

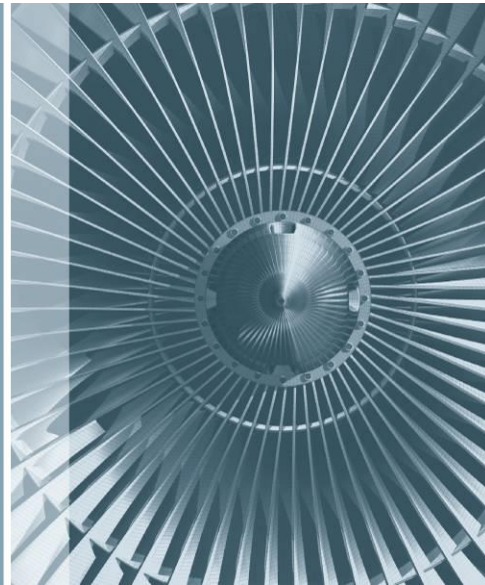
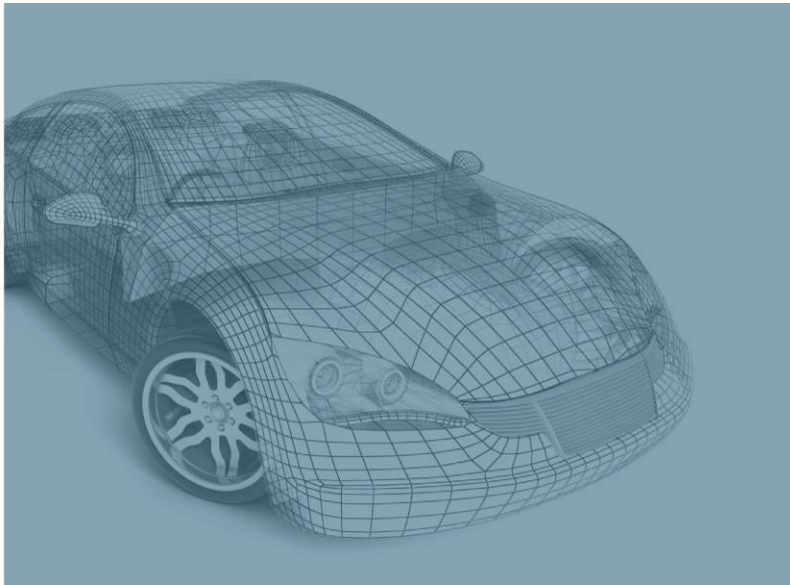
## Analyst Conference FY 2013/2014

### Bertrandt AG

Dietmar Bichler, CEO

Markus Ruf, CFO

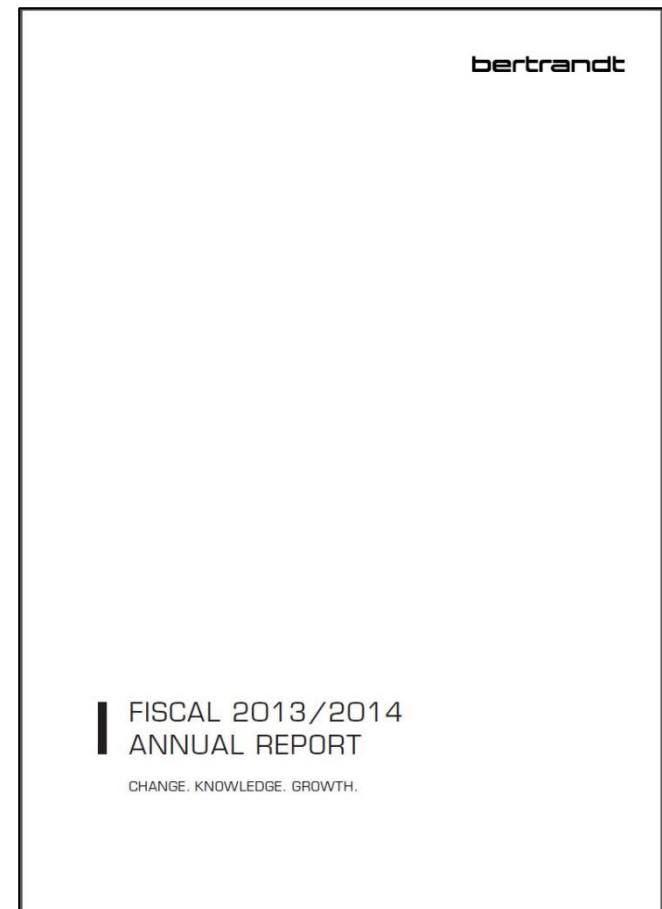
Frankfurt am Main, December 11<sup>th</sup>, 2014



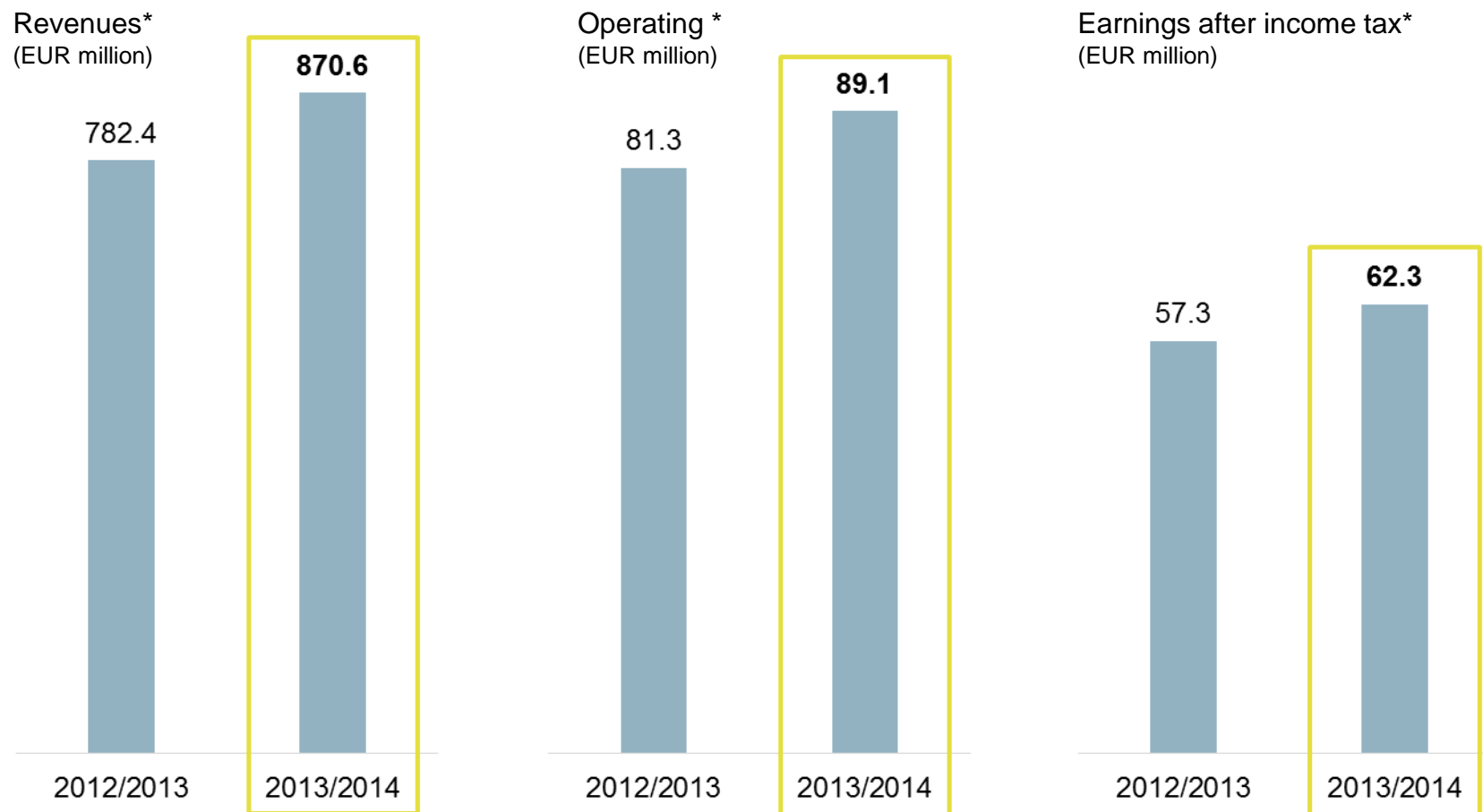
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Welcome to the analyst conference 2014 of Bertrandt AG

