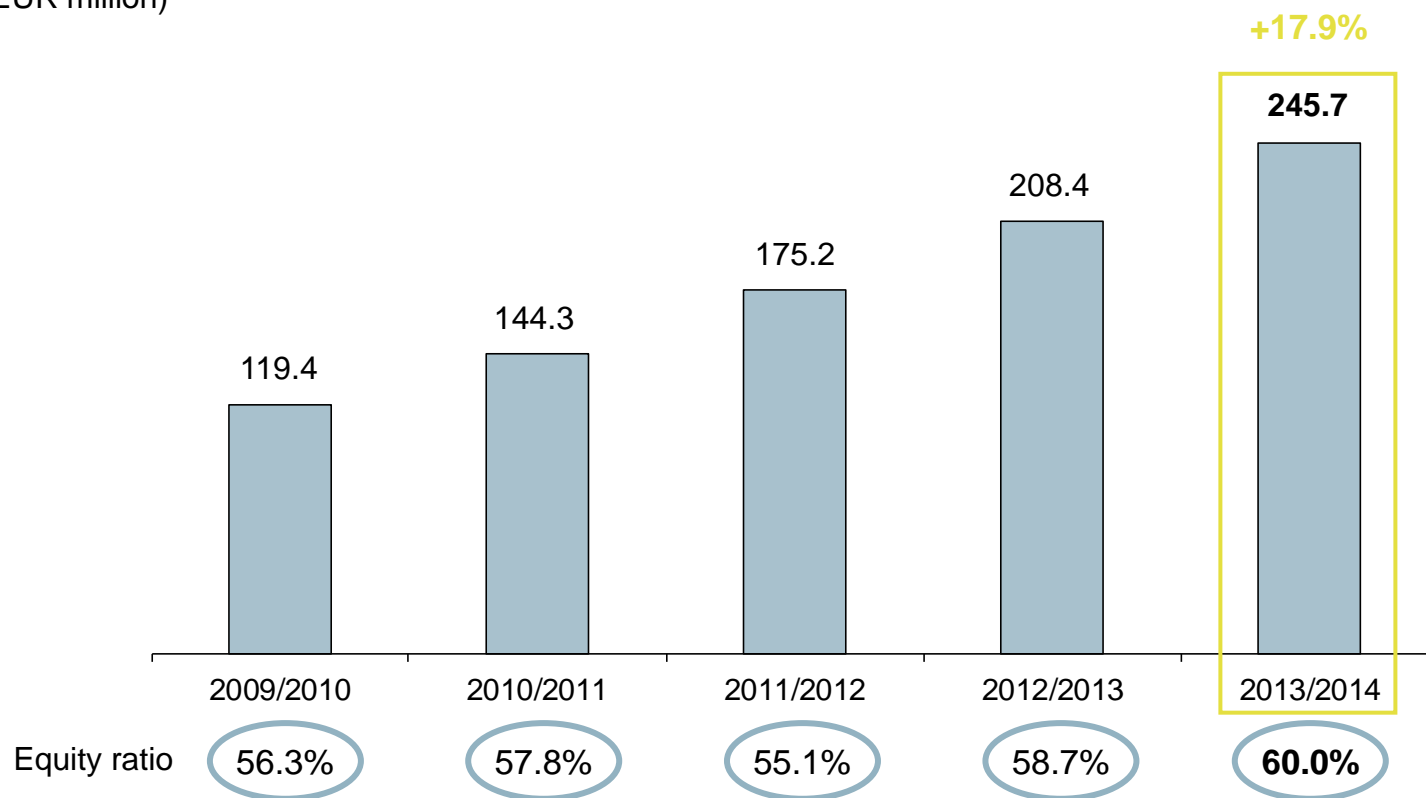
Expenses* –
Half-year figures
(EUR million)



