

# **OUR WAY TOWARDS 2025**

Stabilus Annual General Meeting, Luxembourg, February 14, 2018

Dietmar Siemssen, Chairman of the Management Board

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## Agenda

1. Stabilus at a glance

2. STAR 2025

3. FY2017 results

## Agenda

1. Stabilus at a glance

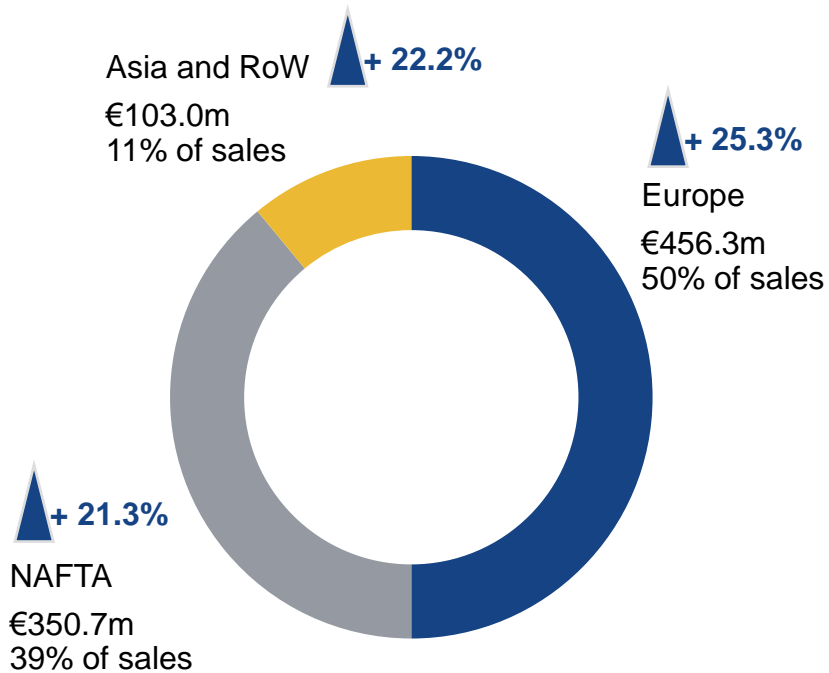
2.

3.