**CHANGE.**  
**KNOWLEDGE.**  
**GROWTH.**

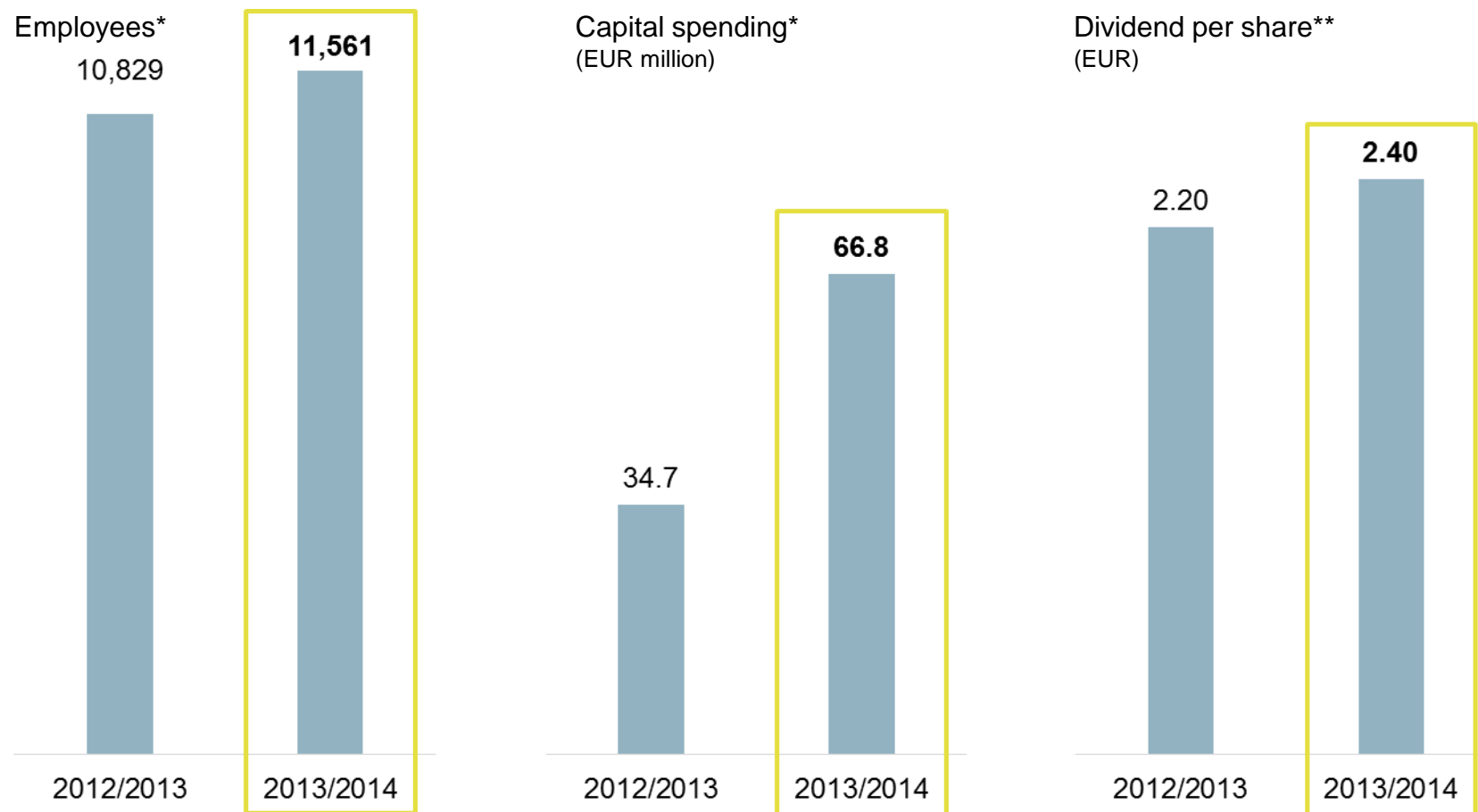


## Positive development of the most important business ratios (1/2)



\*Financial indicators refer to the Group | Prior period comparative figures have been restated to reflect the amendments to IAS 19 if necessary

## Positive development of the most important business ratios (2/2)



\*Financial indicators refer to the Group | \*\*Dividend proposed by the Management and the Supervisory Board

## Agenda

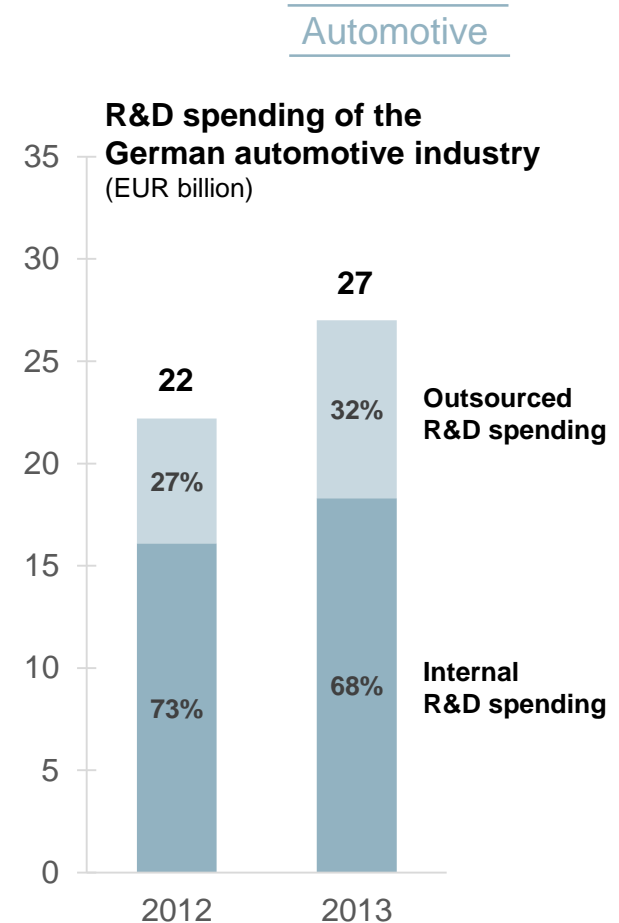
### **1. Fiscal year 2013/2014 – General framework**

2. Fiscal year 2013/2014 – Figures

3. Fiscal year 2014/2015 – Outlook

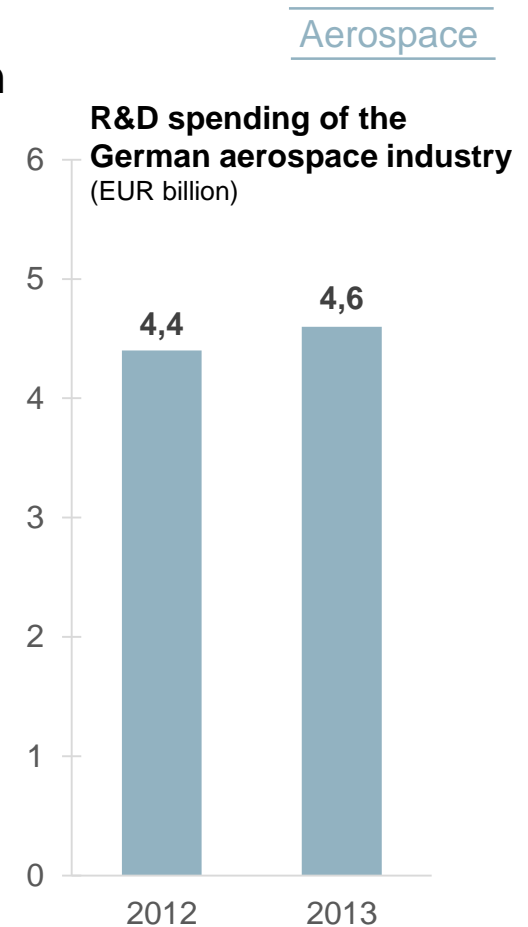
## Automotive industry with a successful year 2013/2014

- Global new vehicle sales rose again in 2013
  - World market is growing by 5% to 72.2 million units
- German automotive industry increases sales in 2013 by approx. one percent to EUR 361.6 billion
  - Higher spending on R&D, outsourcing volume expanded again
- Persistent technical trends
  - Environment-friendliness
    - Powertrain & Lightweight
  - Safety
    - Driver assistance systems & Connectivity
  - Variety of models & variants
    - Module-/Plattformstrategien



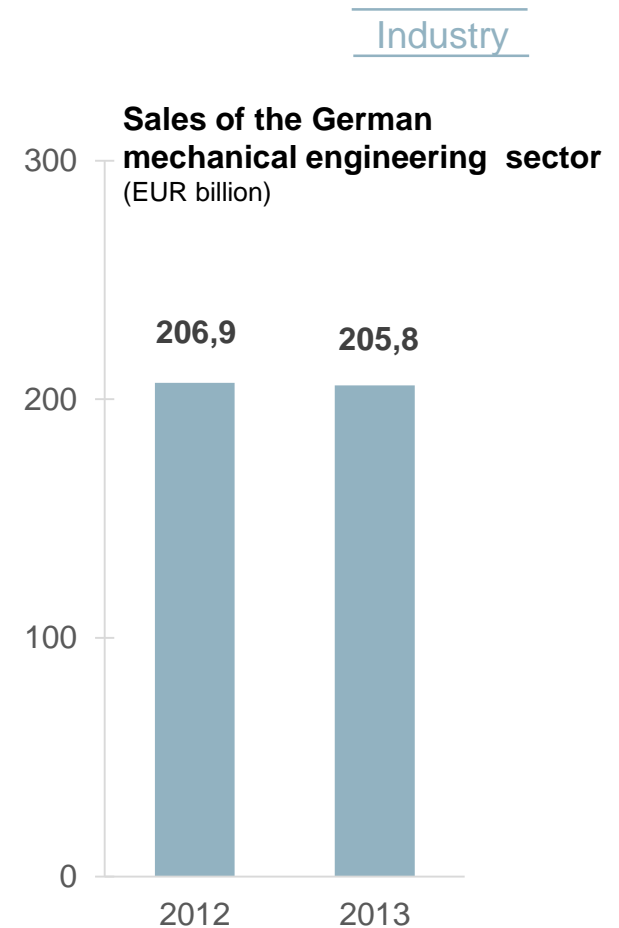
## German aerospace industry with continued growth in 2013

- Industry sales increased by 7.8% to EUR 30.6 billion
- Expenditures for R&D at a high level
- Full orderbook at Airbus
  - Increased production rates in almost all Aircraft programs
- Focus on the optimization of existing models
  - Reduction of noise-, air pollution- & greenhouse gas emissions
  - Increasing safety & comfort on board
  - Improving resource efficiency & cost-effectiveness



## Challenging conditions for technological key sectors

- Development of the German industry remained largely behind expectations
  - Slugging orders because of the global economic slowdown
  - Effects of political & economic risks, especially due to the Ukraine crisis
  - Delay in implementing the turnaround in energy policy
- Exception medical technology
  - Since 2009 stable sales growth, in 2013 by 2.2%
  - Strong market position of German medical technology products in the world market





