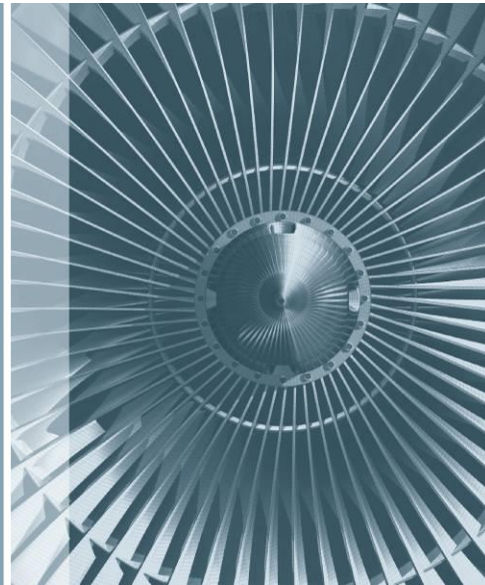
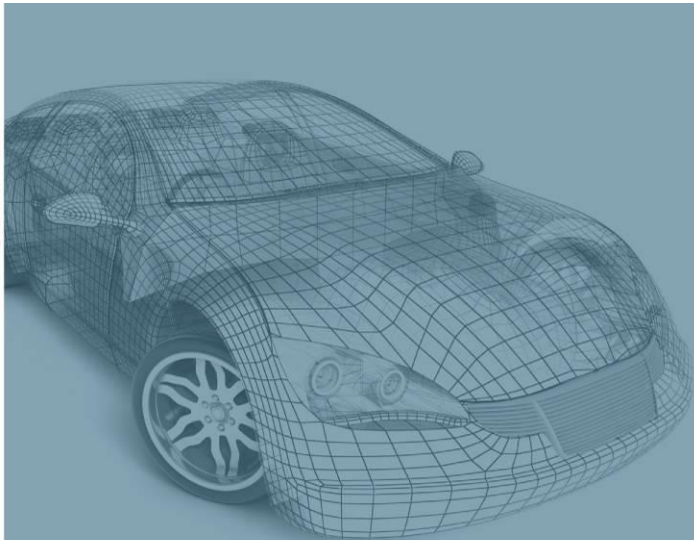


10th Capital Market Day

Comment on first half FY 2014/2015

Dietmar Bichler, CEO

Ehningen, 20 May 2015



Agenda

1. Business conditions

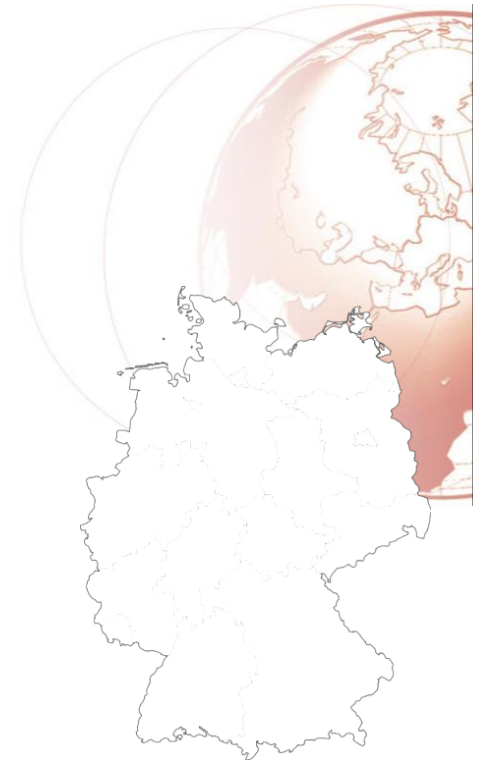
2. Market conditions for Bertrandt

3. Key figures for the first half of fiscal year 2014/2015

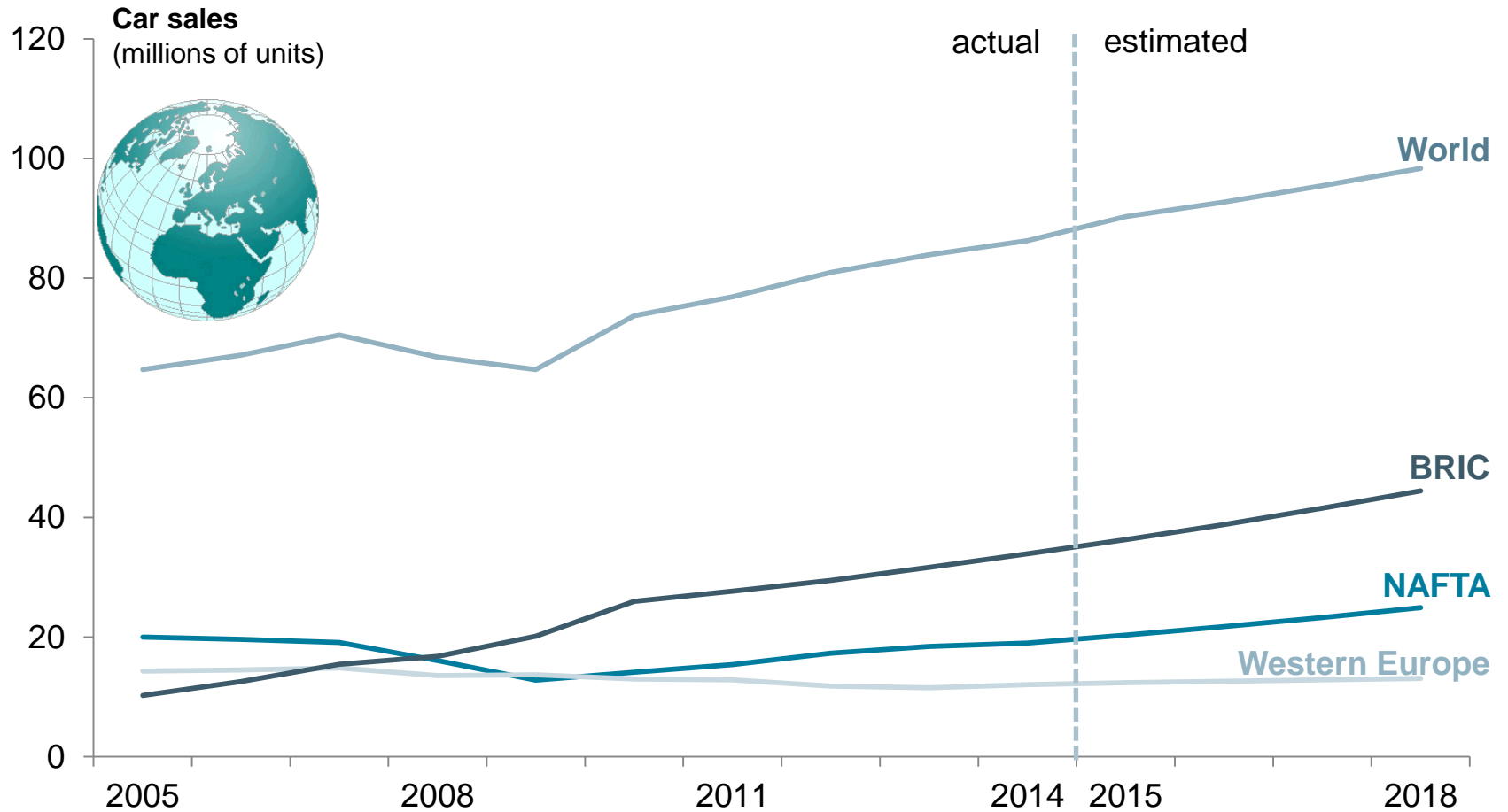
4. Outlook

Business conditions

- Global economic recovery
 - Sharp drop in crude oil price
 - Depreciation in euro exchange rate
- Upturn in advanced economies, pace of growth in emerging economies remains measured
- Experts anticipate Germany's GDP growing by 2.1 percent in 2015



