



**Press Conference FY 2017/2018**  
**Bertrandt AG**

Stuttgart, December 13<sup>th</sup> 2018, Dietmar Bichler, Chairman of the Board

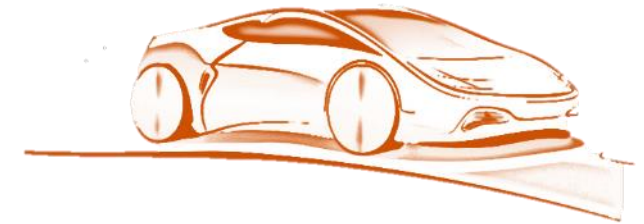
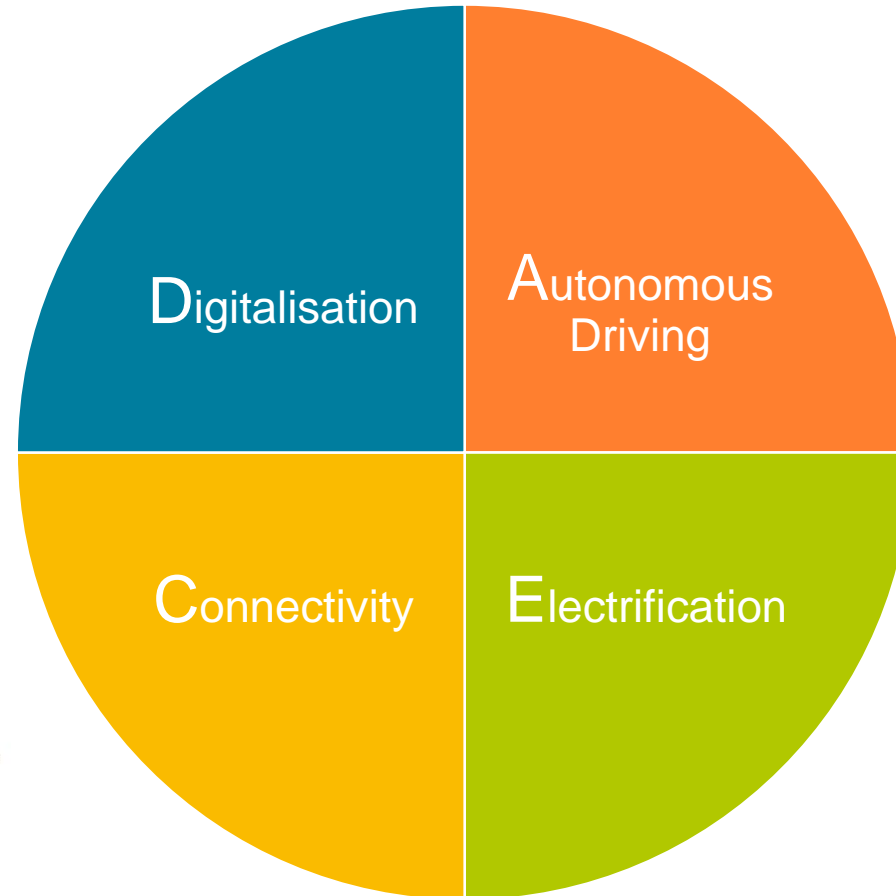
**bertrandt**

# Financial Report 2017/2018

- New impulses for the future
  - Continuing technology change in the market
  - Future direction of the group
- Market trends
  - Environmentally friendly mobility
  - Autonomous and connected driving
  - Model and variant variety
  - Digitalisation
- Bertrandt as a strategic partner of its customers
  - Comprehensive solution competence