*Financial indicators refer to the group

Development equity

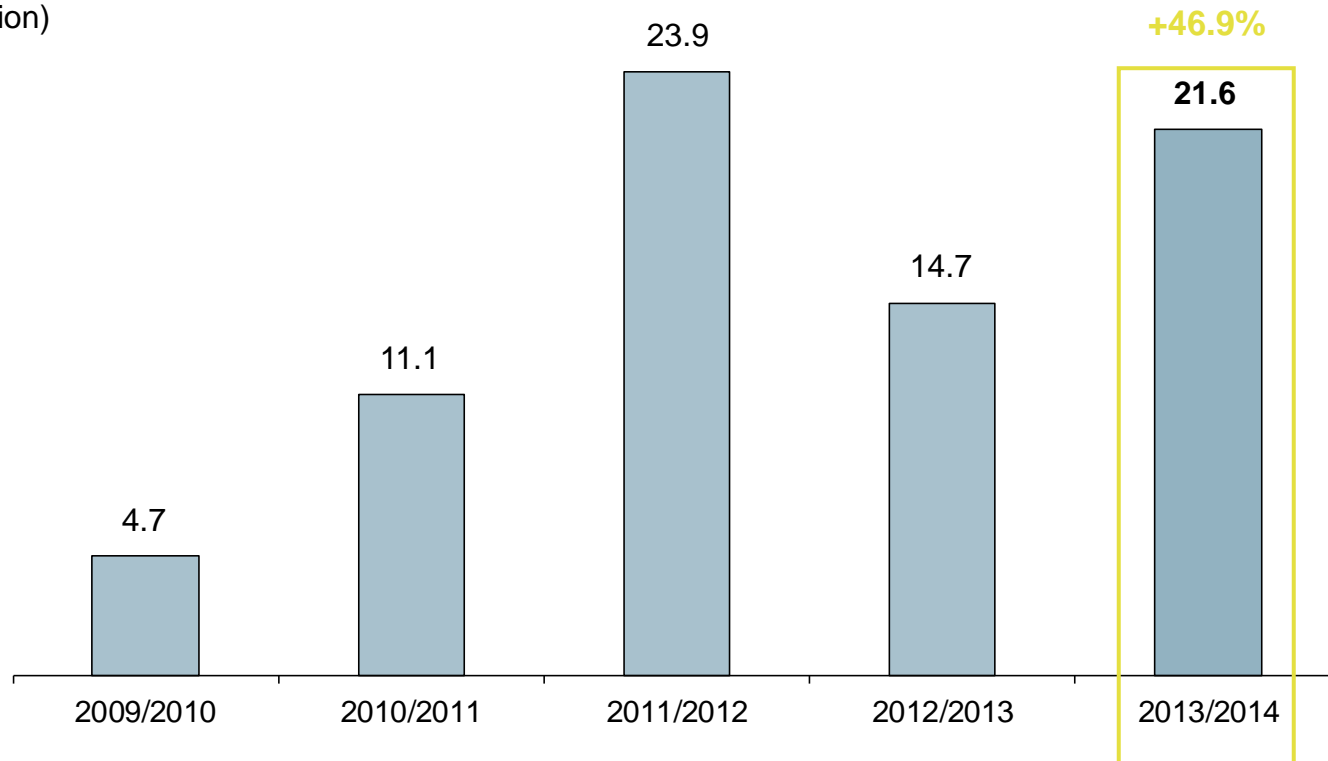
Equity* –
Half-year figures
(EUR million)



*Financial indicators refer to the group

Development capital spending

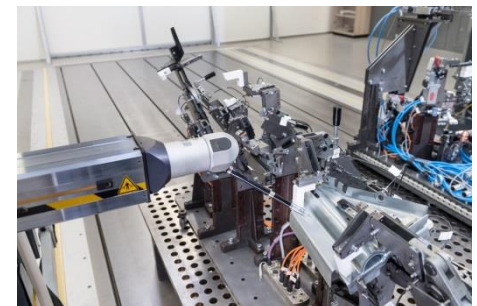
Capital spending* –
Half-year figures
(EUR million)