## Bertrandt improved market position in FY 2013/2014 successfully

- Revenues & operating profit rose
  - Increasing volume development
  - Trend to larger working packages
  - Intact market trends
- Stable financial situation
  - Enables sustainable investments as a basis for future growth
- Success factors
  - Entire development process
  - Decentralized structure
  - Customized and consistent services
  - Extensive interface competence



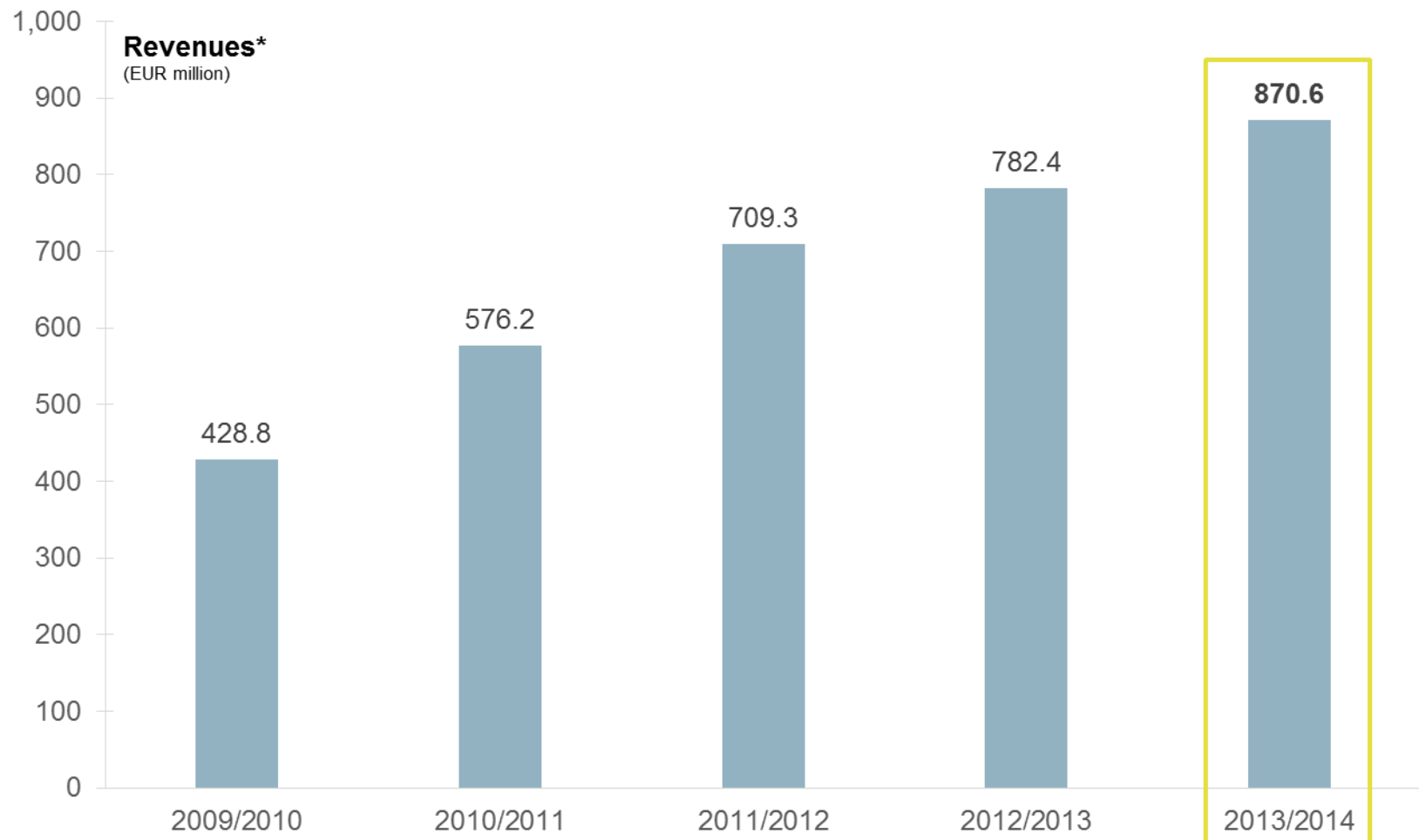
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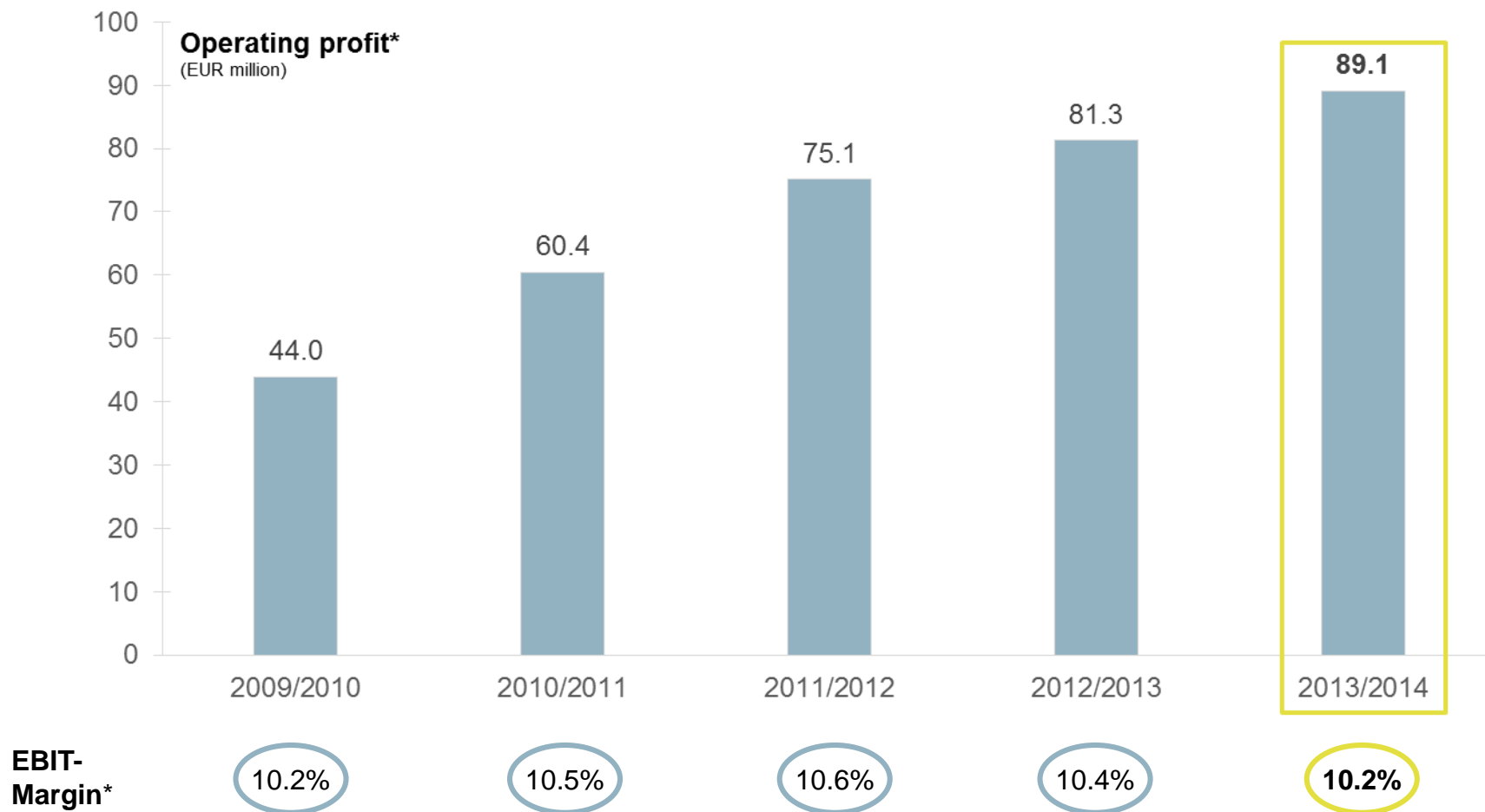
3. Fiscal year 2014/2015 – Outlook