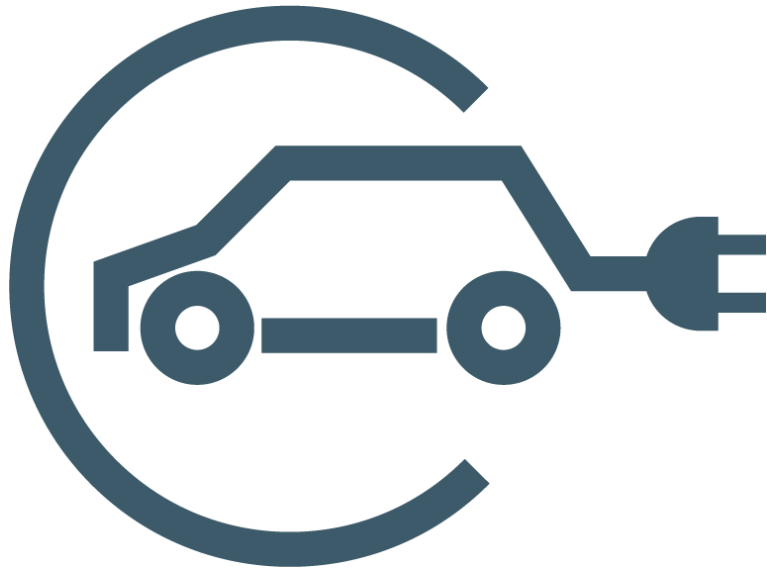


# Current and future priorities of the mobility industries – Four megatrends continue to dominate



Model Diversity      Complexity      Industry 4.0

## Research and development for megatrends in the automotive sector at a high level



- VDA predicts that the German automotive industry will invest around EUR 40 billion in the development of alternative drive systems by 2020



- VDA estimates that the German automotive industry will invest EUR 16 to 18 billion in digitalization over the next three to four years

## Other German industry sectors also continue to grow



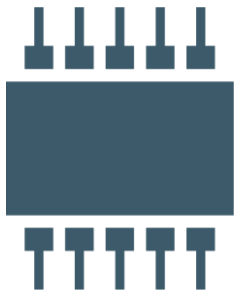
- Aerospace industry grows by six percent



- Energy technology is growing at more than six percent



- Mechanical and plant engineering is growing by five percent



- Electrical industry grows over seven percent



- Medical technology is growing at more than two percent

## Future-oriented investments – Highlights FY 2017/2018

### Building up and expanding infrastructure

Currently new buildings with testing facilities for innovative electrified powertrains are successively taken in operation in northern Germany

### Cooperation with Microsoft

Bertrandt was awarded the highest Microsoft partner status in the field of application development and is now a certified Gold Partner

### Sod-turning for high-voltage battery testing-center

The new high-voltage battery test center is being built in the Bertrandt technical center in Ehningen. In April 2019, the two-storey building with a floor area of around 1,200 m<sup>2</sup> is to be completed with the test equipment up and running

### Bertrandt and SGL Carbon present “CARBON CARRIER” technology

Working in close cooperation, Bertrandt and SGL a novel and integrated concept for innovative interior structures based on composites