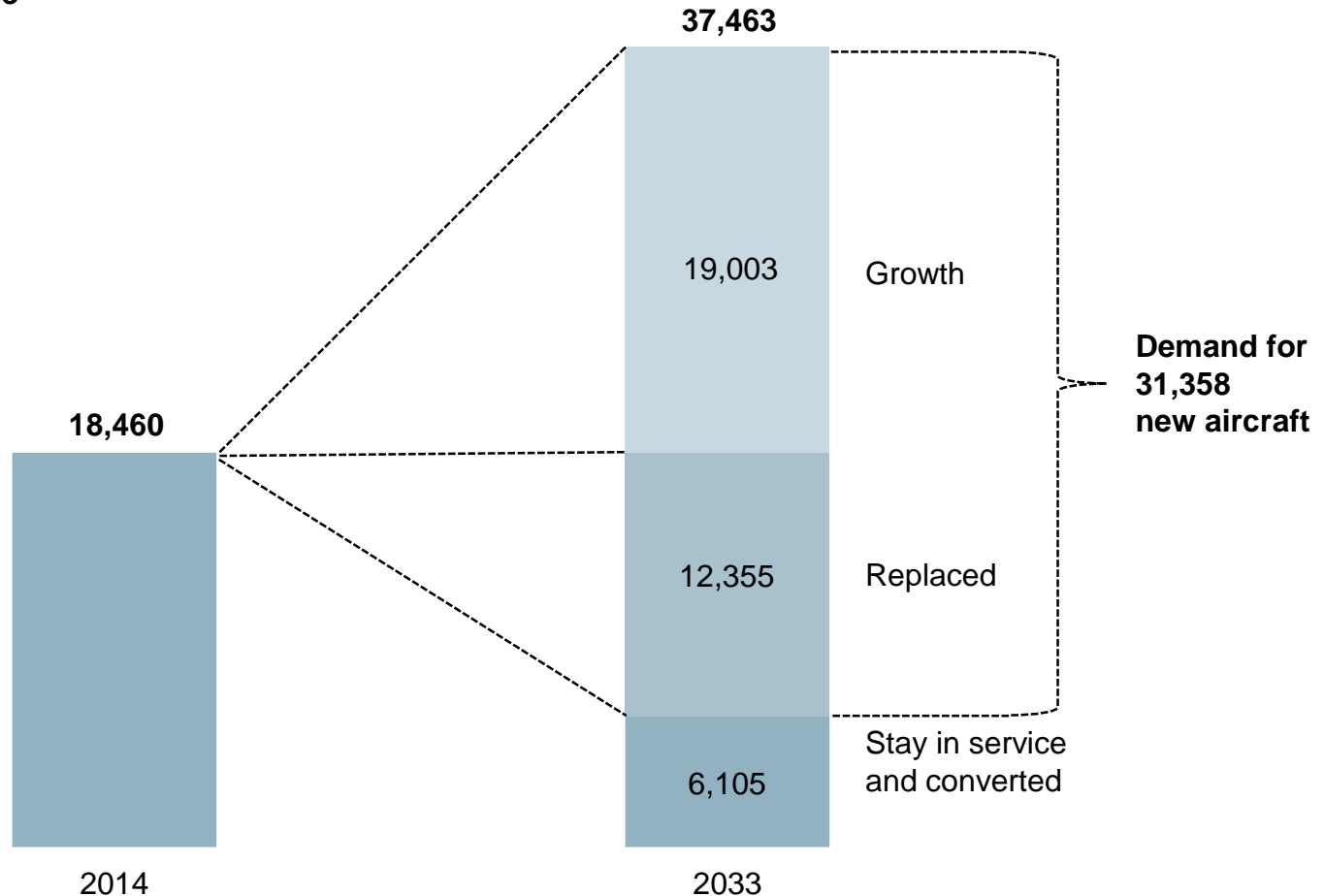
Automotive industry



Source: VDA, OICA, Scotia Bank, Deutsche Bank | NAFTA and World incl. Light Trucks

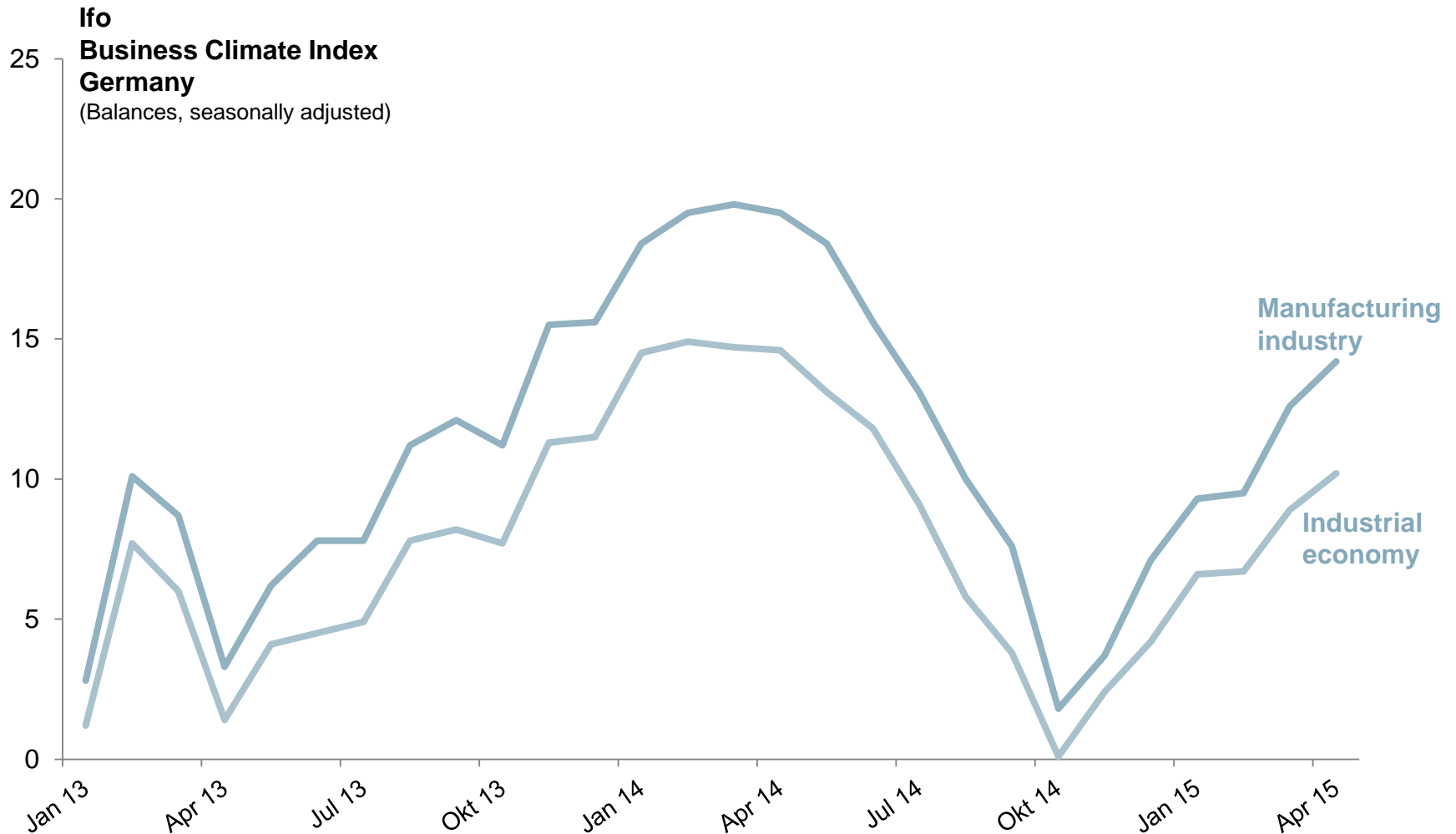
Civil aviation

Fleet in service



Source: Airbus „Global Market Forecast 2014 to 2033“ | Passenger aircraft ≥100 seats, Freighter aircraft ≥10 tonnes