## Revenues increased repeatedly



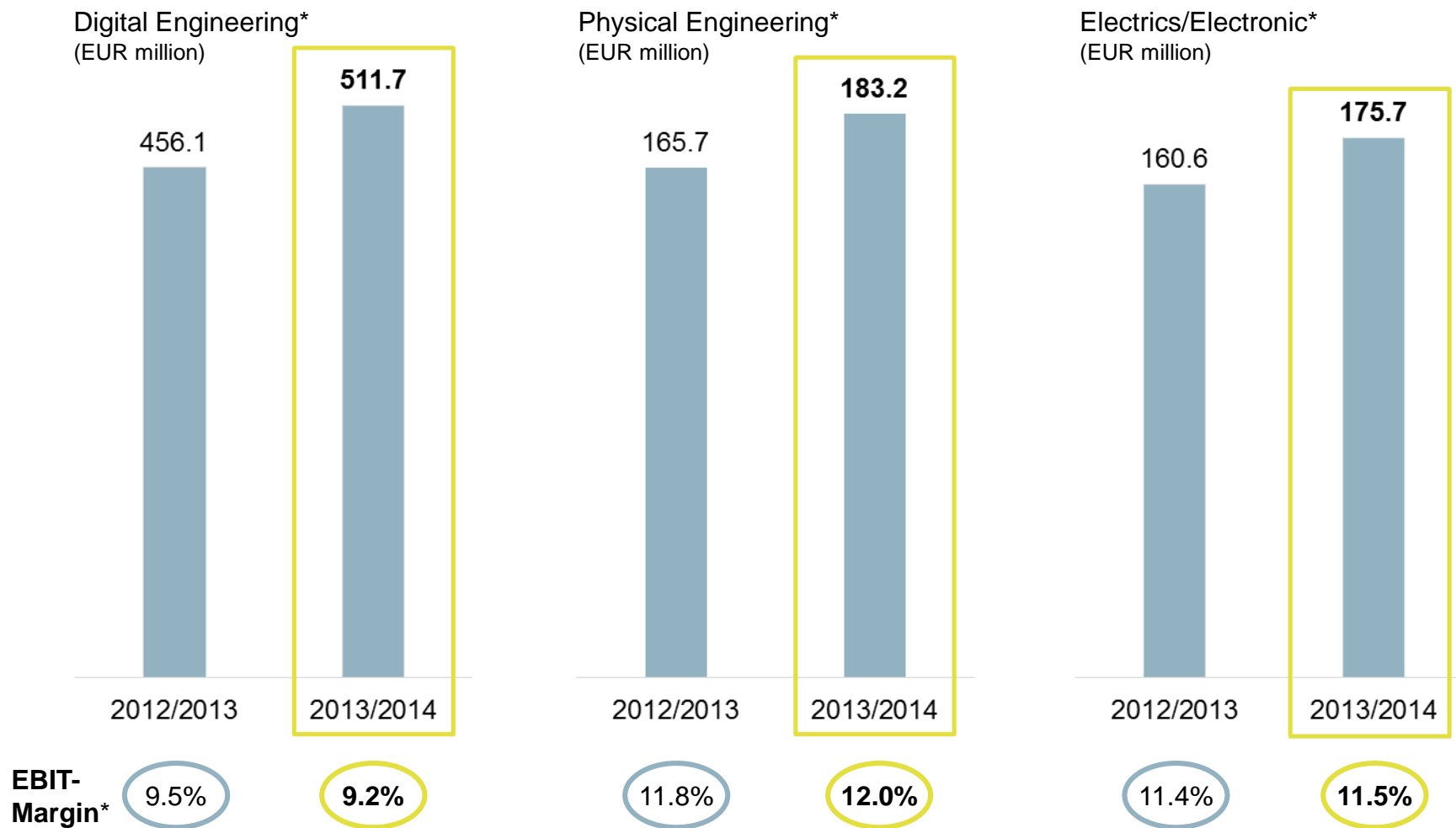
\*Financial indicators refer to the Group

## Operating profit stays on a high level



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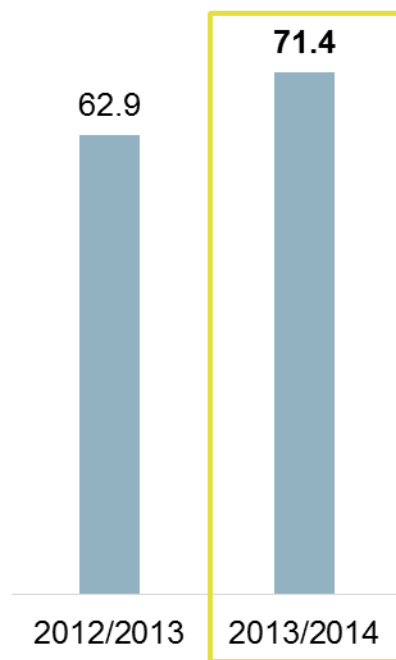
## Revenues rose in all segments



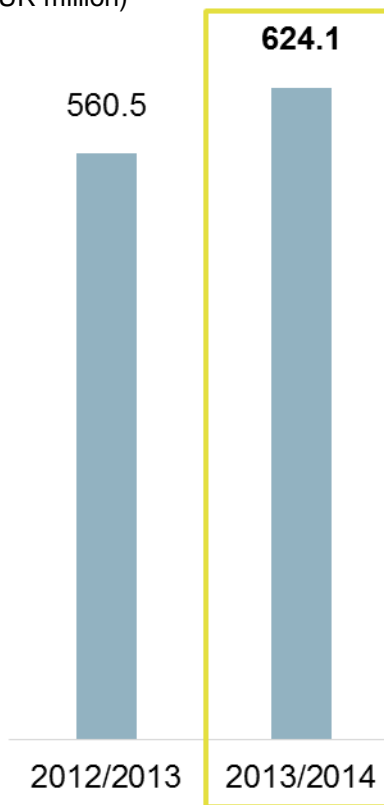
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## Expenses rose due to the increased business volume

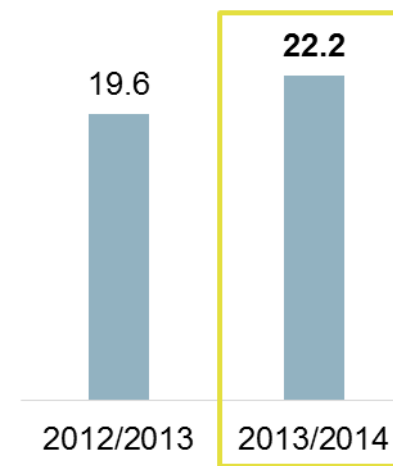
Material expenses\*  
(EUR million)



Personnel expenses\*  
(EUR million)



Depreciation\*  
(EUR million)