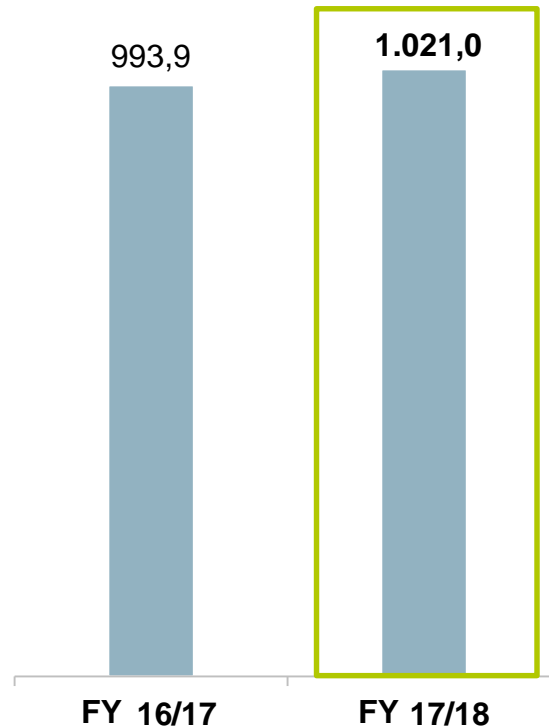


■ FISCAL 2017/2018

bertrandt

# Total revenues and EBIT

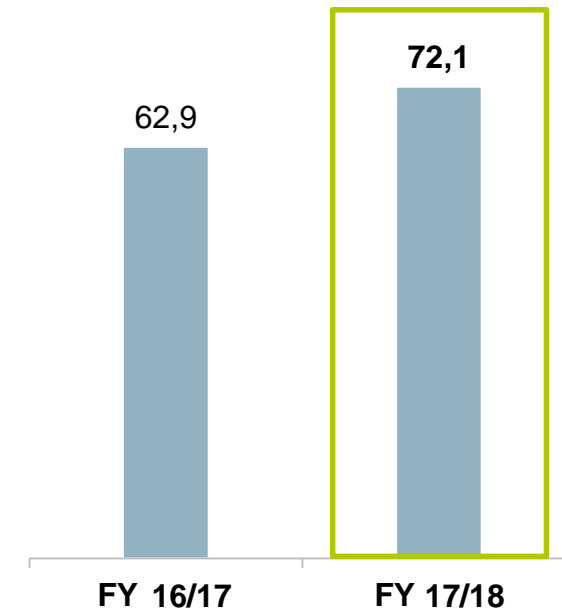
**Total revenues\***  
(in EUR million)



- Increase of 2.7%
  - 27,142 EUR million in absolute figures
  - Achieved over one billion total revenues first time in history

\*Numbers refer to the Group

**EBIT\***  
(in EUR million)

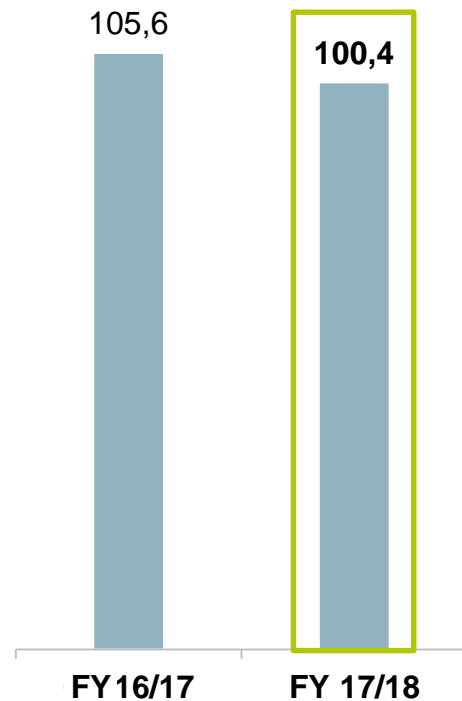


- Increase of 14.7%
  - Margin at 7.1% (previous year: 6.3%)
  - Improved utilization and project results



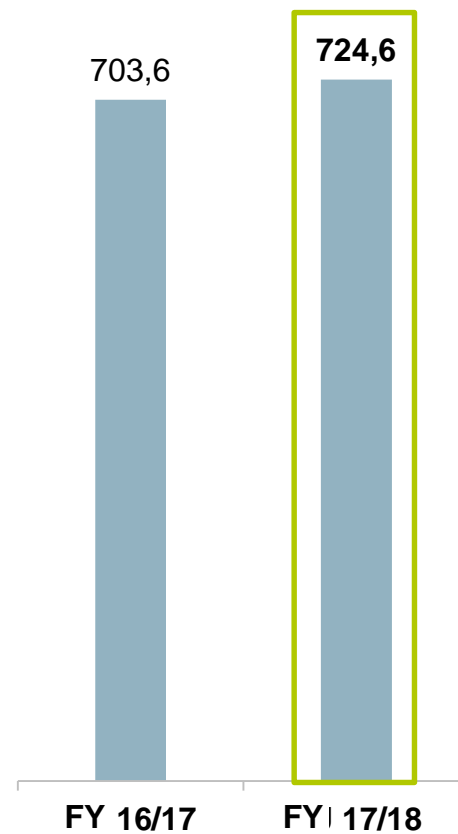
# Key expenditure figures

**Cost of materials\***  
(in EUR million)



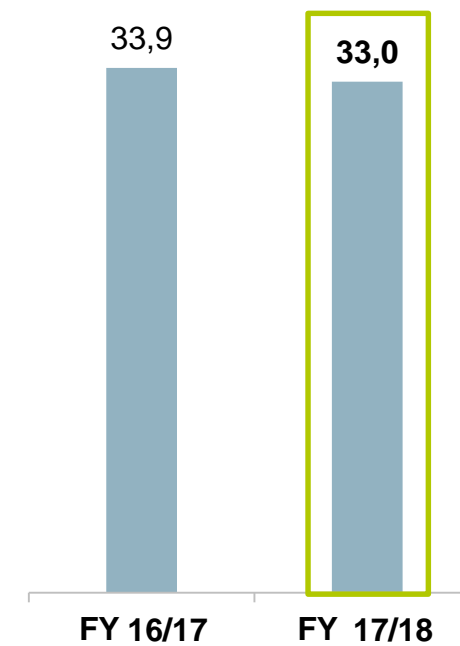
- Ratio 70.9% (previous year: 70.8%)