Technological key sectors



Source: CESifo Group Munich

Agenda

1. Business conditions

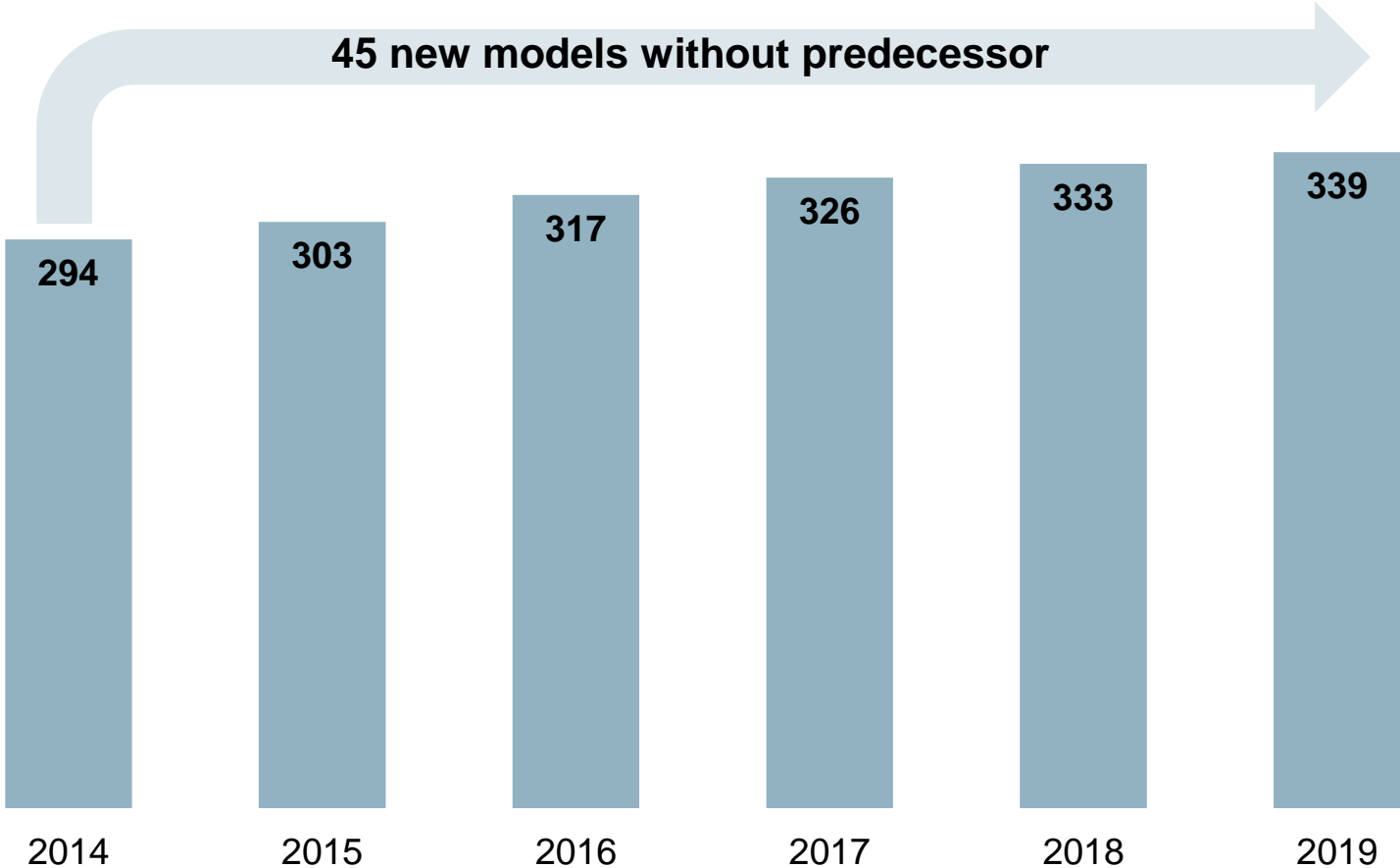
2. Market conditions for Bertrandt

3. Key figures for the first half of fiscal year 2014/2015

4. Outlook

Model diversity increases

Automotive

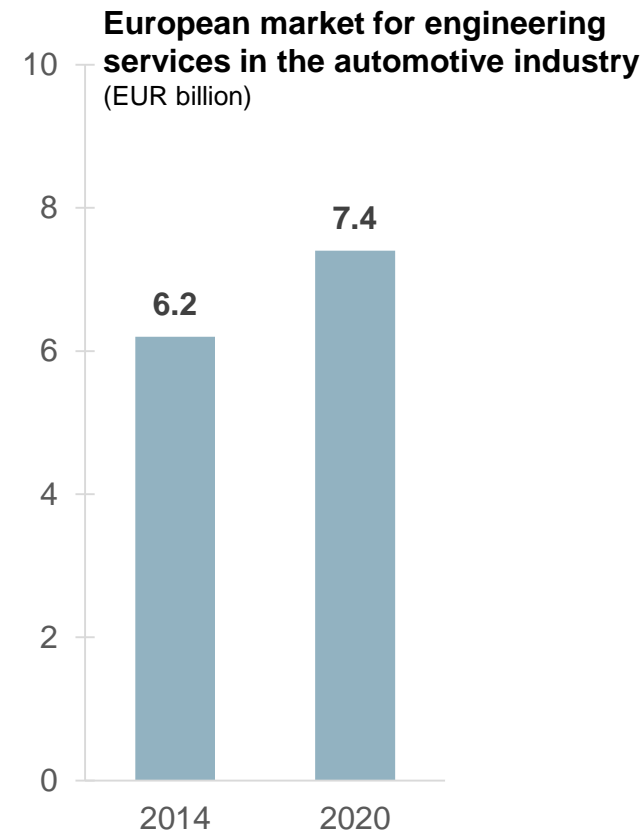


Source: Internal calculation | Series including derivatives (Station Wagon, Coupe etc.), no facelifts, no special variants (AMG GmbH/M-GmbH/quattro GmbH)

Potentials in automotive industry

- Automotive industry continues high spending on R&D
 - Outsourcing in EU shall rise by 19 percent until 2020
- Technological trends in line
 - Green mobility
 - Powertrain and lightweight
 - Safety
 - Driver assistance and connectivity
 - Model/variant diversity
 - Modul and platform strategies