*Financial indicators refer to the group

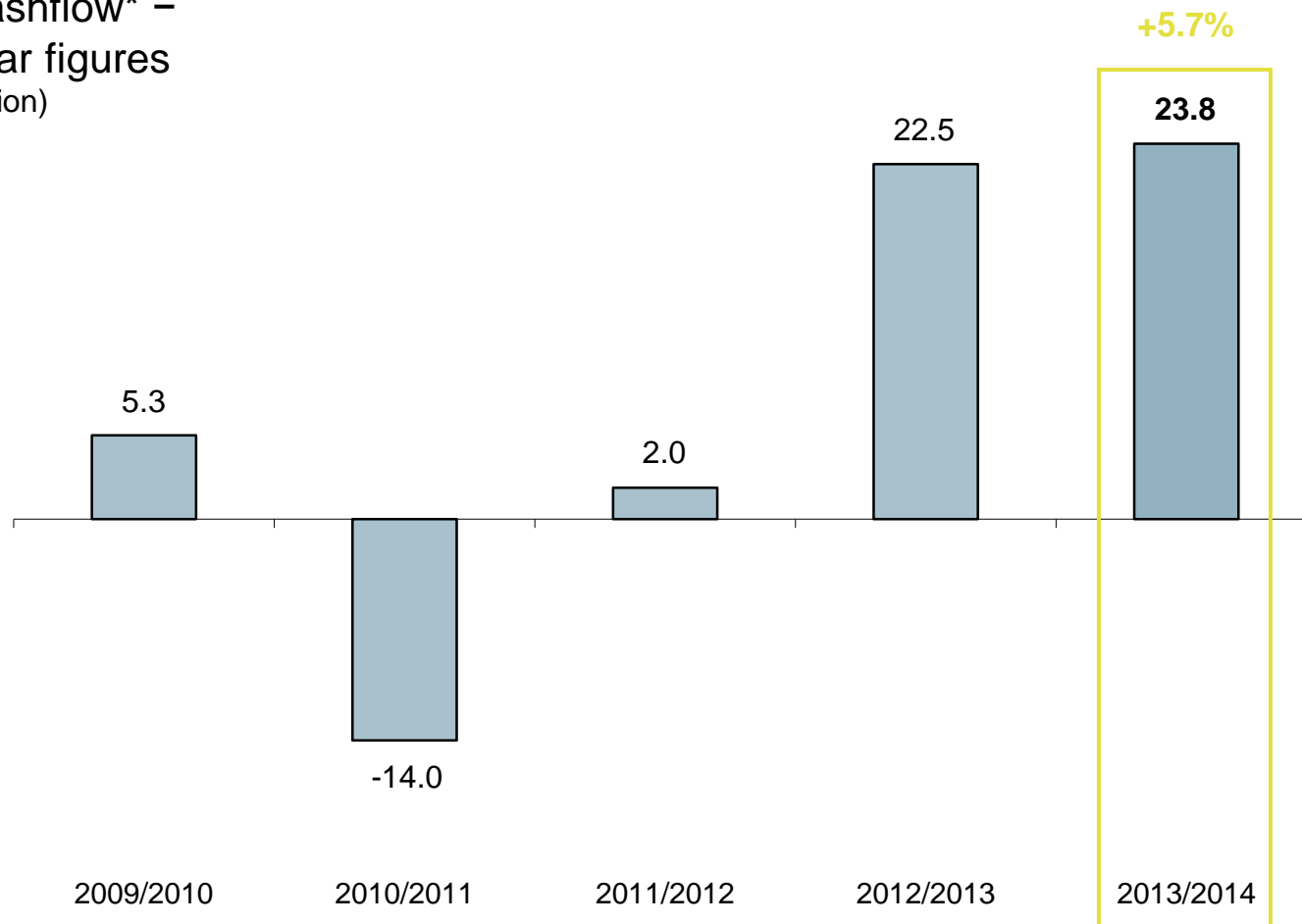
Overview of investments in the first half of 2013/2014

- Example for capex in infrastructure at close quarters to our customers
 - Expansion of construction centers for engineering projects at close quarters to our customers
 - Endorsement of our facilities to provide newest testing methods
- Examples for capex in technical equipment along the megatrends
 - Environment - engine test benches for the optimization of combustion engines with and without hybridization
 - Electronics - centers for the development and testing of advanced safety and comfort electronics
 - Lightweight - acoustic dynamometers for testing innovative body construction materials



Development free cashflow

Free cashflow* –
Half-year figures
(EUR million)



*Financial indicators refer to the group

Development by segments

Revenues by segment* –
Half-year figures
(EUR million)

Digital Engineering

Physical Engineering

Electric/Electronic



*Financial indicators refer to the group

Additional staff hired

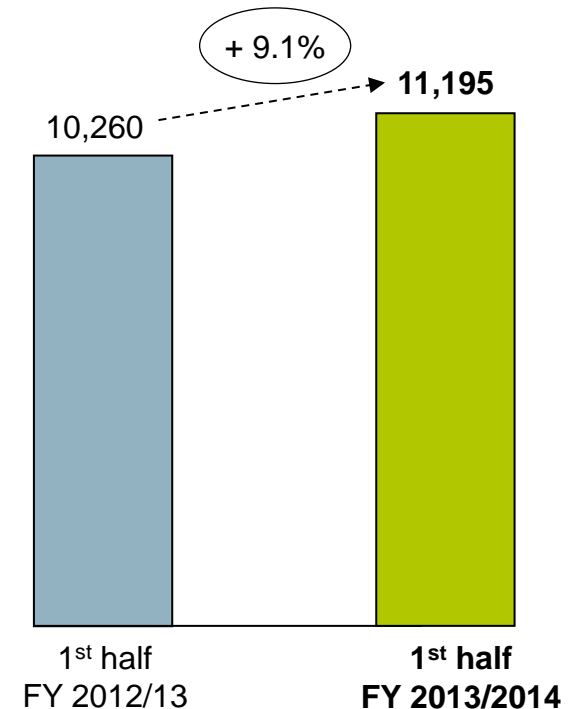
- Bertrandt – an attractive employer
 - Rank 91 of the top employers in 2014 in the fields of engineering (trendence Institute Berlin)