**Personnel expenses\***  
(in EUR millio)



- Ratio 9.8% (previous year: 10.6%)

**Depreciation\***  
(in EUR million)



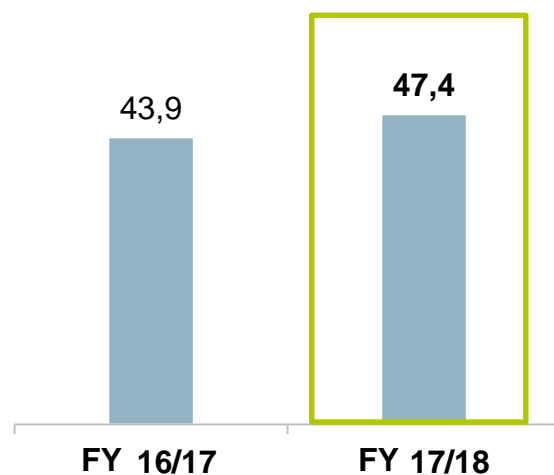
- Ratio 3.2% (previous year: 3.4%)

\*Numbers refer to the Group

# Post-tax earnings and Earnings per share

## Post-tax earnings\*

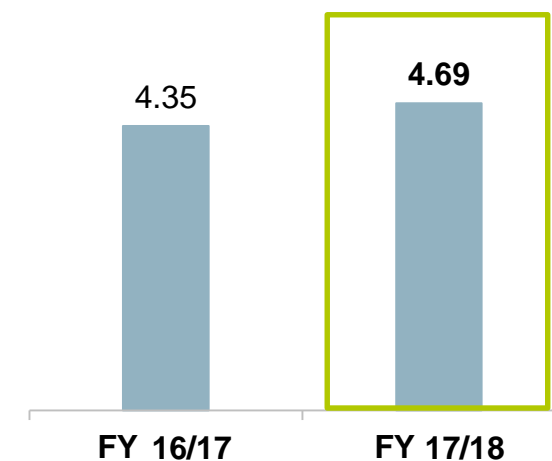
(in EUR million)



- Increase of 8.0%
  - Tax rate at 27.4% (previous year: 24,4%)

## Earnings per share\*






(in EUR)



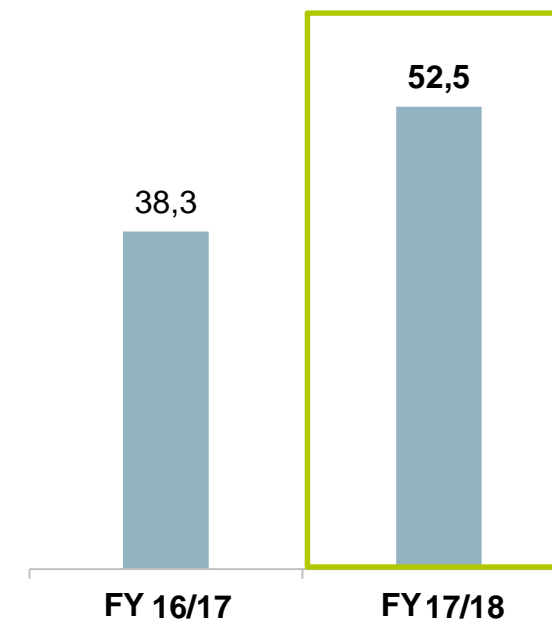
- Increase of 7.8%

\*Numbers refer to the Group

# Capital expenditure

-  All wheel drive train test bench for electric powertrains
-  Infrared measuring technology for emission testing
-  Transmission test bench
-  Portable Emissions Measurement System (PEMS)
-  High-voltage testing bench for power electronics