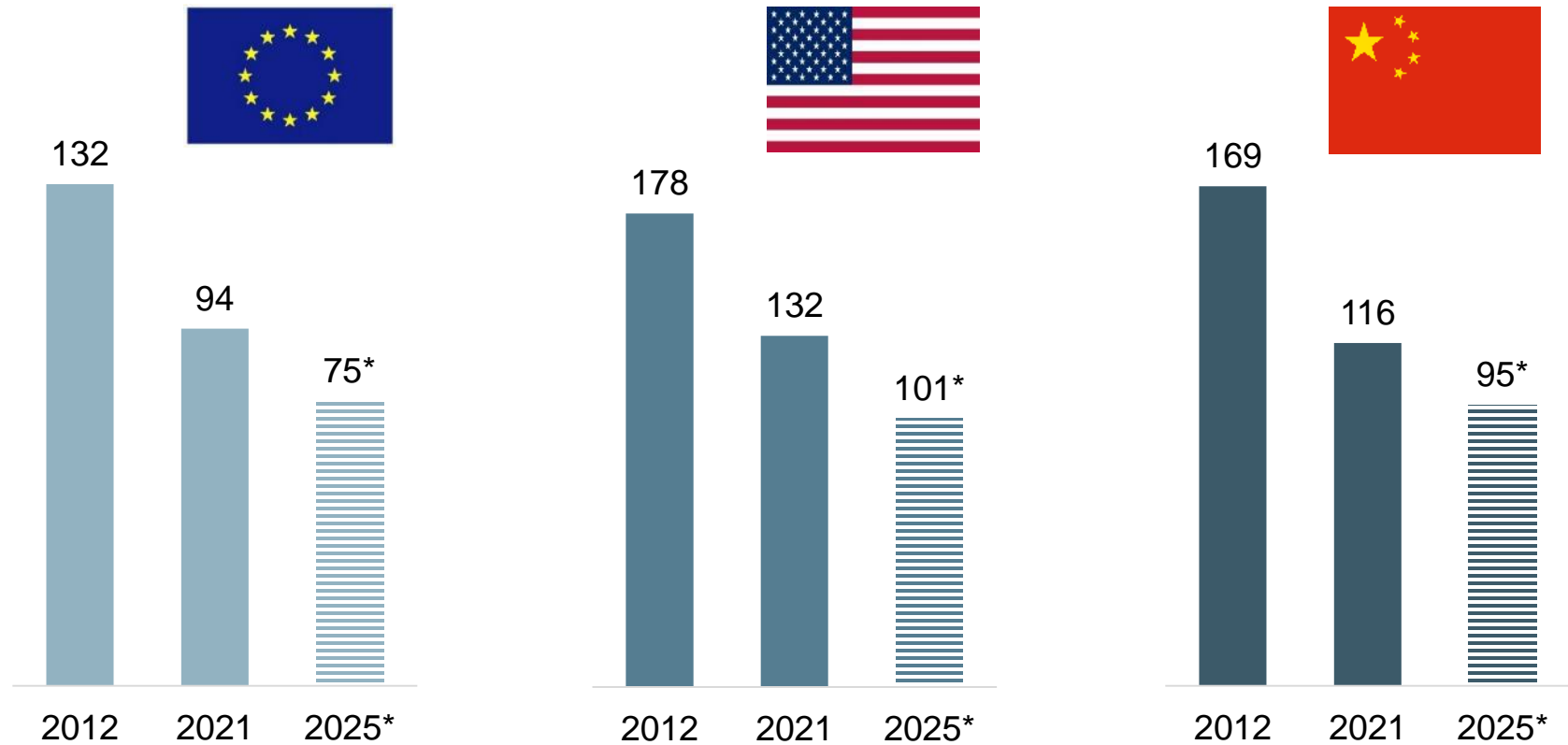
Automotive



Regulation increases technological pressure

Automotive

CO₂ targets of major car markets
(g/km)



Source: Roland Berger Strategy Consultants „Mobility 2025 and beyond“ | Average weight-related CO₂ emission targets | *planned

Potentials in civil aviation

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

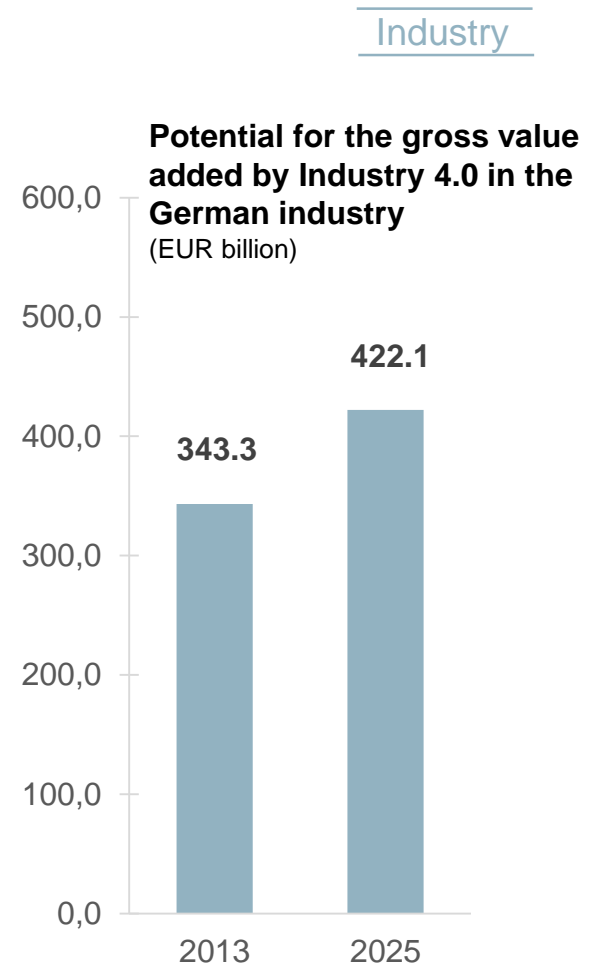
Civil aviation



Source: Airbus „Global Market Forecast 2013 to 2032“

Potentials throughout Industry 4.0

- Intelligent networking of products and processes in the technological value added
- For the six key industries in Germany an additional value creation of EUR 70 billion is expected until 2025
- Potential can only be realized through close interaction between electrical, mechanical and IT