Expenditure  
ratio\*

8.0%

8.2%

71.6%

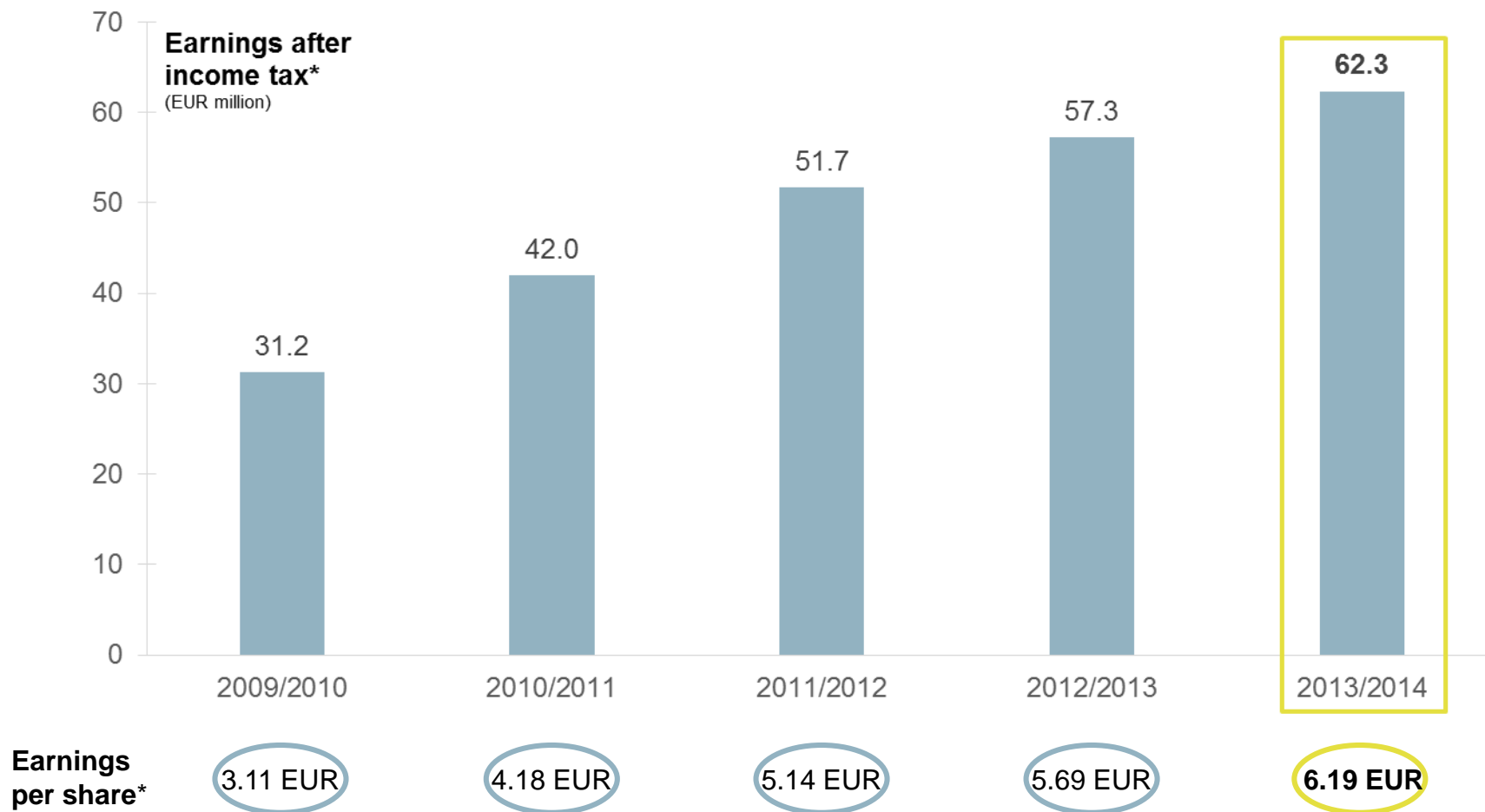
71.7%

2.5%

2.5%

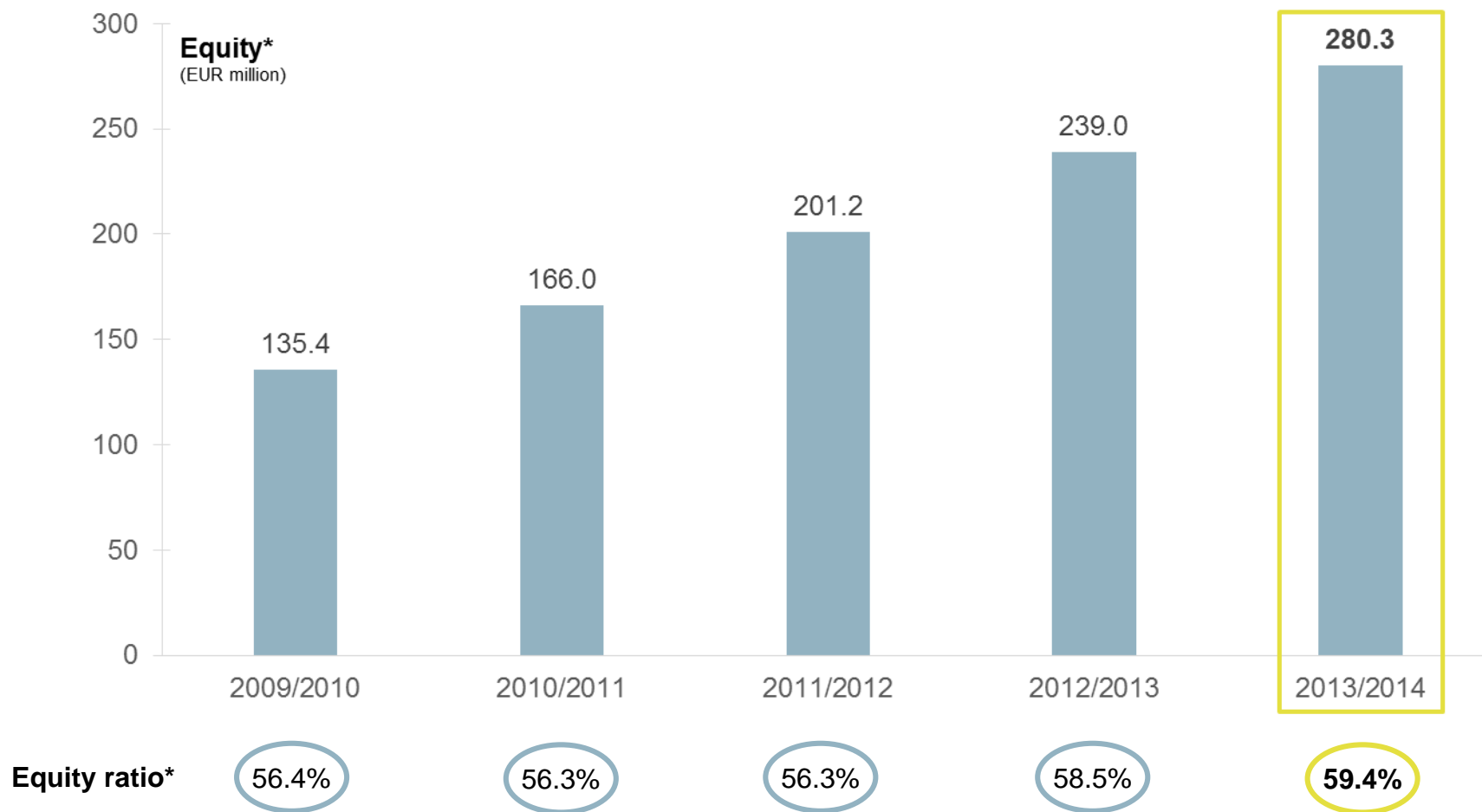
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## Earnings after income tax improved again



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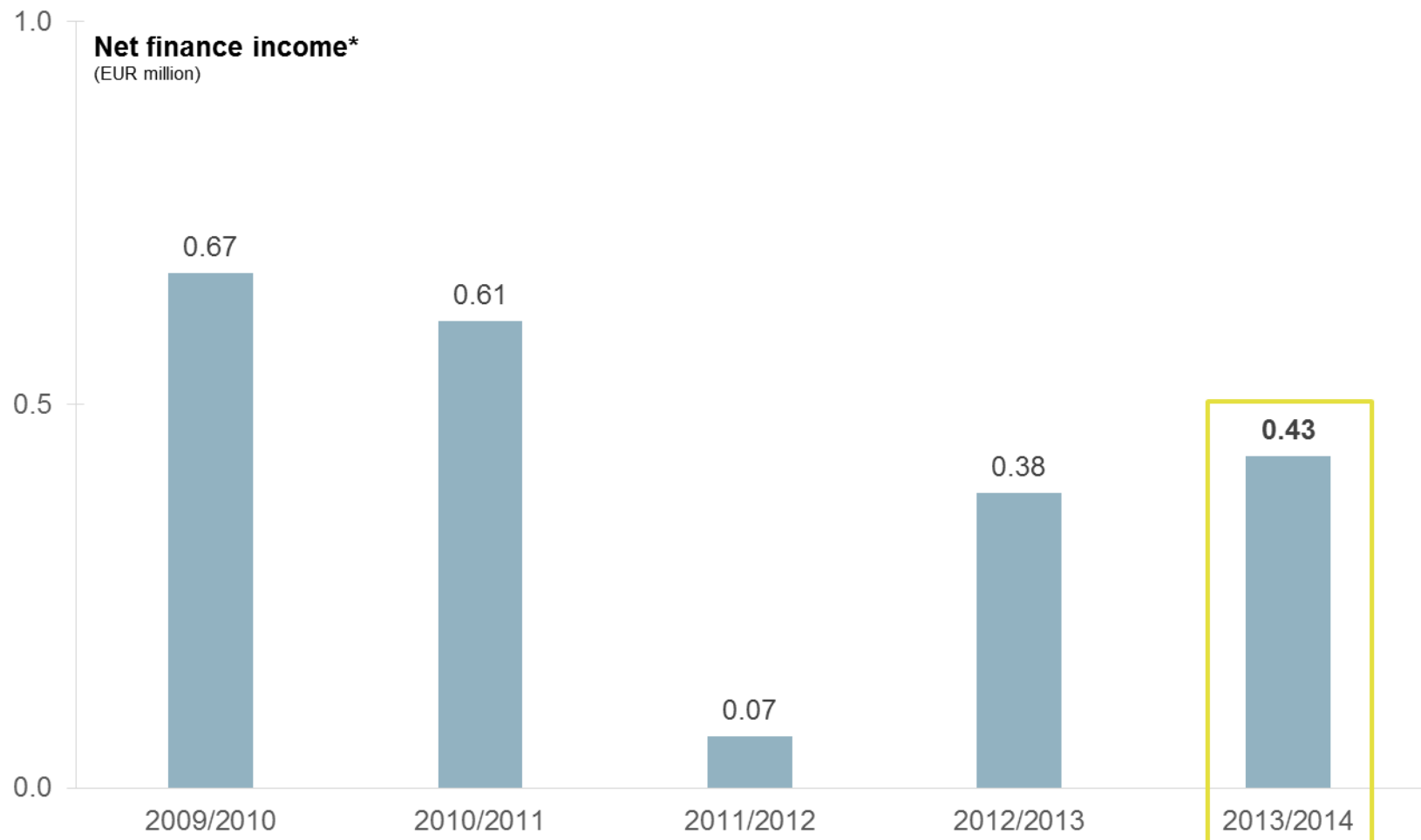
## Equity increased further by consistent reinvestment



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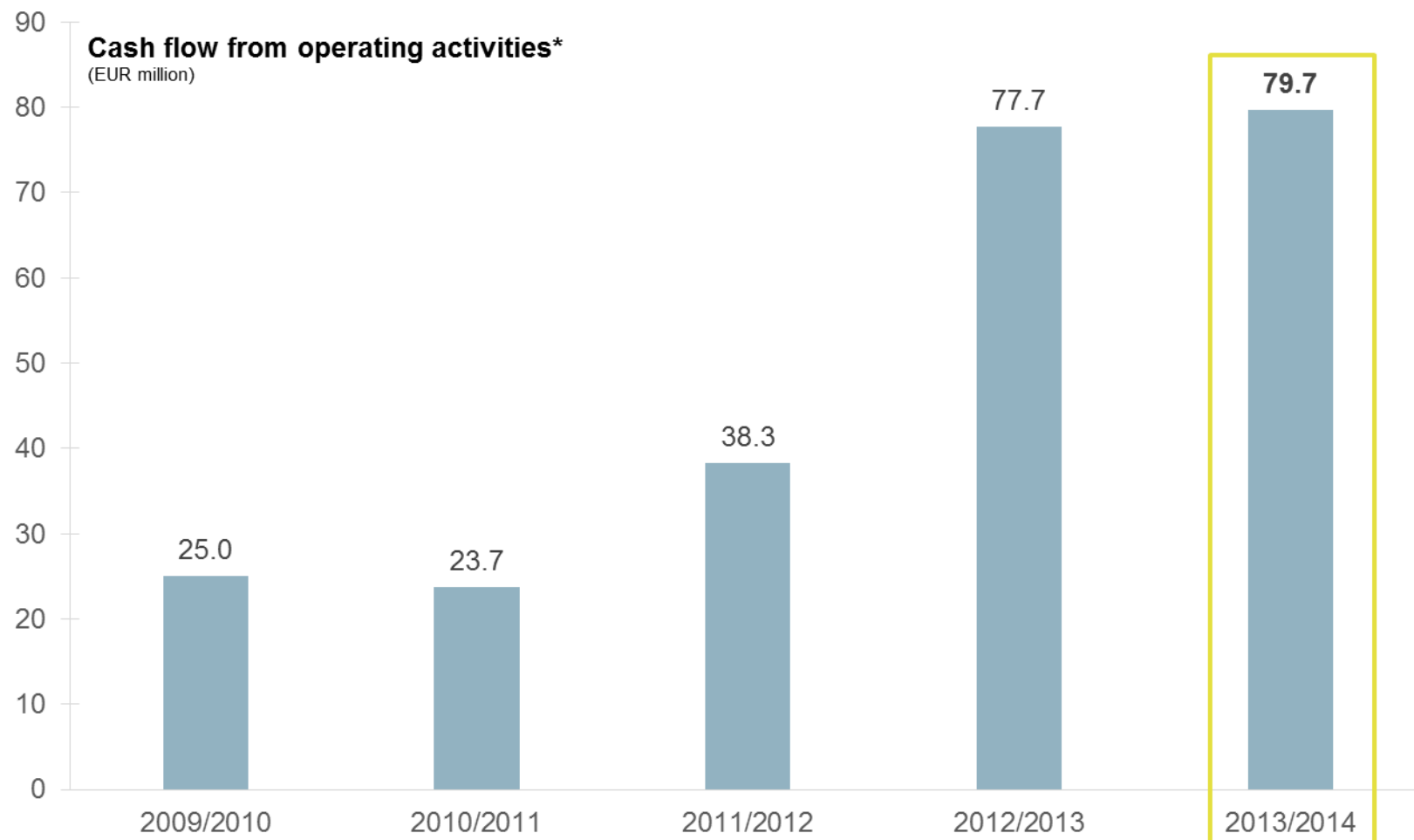