**Capital expenditure\***  
(in EUR million)

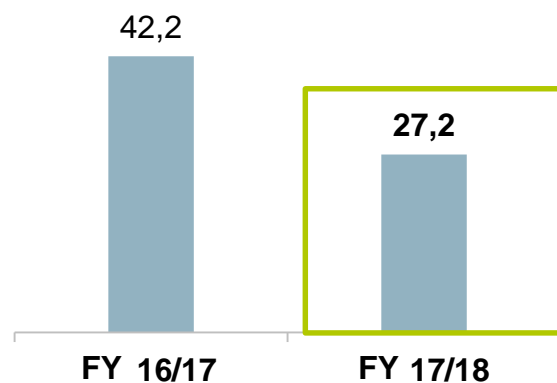


\*Numbers refer to the Group

# Operating Cashflow and Free Cashflow

## Operating Cashflow\*

(in EUR million)

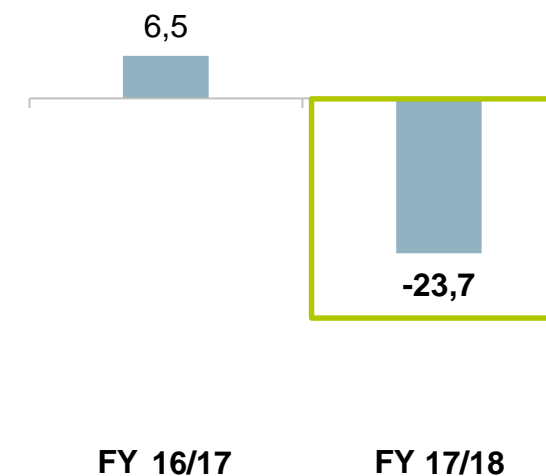


- Volume of working capital had increased on the balance sheet date, as reflected in an increase in current receivables and other assets