Agenda

1. Business conditions

2. Market conditions for Bertrandt

3. Key figures for the first half of fiscal year 2014/2015

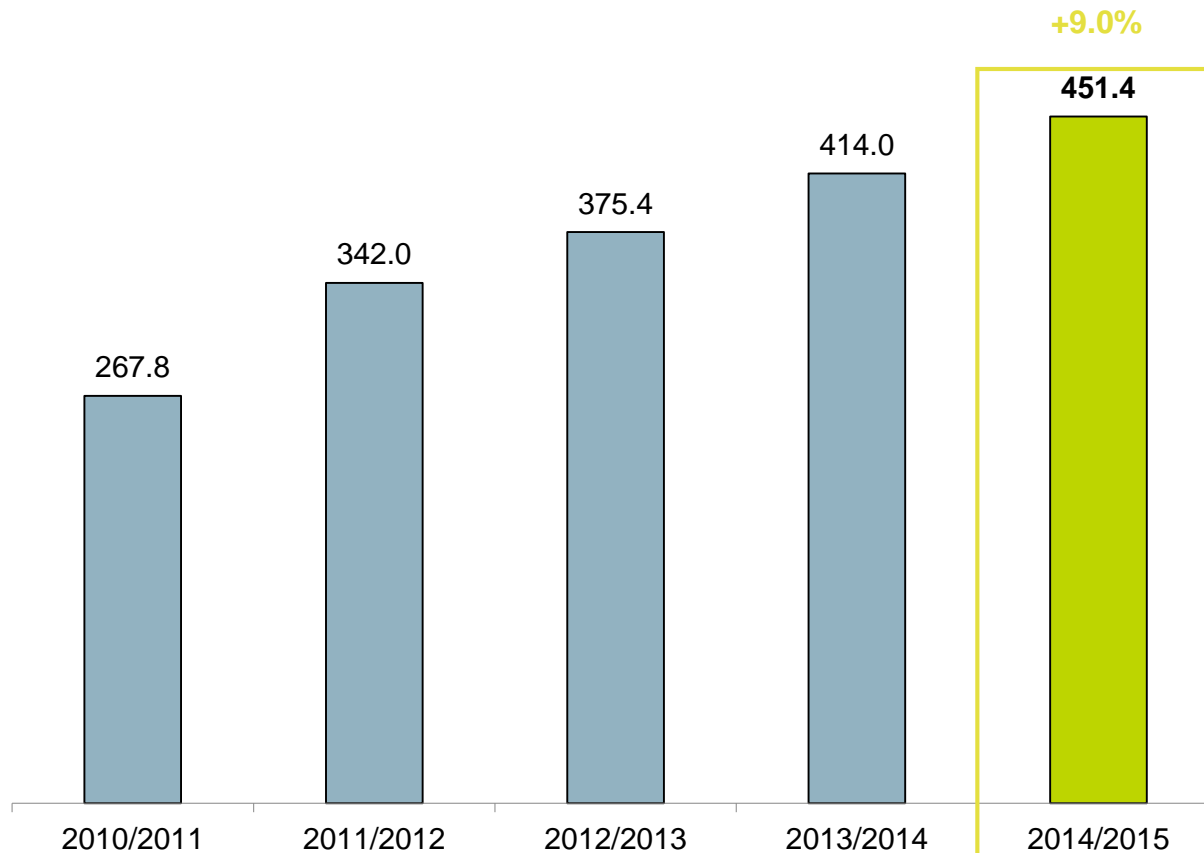
4. Outlook

Bertrandt: first half of FY 2014/2015

- 9,7 percent EBIT margin
- High Capex
- 63,2 percent equity ratio
- 11.859 employees worldwide

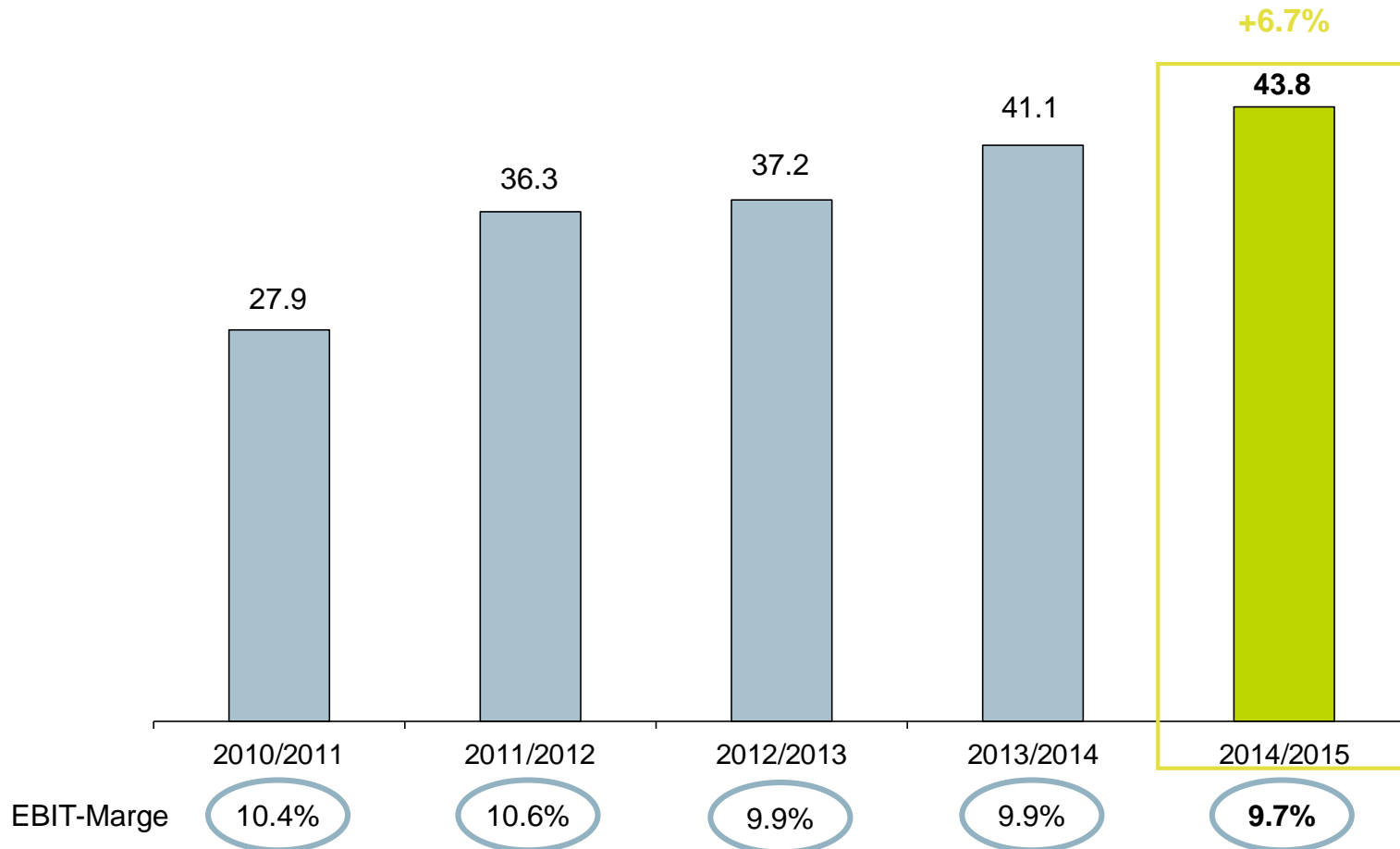


Revenues* – Half-year figures (EUR million)



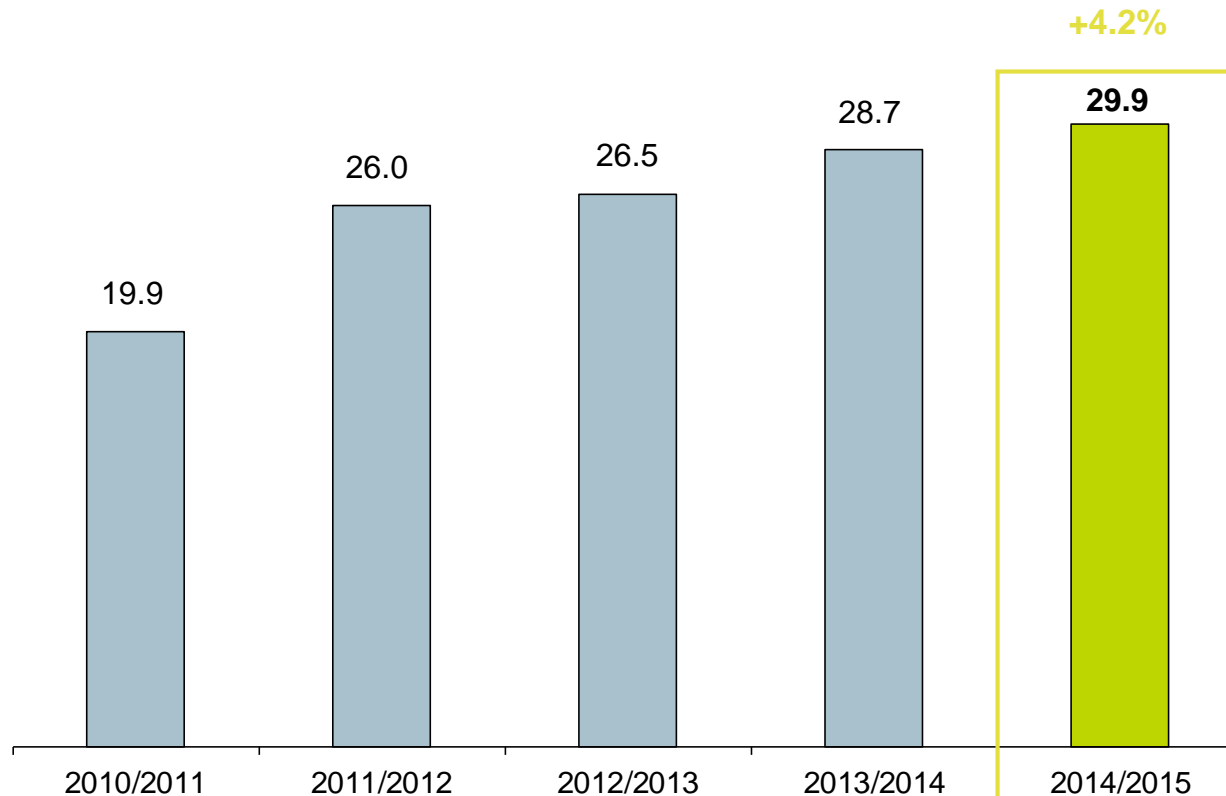
*Financial indicators refer to the group