## Net finance income positive



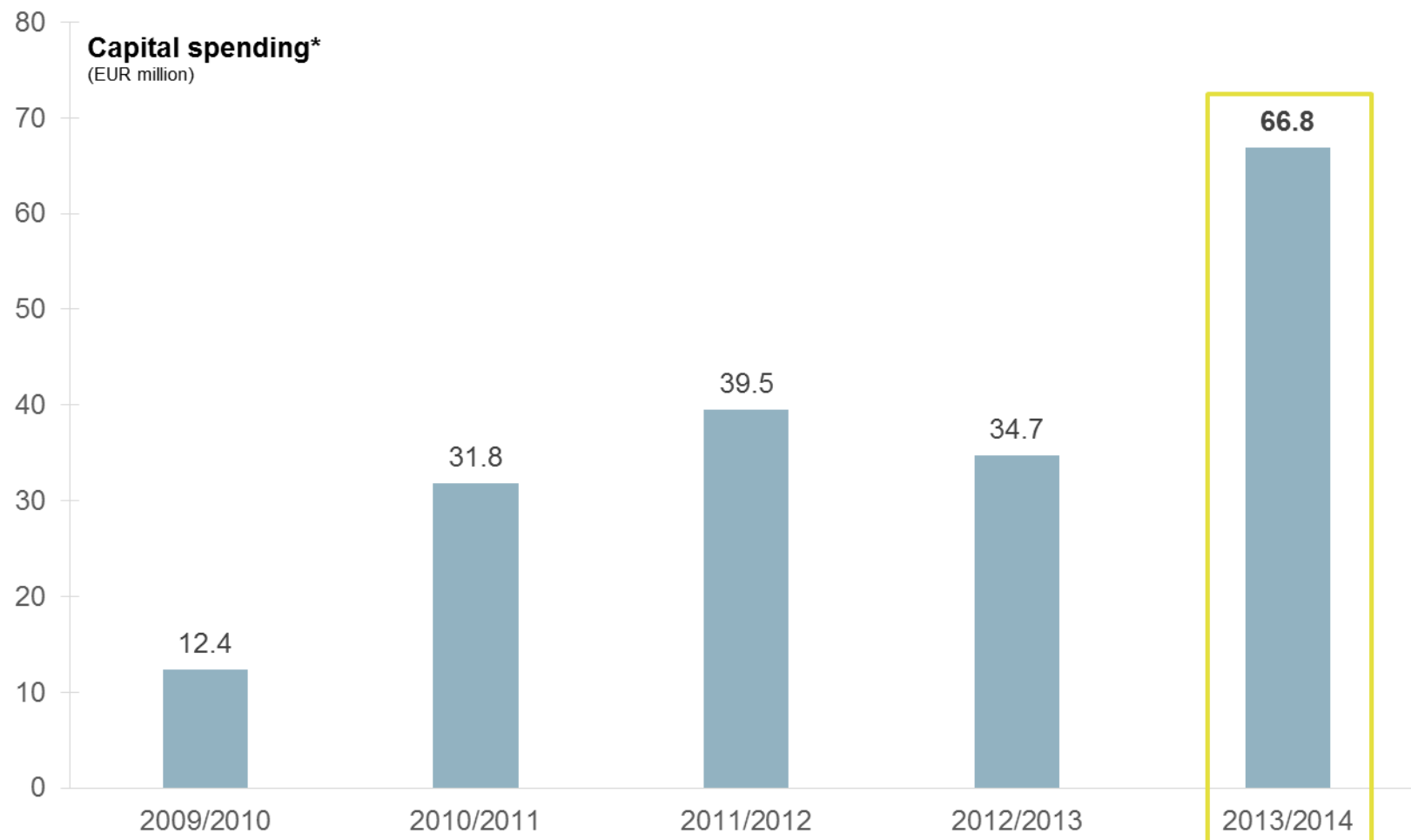
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## Cash flow from operating activities rose due to the increased business volume



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## Forward-looking investments will ensure further growth



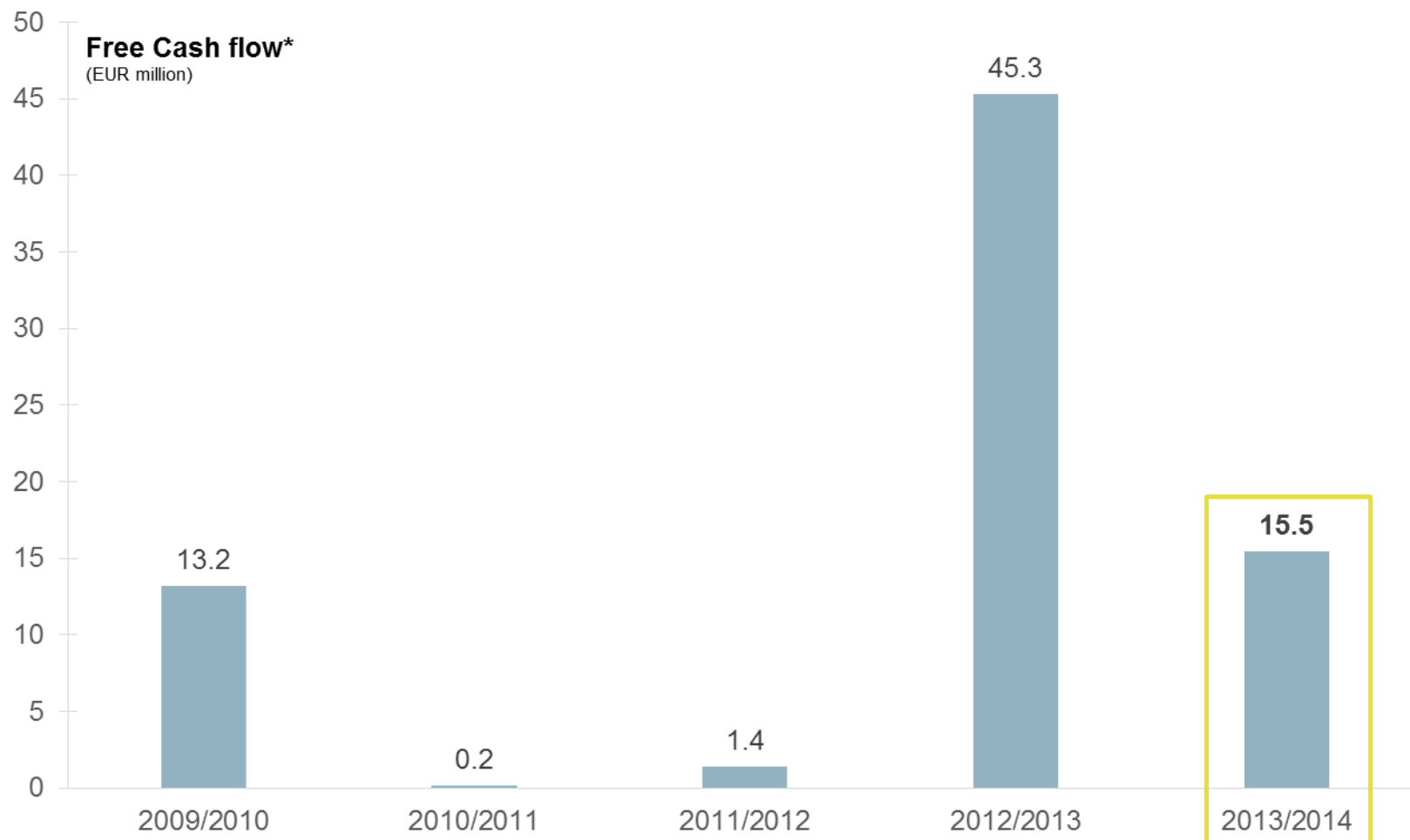
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## Examples for investments in FY 2013/2014

- Technical testing centre in Mönsheim
  - Test systems for environmental simulation, e-mobility & powertrain components
- Electronics competence center in Tappenbeck
  - Testing facilities for interactive electronics, electrical systems, system integration, electric powertrain & infotainment
- Acoustics center in Ingolstadt
  - Acoustic roller dynamometer for measuring noise, vibration & harshness as well as sound design of e-mobility
- Safety competence center in Munich
  - E-liner-system for tests of parts & modules concerning acceleration/deceleration