\*Numbers refer to the Group

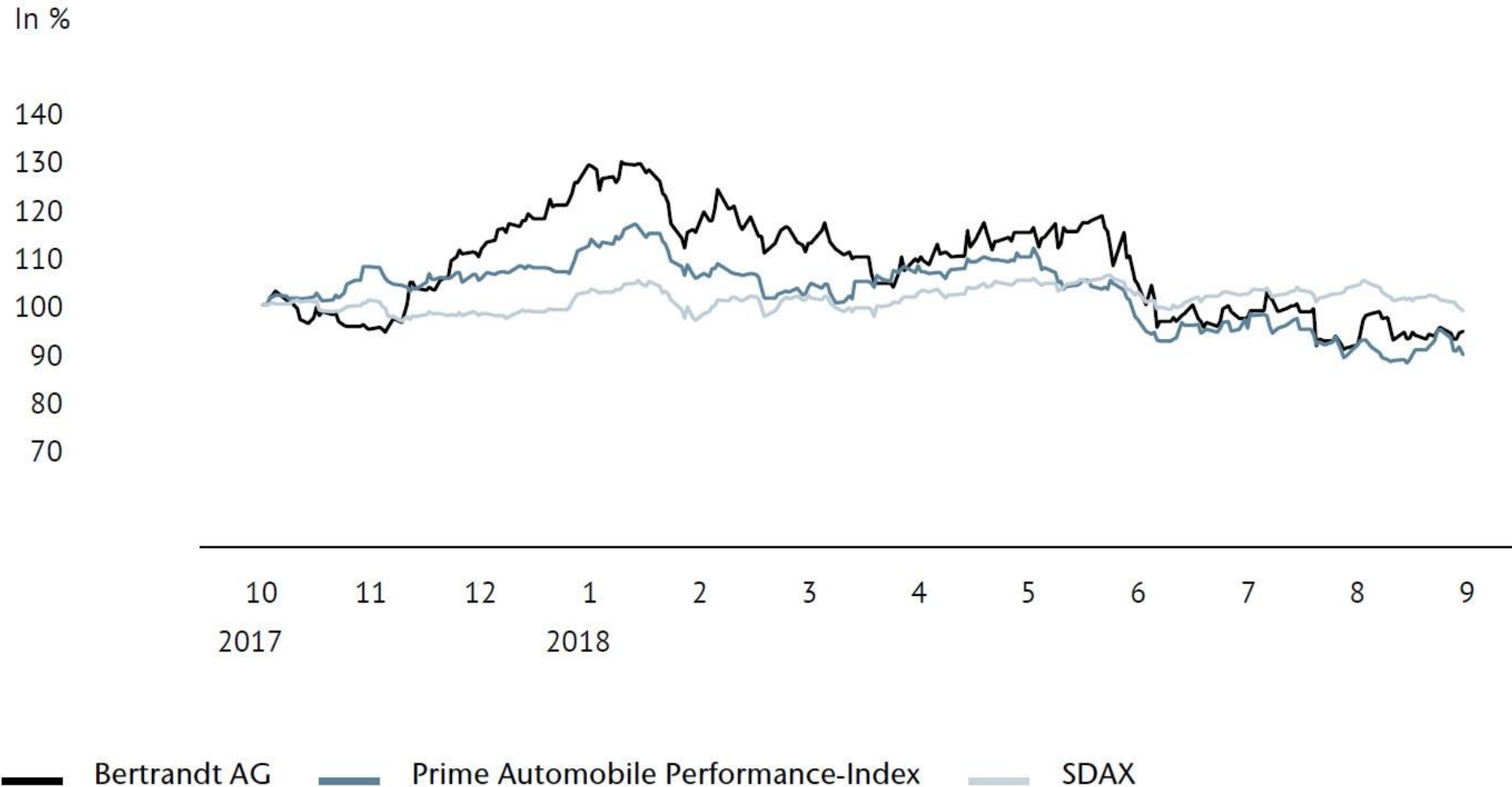
## Free Cashflow\*

(in EUR million)



- Change in working capital
- Ongoing investing activities

## Bertrandt at the capital market



# Human resource management



- 13,329 employees as of September 30<sup>th</sup> 2018



- 360 apprentices throughout the Group



- Awarded several times



bertrandt



# Project scopes, regulations and new technological possibilities offer further perspectives and many opportunities



German automotive industry is pursuing a broad-based decarbonisation strategy

Increasing digitalisation to make road traffic even safer and more efficient

Progress in the development of autonomous driving

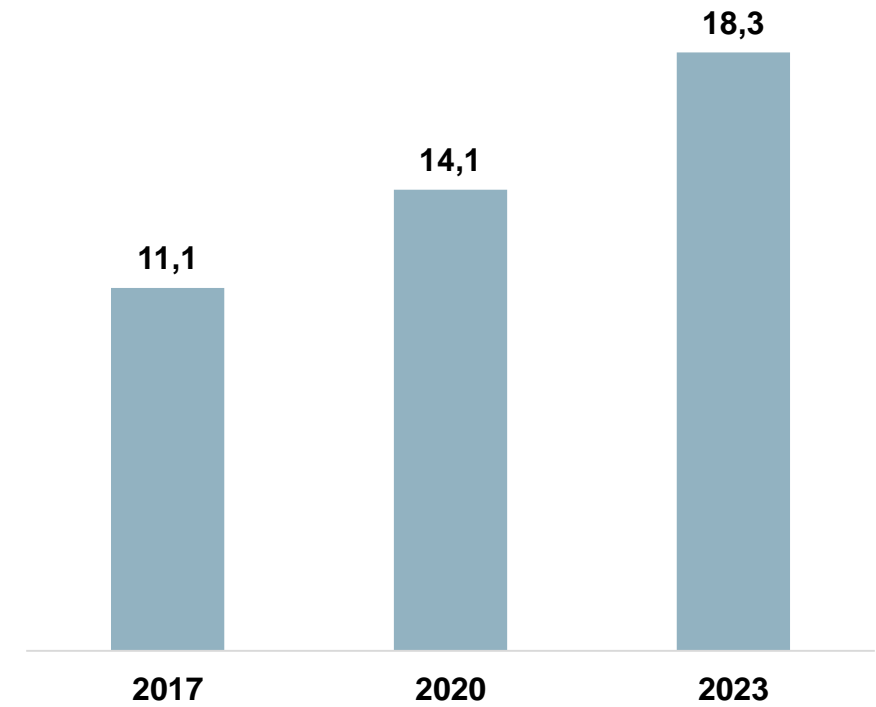
Civil aviation adjusts model range to changing requirements in the area of sustainability and comfort