EBIT* – Half-year figures (EUR million)



*Financial indicators refer to the group

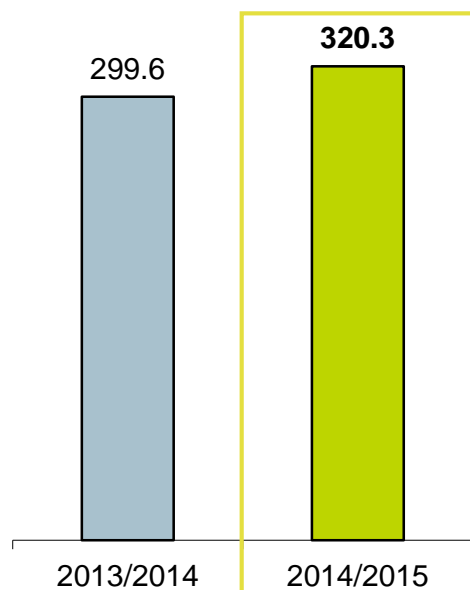
EAT* – Half-year figures (EUR million)



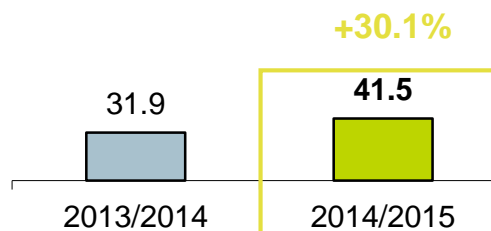
*Financial indicators refer to the group

Expenses* – Half-year figures (EUR million)