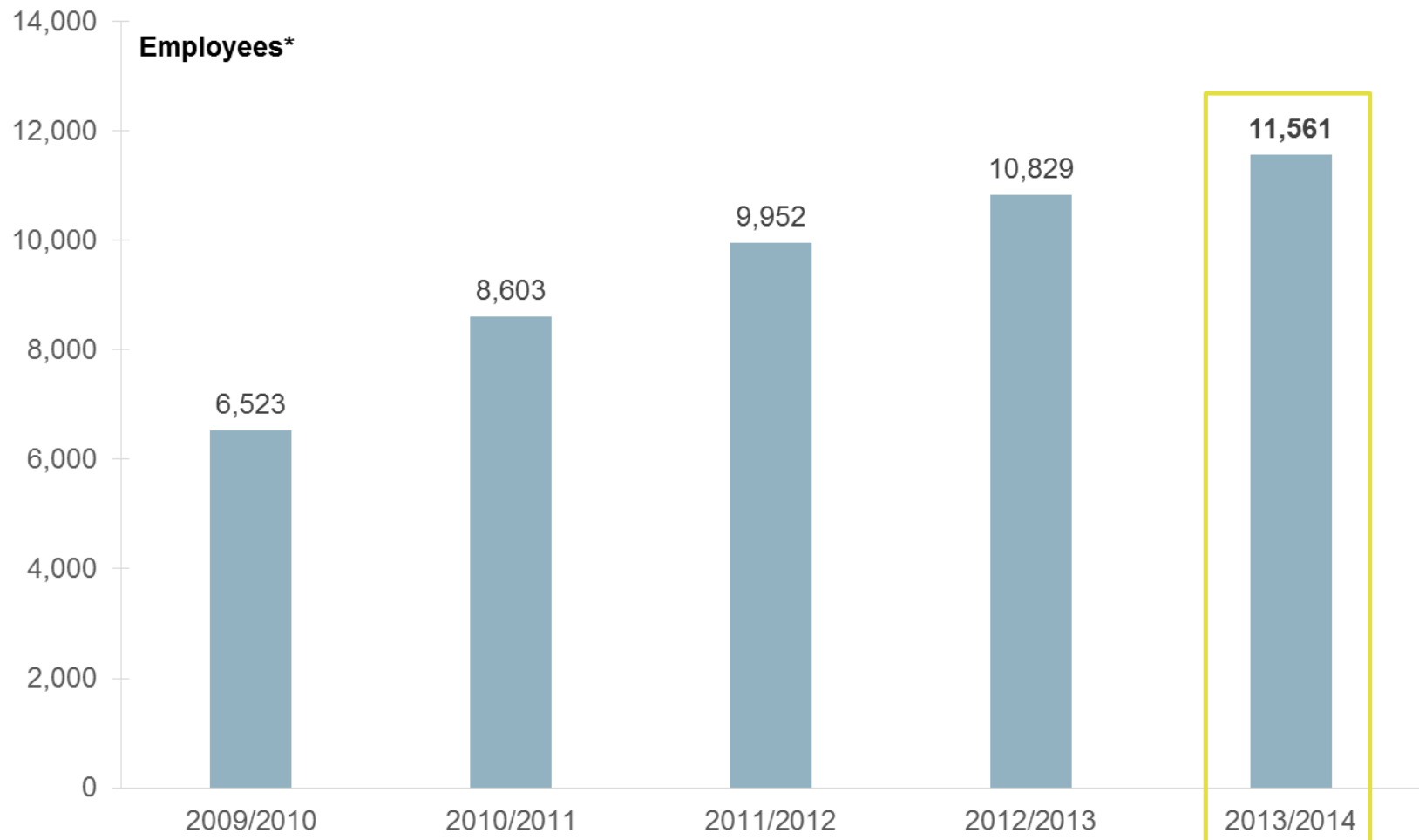


## Free Cash flow stays positive despite the high level of investment



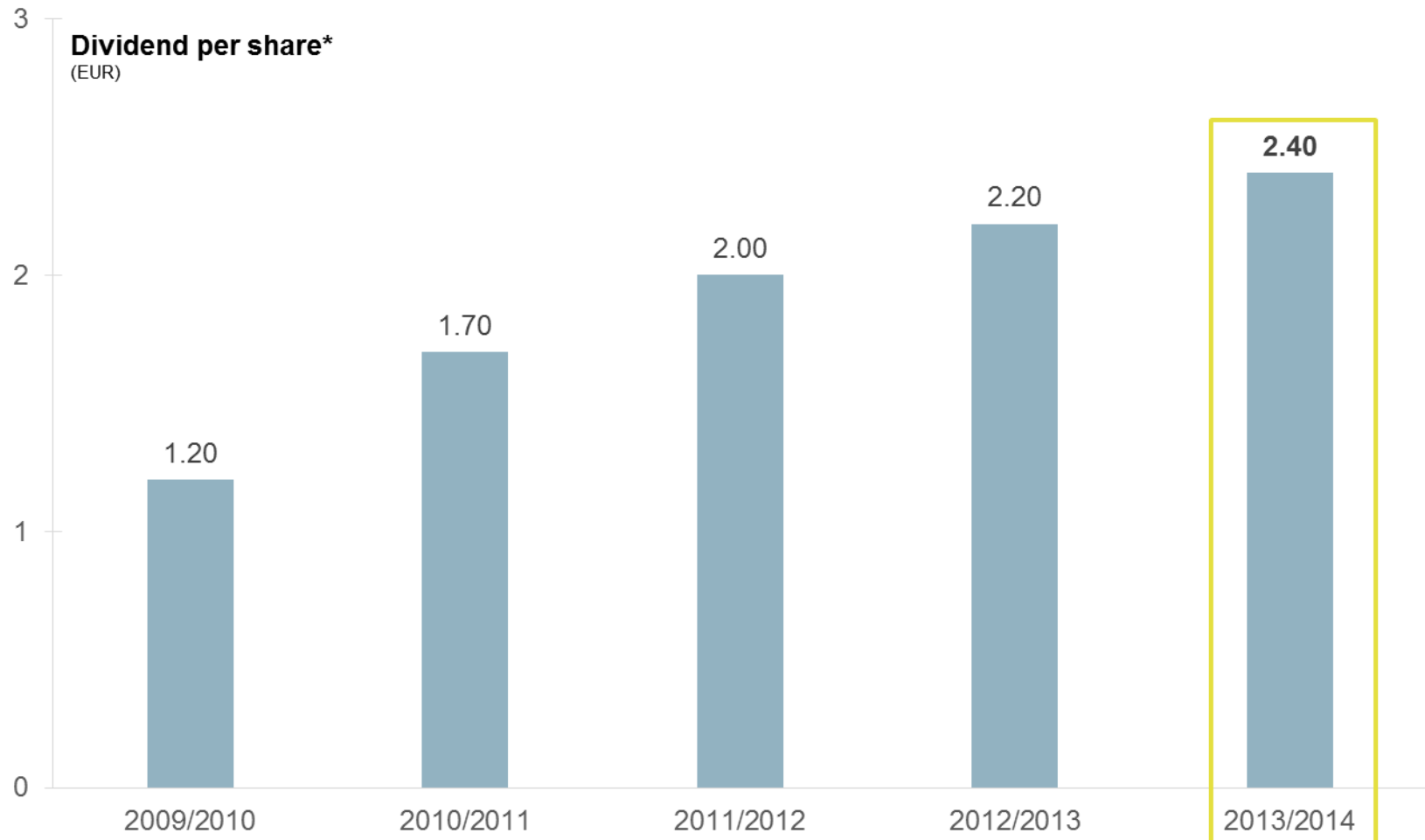
\*Financial indicators refer to the Group

## Number of employees at all-time high



\*Financial indicators refer to the Group

## Sustainable dividend policy will be continued



\*Dividend proposed by the Management and the Supervisory Board

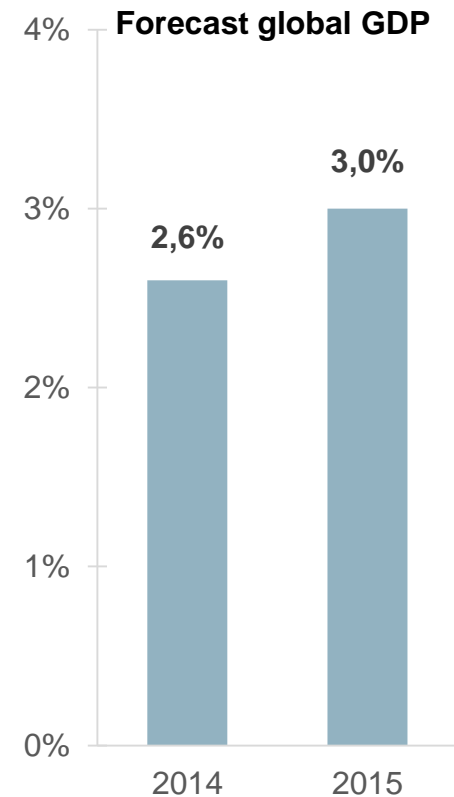
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## Economic outlook for 2015 entails uncertainty