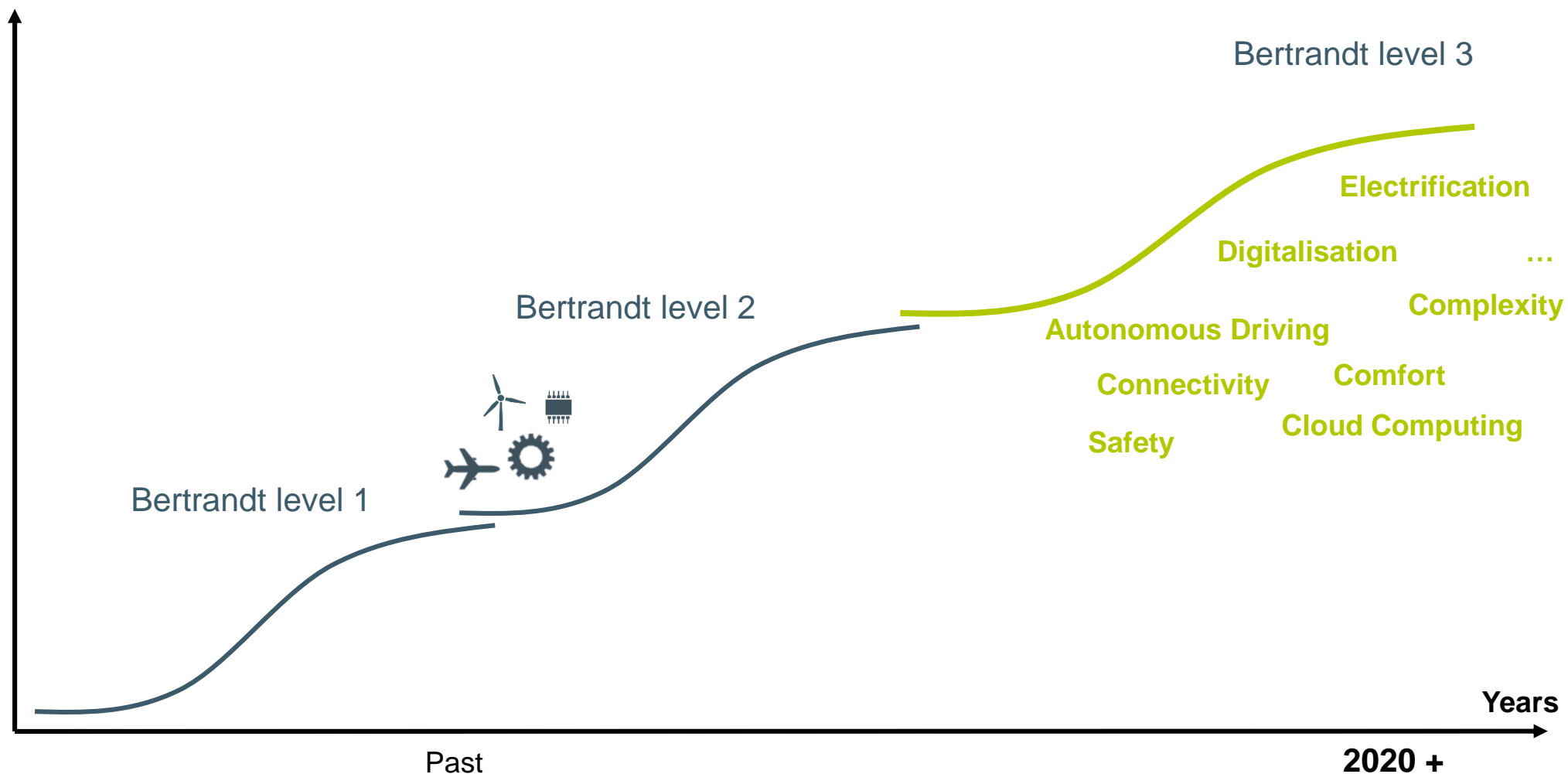
# Study „ESP Market Update“ – Market growth for engineering services in the automotive sector