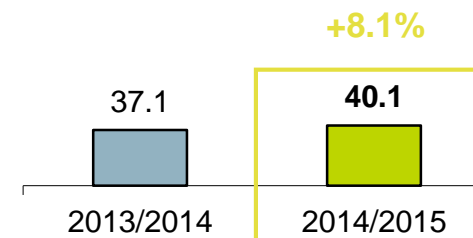
Personnel expenses **+6.9%**



Material expenses



Other operating expenses



Expense ratio*

72.4%

70.9%

7.7%

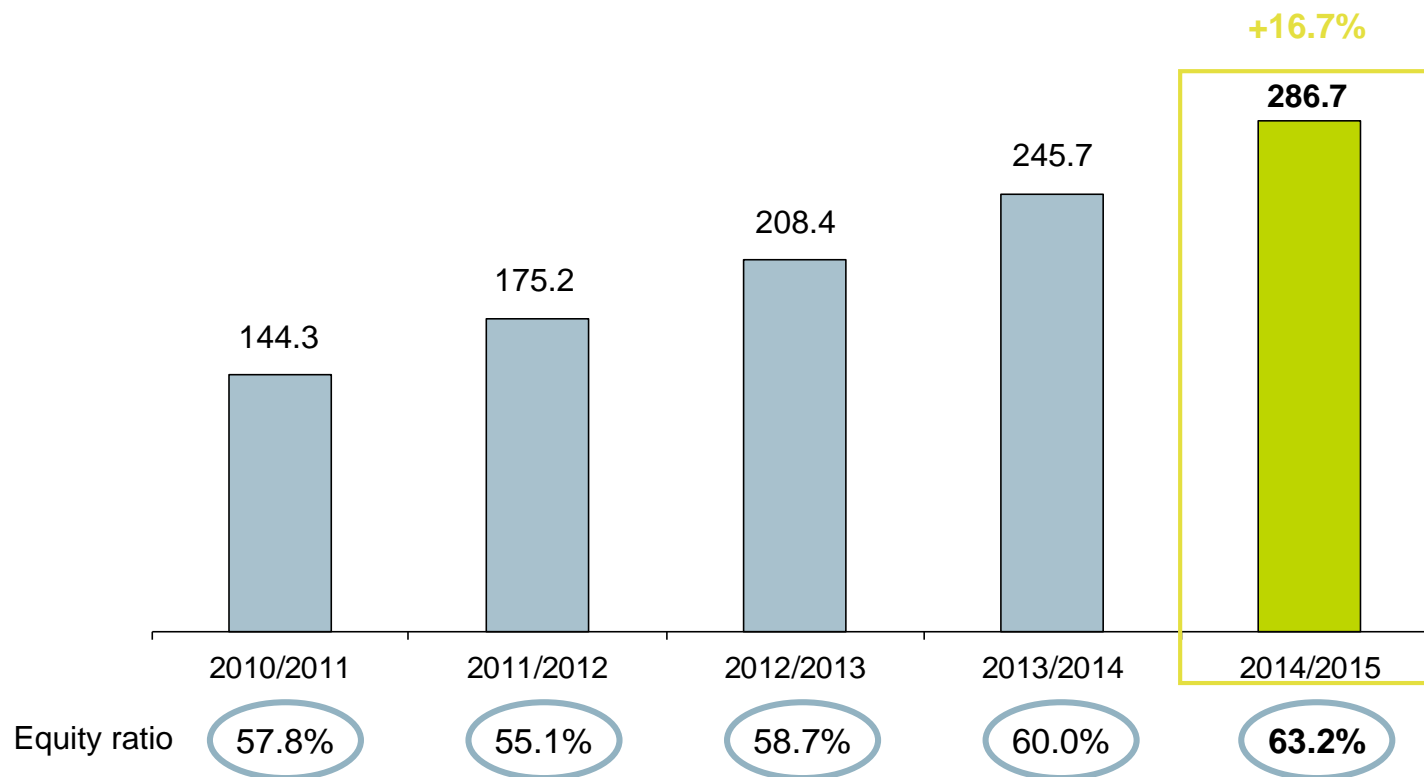
9.2%

9.0%

8.9%

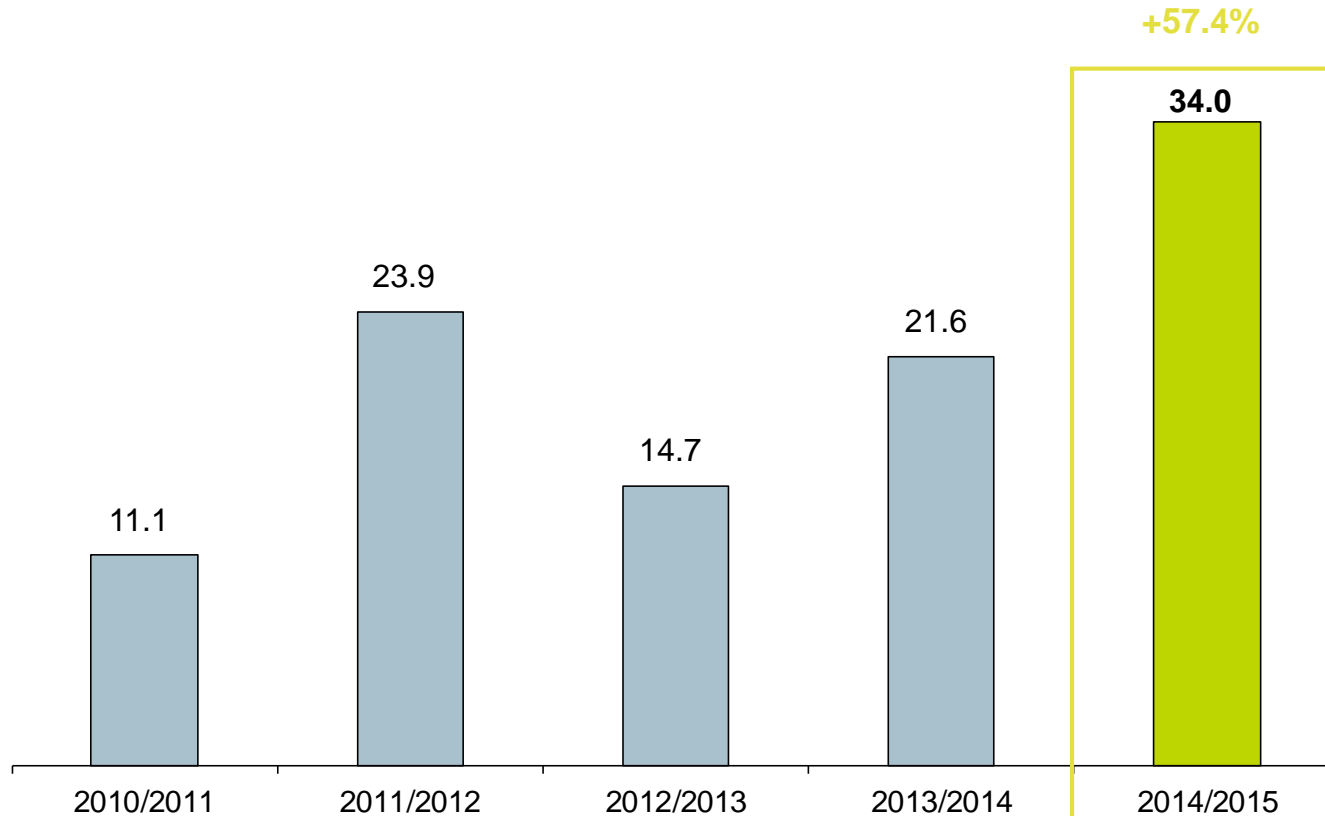
*Financial indicators refer to the group

Equity* – Half-year figures (EUR million)



*Financial indicators refer to the group

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



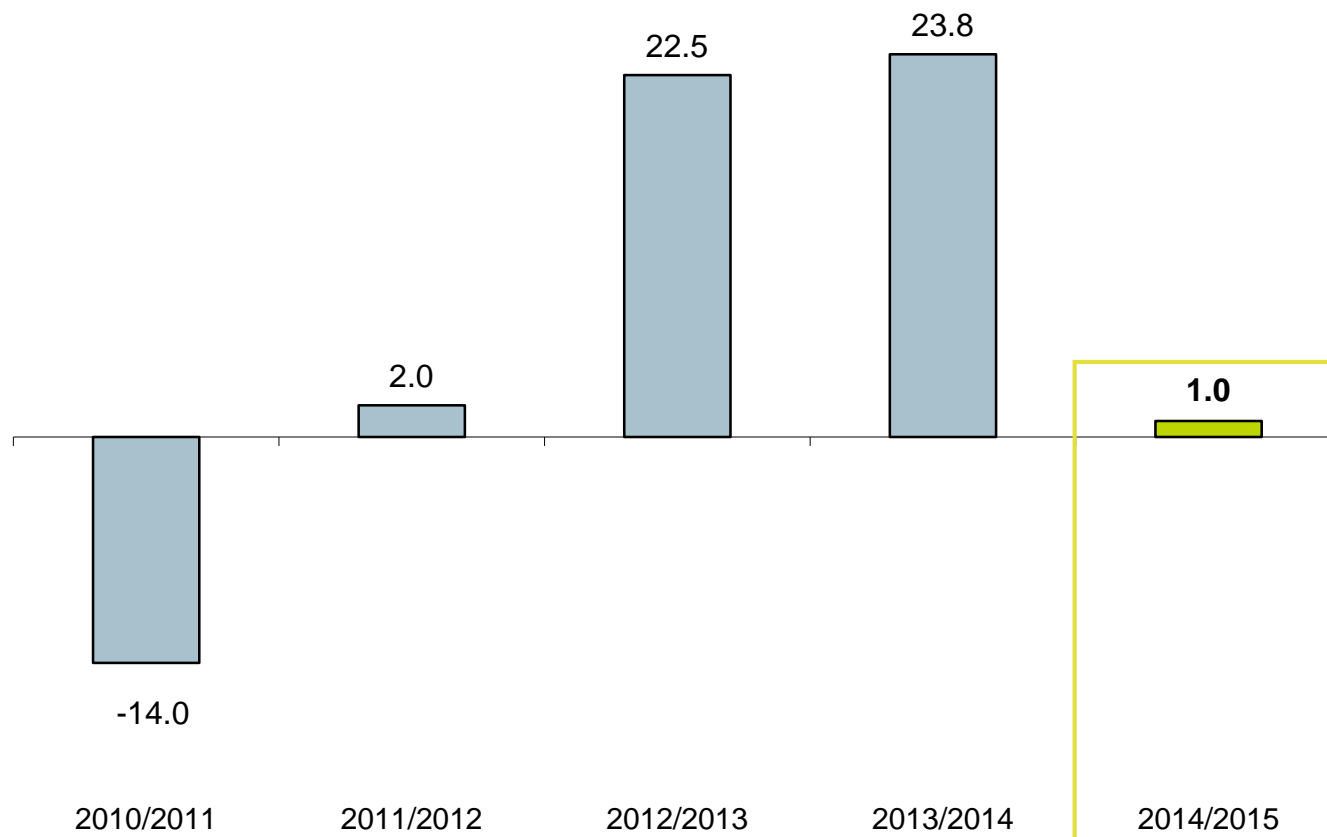
*Financial indicators refer to the group

Overview of investments in the first half of 2014/2015

- Infrastructure close to our customers
 - Expansion and endorsement of construction and testing facilities
- Examples for capex in technical equipment
 - Testing center for safety in Munich
 - Testing for systems and moduls
 - Testing center for drive train in Mönnsheim
 - E-mobility, powertrain, environment simulation