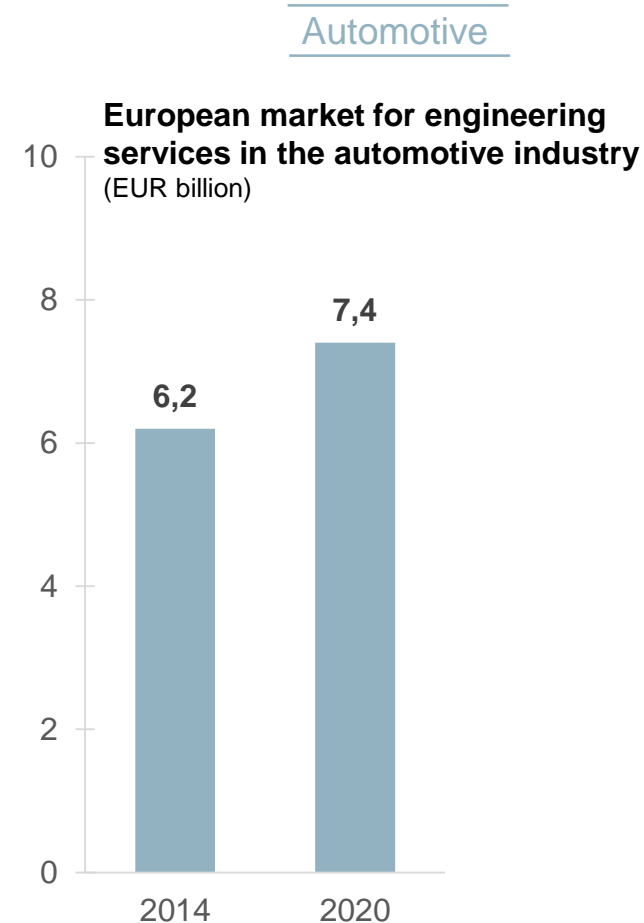
- Further global economic growth anticipated
  - Progress & impact of the current geopolitical tensions remain uncertain
  - Slow recovery in Europe
  - Reluctance of companies to invest
- Slight positive outlook for Germany
  - GDP growth around 1.2%
  - Possible reinforcing stimulus by foreign trade



Source: Joint Economic Forecast Project Group on behalf of the German Federal Ministry of Economics and Technology

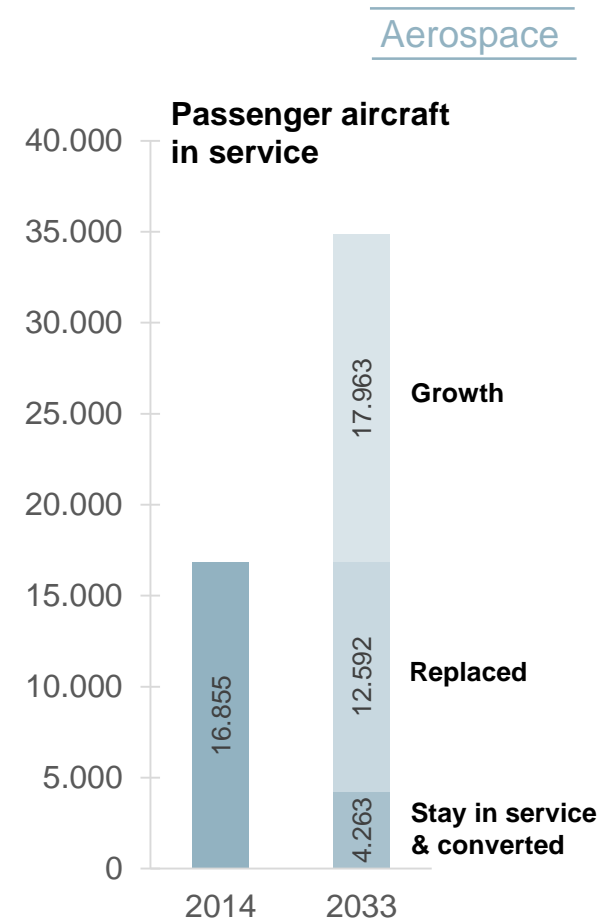
## Core business automotive industry with potential for further growth

- Global new vehicle sales should continue to rise
  - 2015 increase by 2% to 76.4 million units
- Automotive industry continues high spending on R&D
  - Achieving the legal CO<sub>2</sub> regulations requires technologically sophisticated solutions
  - Outsourcing in Europa shall rise by 19% until 2020
- Consolidation amongst engineering service providers expectetd
  - Trend towards larger working packages – higher levels of complexity & responsibility



## Fleet growth and modernization requirements in civil aviation continue

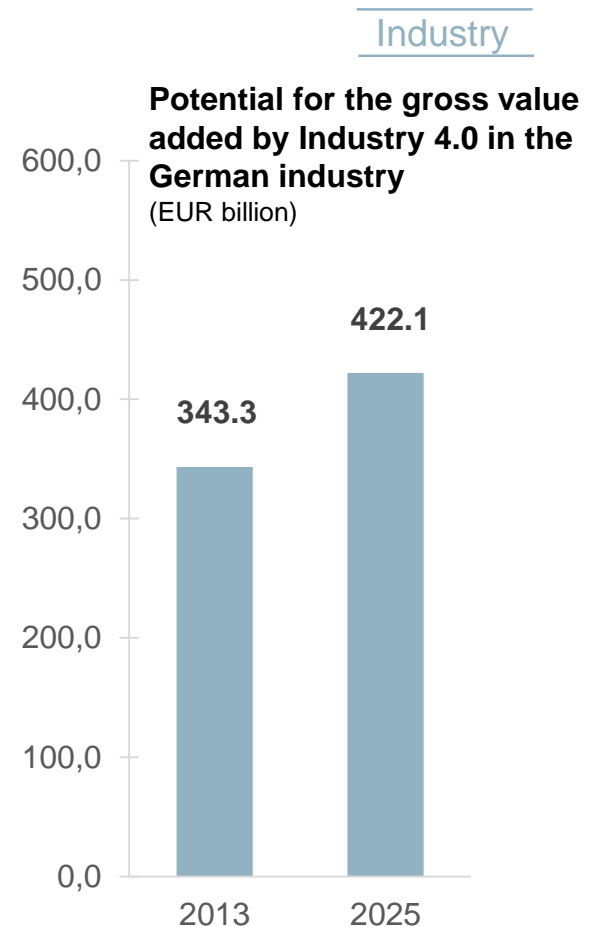
- Airbus forecasts annual growth of 3.8% for civil aircraft by 2033
  - Current market value is about EUR 3.5 trillion
- Sustainability & comfort characterize technological development trends
  - Aerodynamic redesign of the hull
  - Alternative materials & structures for less weight
  - New engine technologies 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



Source: Airbus

## Industry 4.0 – Huge potential for value creation waiting to be tapped

- Ambition is the intelligent networking of products & processes in the technological value added
  - Allows to generate additional benefit by more efficient or new processes
- For the six key industries in Germany an additional value creation of EUR 70 billion is expected until 2025
  - Innovative products, new services and business models and efficient operational processes
- Potential can only be realized through close interaction between electrical, mechanical & IT



## FY2014/2015 with more business opportunities for Bertrandt

- Good cross-sectoral demand for engineering services
- Seize the opportunity out of the new contract award strategy
- Ongoing technological investments on a high level
  - Continuous focus on current & prospective customer requirements
  - Increase corporate value permanently & sustainable
  - Consolidate & expand market position as a engineering service provider and technology group
- Assuming that
  - underlying conditions remain on a favourable trend
  - carmakers keep their R&D spending at a high level
  - development work continues to be outsourced &
  - ample qualified personnel is available

Bertrandt expects ongoing growth in its revenues & earnings



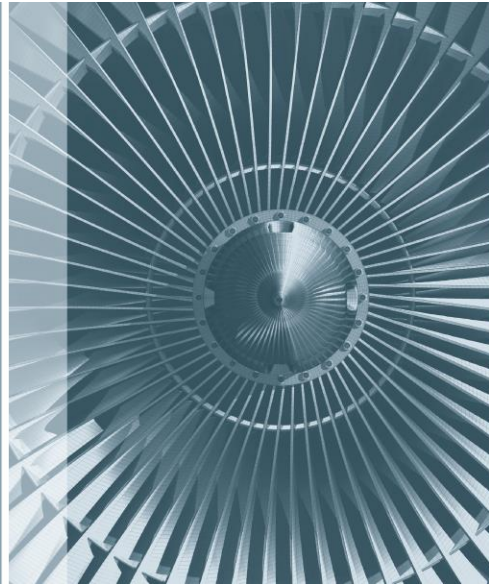
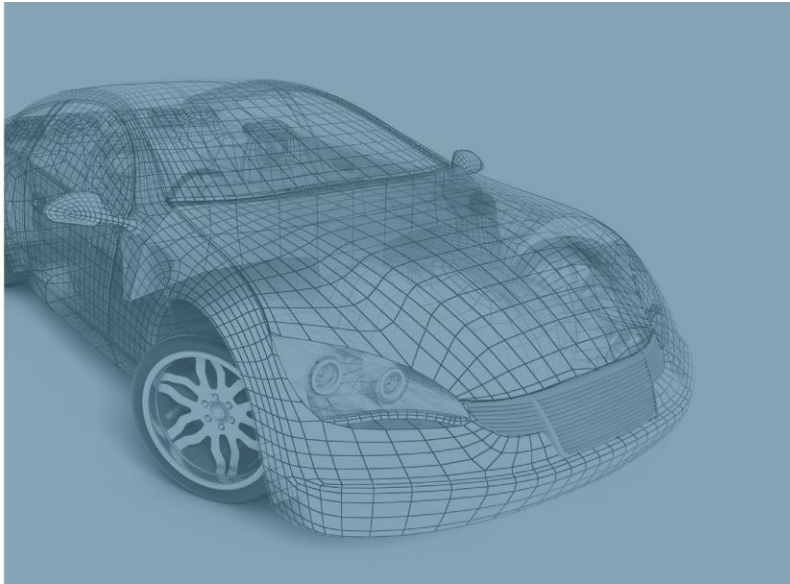
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## Overview – Our financial calendar in FY 2014/2015

- 16.02.2015 Report on the 1st quarter FY 2014/2015
- 18.02.2015 General meeting in Sindelfingen
- 20.05.2015 10<sup>th</sup> Capital Market Day in Ehningen & Report on the 2nd quarter FY 2014/2015
- 12.08.2015 Report on the 3th quarter FY 2014/2015
- 10.12.2015 Annual report 2014/2015 & Annual press and analysts' conference FY 2014/2015
- 17.02.2016 General meeting in Sindelfingen



**Thank you for you attention!**



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