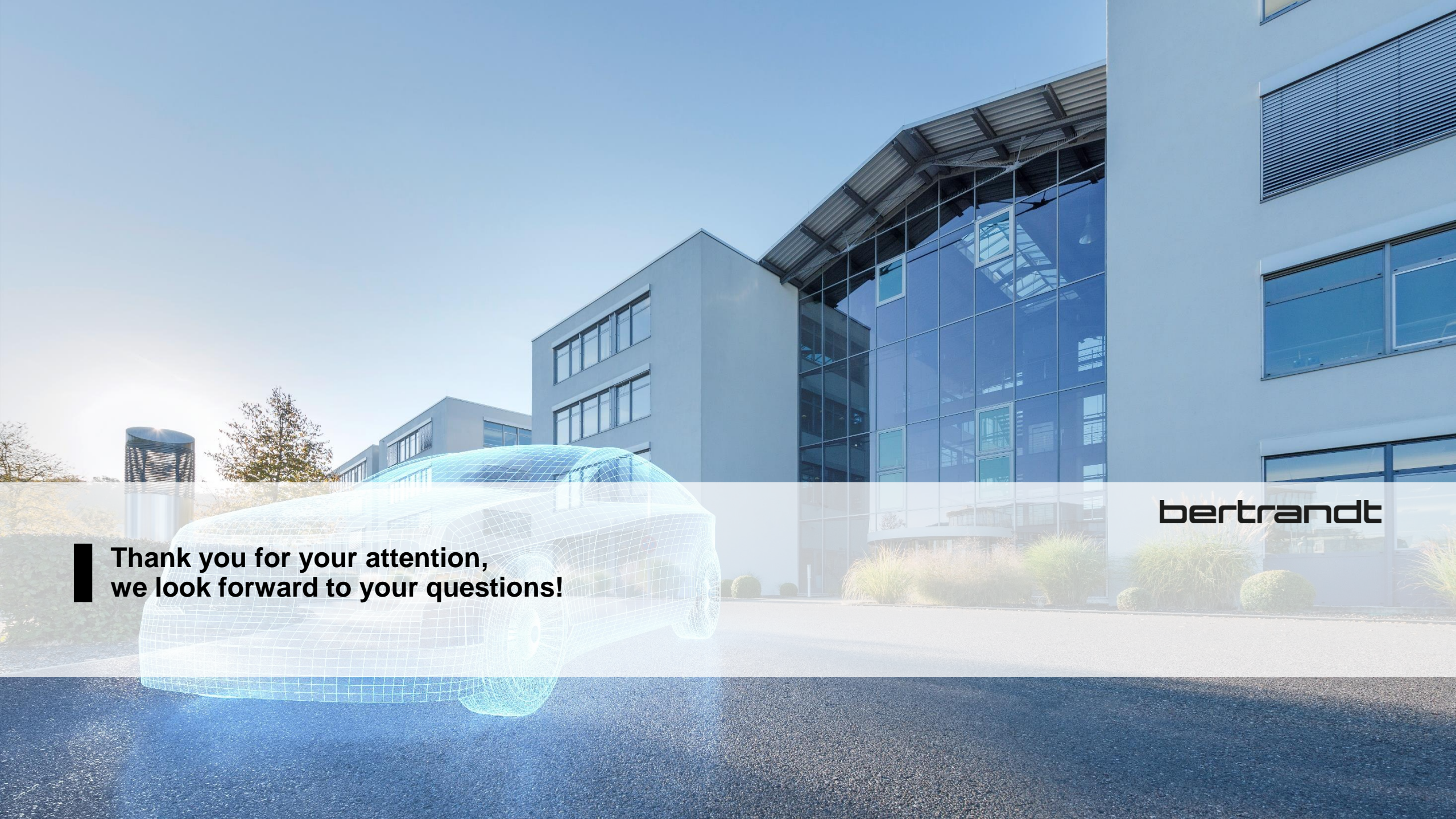
- Further increase in the estimated market volume for automotive engineering services
  - Outsourcing of larger work packages
  - Favors large, high-revenue companies
- Increased customer demand in the area of electrics and electronics
  - Digitalisation
  - Connectivity
  - Autonomous driving
  - E-mobility

Estimation global market volume  
Engineering services in the automotive sector – in EUR billion



# Positive corporate development expected in fiscal year 2018/2019





**Thank you for your attention,  
we look forward to your questions!**

**bertrandt**

## Legal notice

This presentation contains inter alia certain foresighted statements about future developments, which are based on current estimates of management. Such statements are subjected to certain risks and uncertainties. If one of these factors of uncertainty or other imponderables should occur or the underlying accepted statements proved to be incorrect, the actual results could deviate substantially from or implicitly from the expressed results specified in these statements. We have neither the intention nor do we accept the obligation of updating foresighted statements constantly since these proceed exclusively from the circumstances on the day of their publication.

As far as this presentation refers to statements of third parties, in particular analyst estimations, the organization neither adopts these, nor are these rated or commented thereby in other ways, nor is the claim laid to completeness in this respect.