## STABILILUS record year 2017

### Turnover by region

Revenue FY2017: €910.0m



### In all kinds of industries

#### Automotive



#### Marine



#### Domestic



#### Aviation



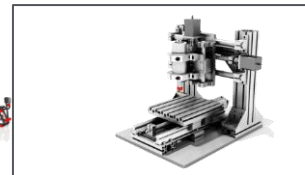
#### Construction machinery



#### Medical applications



#### Engineering



#### Commercial furniture



#### Agriculture



#### Truck / Bus



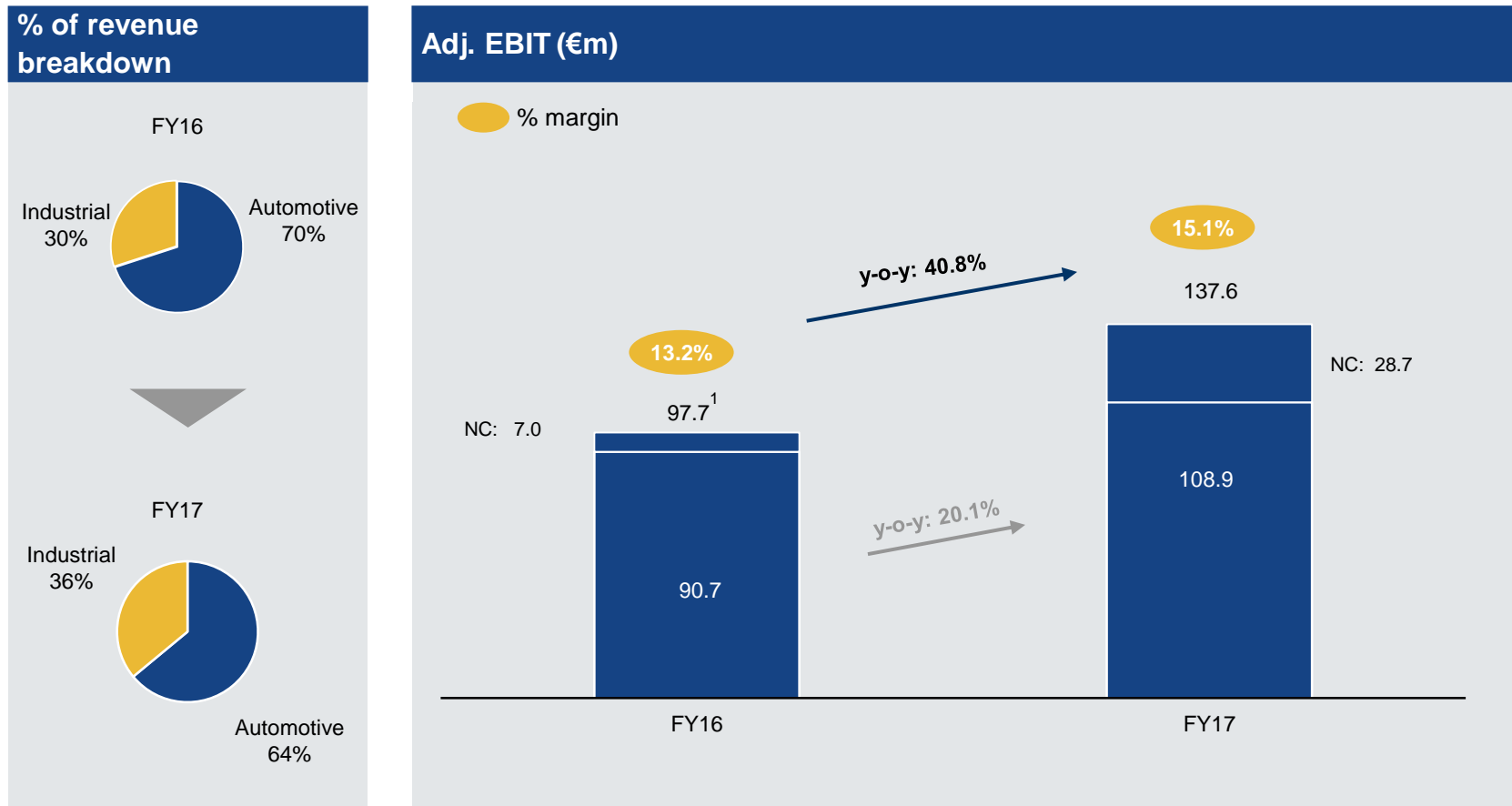
#### Railway



#### Solar



## Favorable revenue breakdown, higher adj. EBIT margin



Note: **NC** = contribution of 'new companies' ACE, Hahn Gasfedern, Fabreeka / Tech Products (acquired in June 2016).

<sup>1</sup> Adjustments for pension interest charges in EBIT are discontinued from Q1 FY17 on, i.e. there is no adjustment for €0.8m pension interest in FY17. For comparison reasons, FY16 adj. EBIT was reduced in this presentation by €1.1m (FY16 pension interest).

## Broad motion control product portfolio



## Agenda

1.