- Rank 90 of the top employers for graduates of engineering sciences in 2014 (Universum Student Survey)



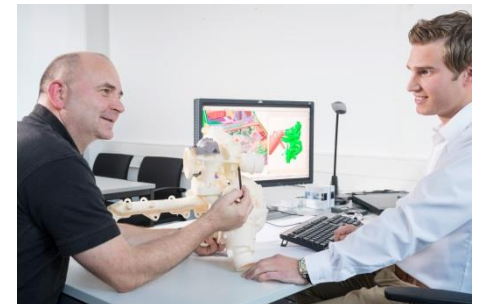
Development employees*



*Indicators refer to the group

Qualified and motivated employees are the basis for our success

- Recruiting plays a prominent role
 - Variety of vacancies over the entire range of qualifications and all hierarchies
 - Package of measures
 - Presence at universities and job fairs
 - Scholarships for students
 - Presence on online job markets
- Continuous development of skills
 - Over 300 seminars for technical training, leadership programs and project management courses available via the "Bertrandt knowledge portal"
 - In the first half of the year EUR 5.2 million invested



Agenda

1. Business conditions
2. Market conditions for Bertrandt
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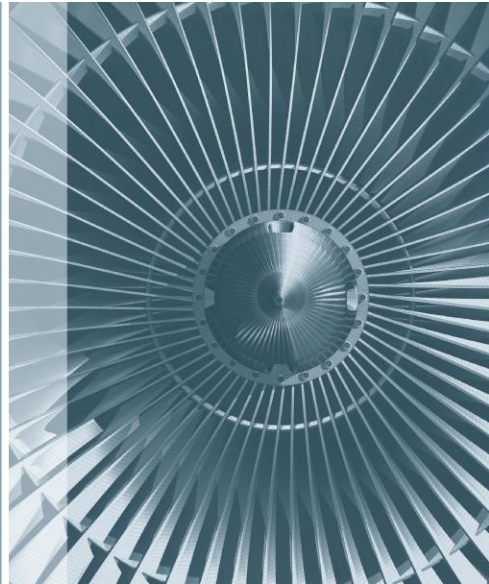
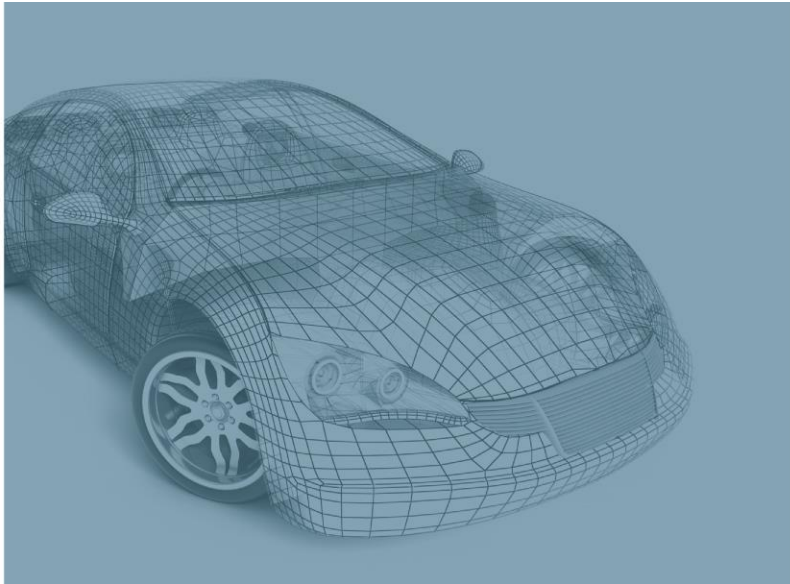
4. Outlook

The Bertrandt fiscal year 2013/2014 – outlook

- Drives in key industries are inline and offer more opportunities
- Investments reflect entrepreneurial opportunities and prospects of the Group – the basis for further sustainable growth
- Systematic cost management and consistent review and optimization of processes assure our high level of quality and profitability
- Assuming that the economic conditions will not deteriorate and invests in research and development of new technologies and models continue, Bertrandt expects ongoing growth in revenues and earnings



Thank you for your attention!



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