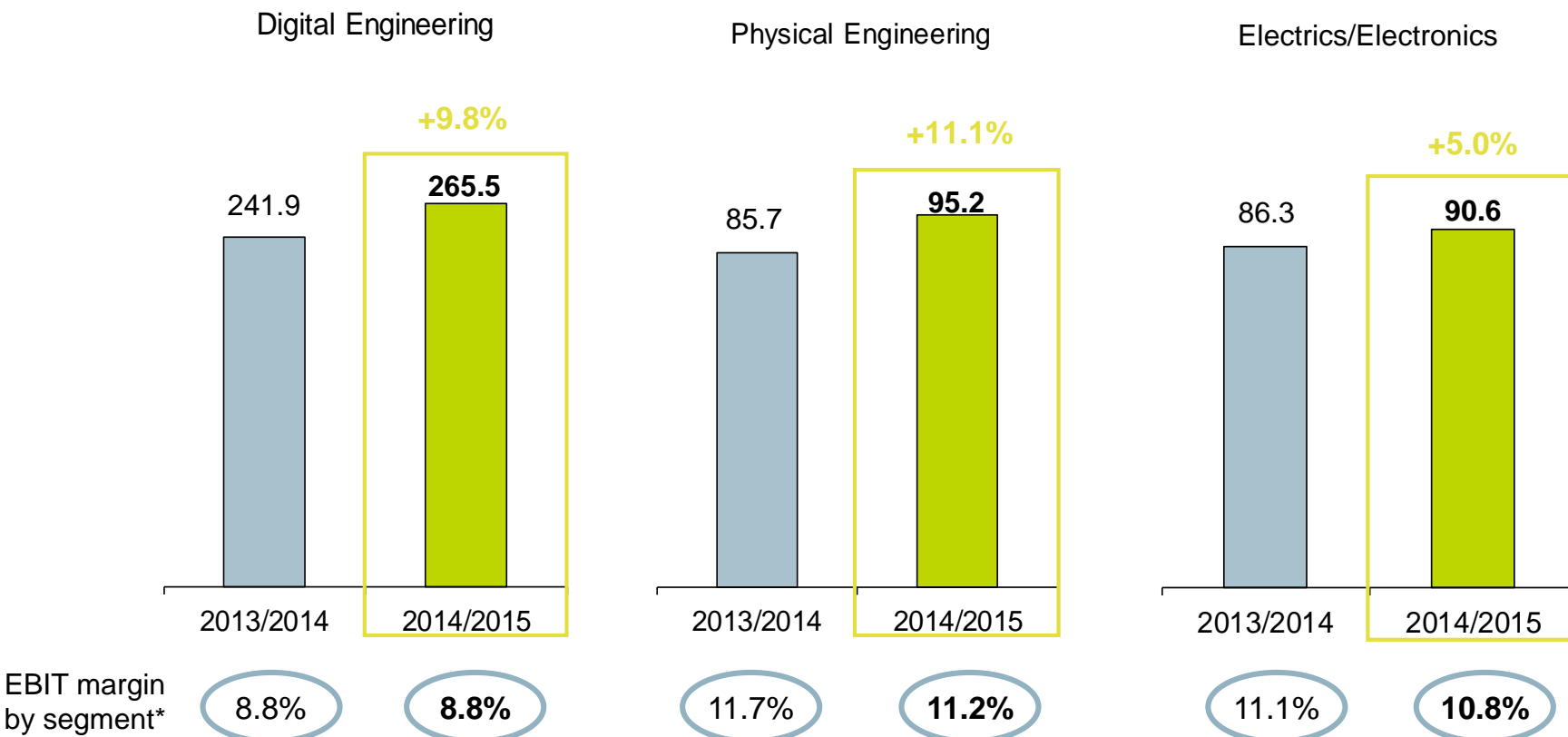


Free cashflow* – Half-year figures (EUR million)



*Financial indicators refer to the group

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



*Financial indicators refer to the group

Bertrandt – An attractive employer

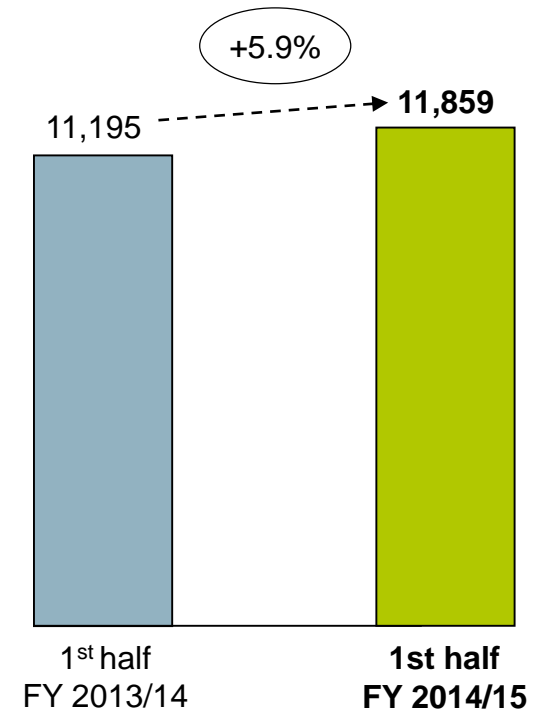
- Rank 91 of the top employers in 2015 in the fields of engineering (trendence Institute Berlin)



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



Development employees*



*Indicators refer to the group

Recruiting and qualification

- 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
- 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 5.9 million invested



Agenda

1. Business conditions
2. Market conditions for Bertrandt
3. Key figures for the first half of fiscal year 2014/2015

4. Outlook

The Bertrandt fiscal year 2014/2015 – Outlook (1/2)

- Drives in key industries are inline
- Investments reflect entrepreneurial opportunities and prospects of the Group
 - Basis for sustainable growth
- Systematic cost management
- Consistent review and optimization of processes assure our high level of quality and profitability

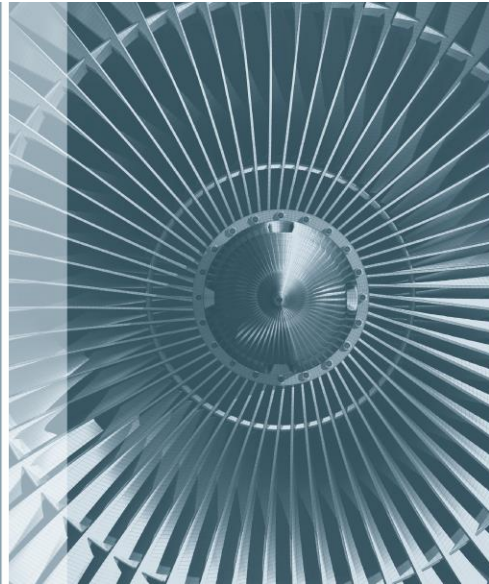
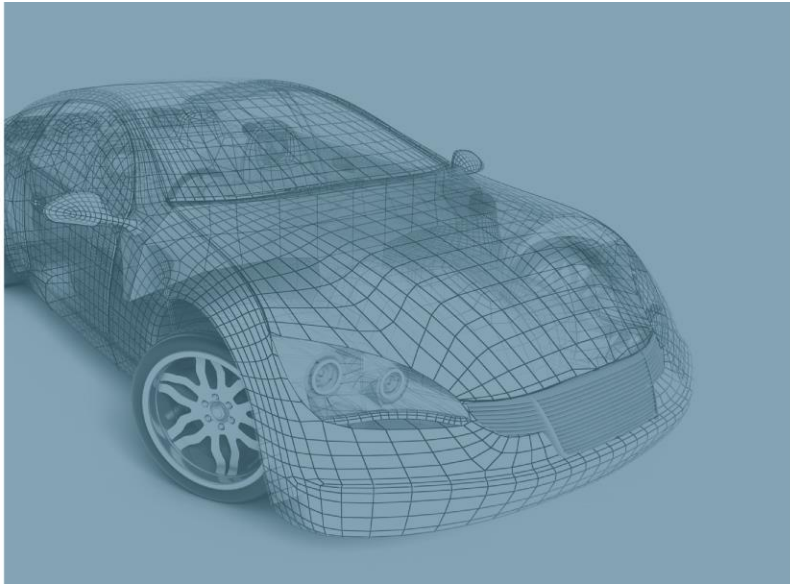


The Bertrandt fiscal year 2014/2015 – Outlook (2/2)

- 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!



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