2. STAR 2025

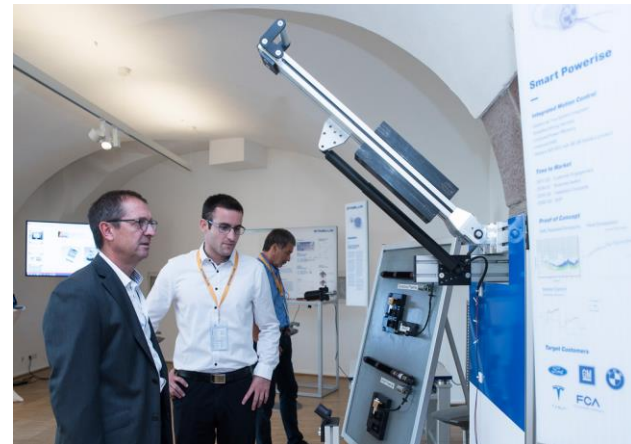
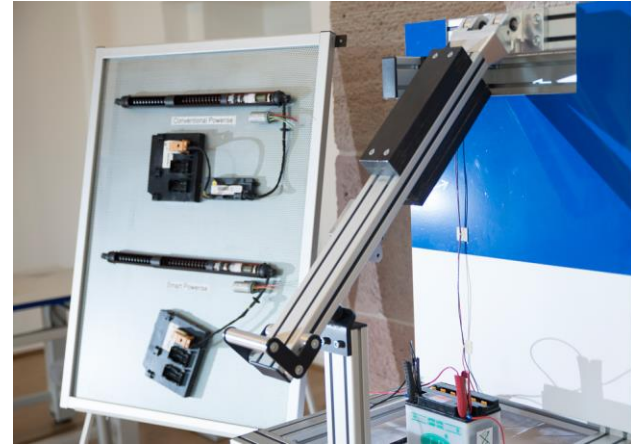
3.



## Group Convention 2017



## Group Convention 2017



## STAR 2025 – Stabilus long-term strategy

**VISION: In 2025 Stabilus is the leading motion control company.**



### SUSTAINABLE GROWTH

Stabilus strives to achieve an average sales increase of more than 6% p.a. through 2025.



### ONE STABILUS

Sustainable success depends on the performances of all of our employees. To this end, we want to form the strongest team possible.



### GLOBALIZATION

Stabilus strives to achieve a balanced regional presence. We form a strong, global team.



### INNOVATION

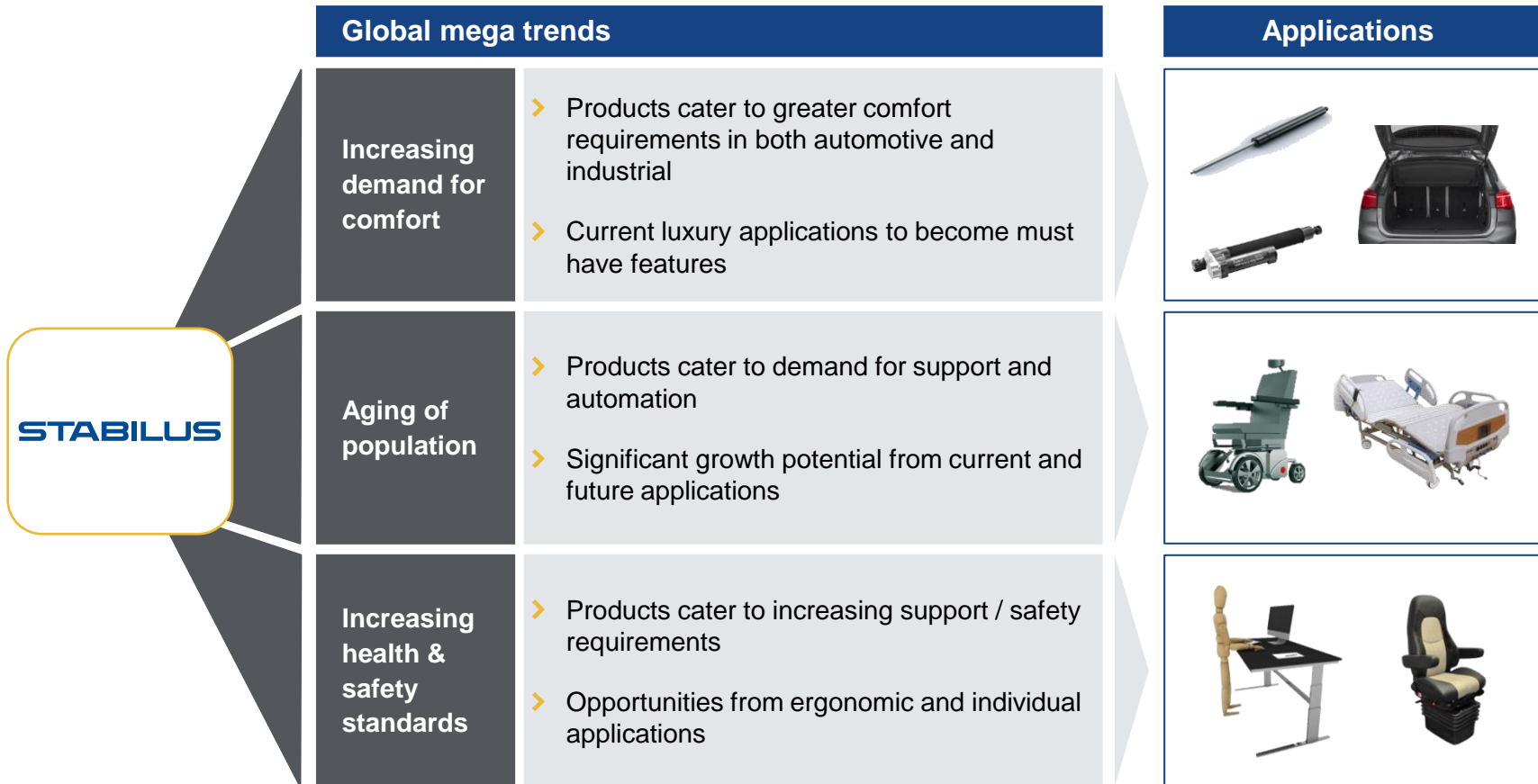
Stabilus is developing and practicing a strong culture of innovation. It is the foundation for long-term, successful growth.



### EXCELLENCE

Stabilus strives for excellence in all of its procedures, manufacturing processes and products.

## Stabilus is well positioned to benefit from current mega trends



## Future trends are seen as additional opportunities



## Agenda

1.

2.

3. FY2017 results

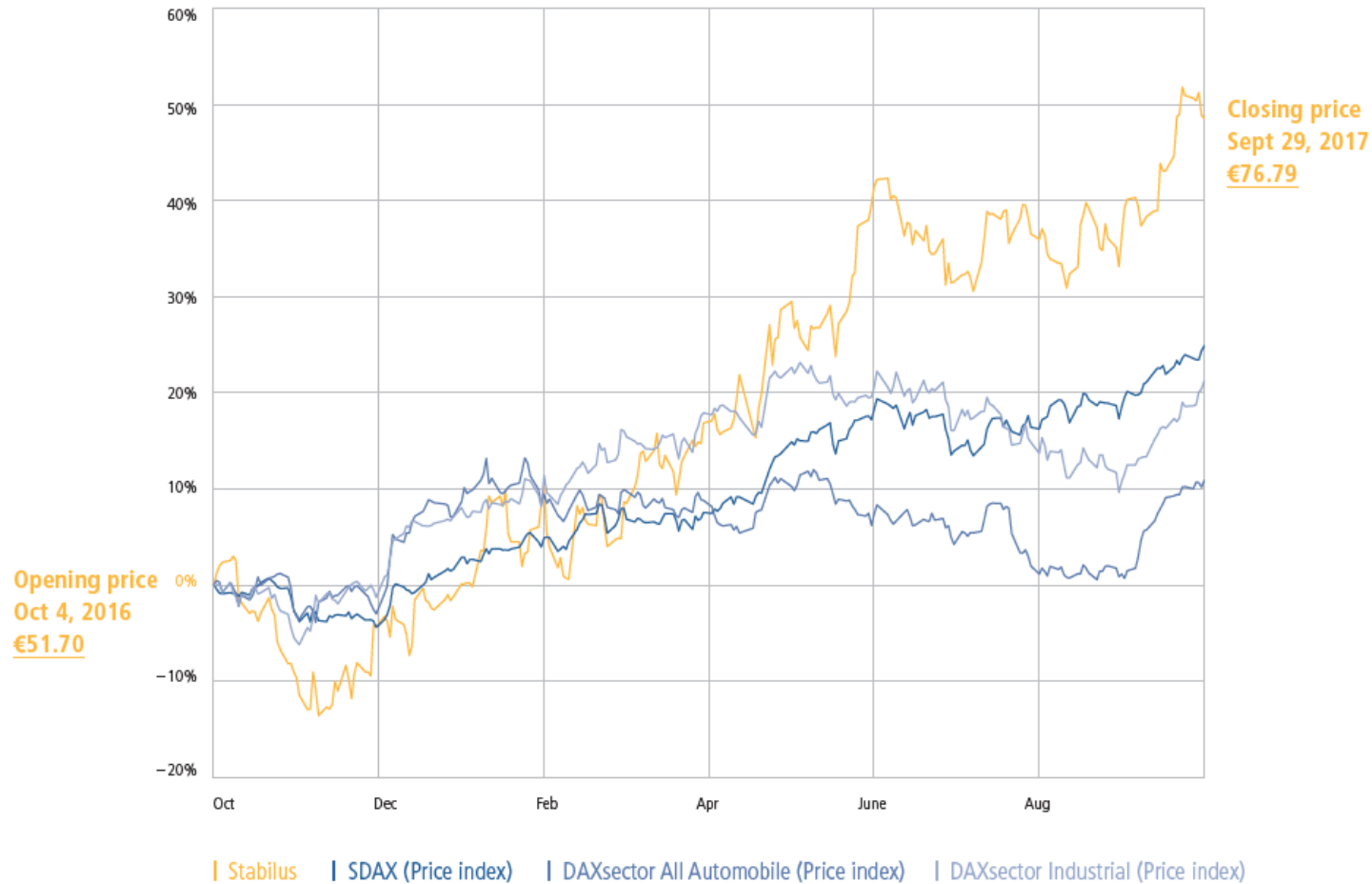
## FY2017 highlights

*Fiscal year-end September*

<b>Revenue</b>	<ul style="list-style-type: none"> <li>➤ Revenue up by 23.4% to €910.0m (+€172.5m vs. FY16)</li> <li>➤ Growth in all regions: Europe (+25.3%), NAFTA (+21.3%), as well as Asia / Pacific and RoW (+22.2%)</li> <li>➤ Growth in Powerise (+24.5%), Capital Goods (+19.5%), as well as Gas Spring (+6.4%)</li> </ul>
<b>Adj. EBIT</b>	<ul style="list-style-type: none"> <li>➤ Adj. EBIT up by 40.8% to €137.6m (+€39.9m vs. FY16)</li> <li>➤ Adj. EBIT margin at 15.1% (vs. FY16 margin of 13.2%)</li> </ul>
<b>Profit</b>	<ul style="list-style-type: none"> <li>➤ Profit after tax up from €48.0m in FY16 to €79.2m in FY17 (+€31.2m vs. FY16)</li> <li>➤ Profit margin at 8.7% (vs. FY16 margin of 6.5%)</li> <li>➤ Earnings per share at €3.21 (FY16: €2.21)</li> </ul>
<b>Net leverage ratio</b>	<ul style="list-style-type: none"> <li>➤ €50m early / voluntary repayment of senior loans in Q4 FY17 (repayment of €62.5m in 12M FY17)</li> <li>➤ Net leverage ratio at 1.5x (vs. 2.5x end FY2016)</li> <li>➤ Net financial debt at €274.4m</li> </ul>
<b>Outlook</b>	<ul style="list-style-type: none"> <li>➤ FY2018 revenue guidance:               <ul style="list-style-type: none"> <li>➤ organic and at constant fx rates vs. FY17 (i.e. at 1.10 \$/€) ~ 7.1% y-o-y growth</li> <li>➤ assuming 1.15 \$/€, ~ €960m (~ 5.5% y-o-y change)</li> </ul> </li> <li>➤ FY2018 adj. EBIT margin guidance: ca. 15.5%</li> </ul>

## Stabilus share price performance in FY2017

Share price performance





## Q1 FY2018 highlights

*Fiscal year-end September*

<b>Revenue</b>	<ul style="list-style-type: none"> <li>➤ Revenue up by 9.4% to €230.6m (+€19.9m vs. Q1 FY17)</li> <li>➤ Growth in all regions: Europe (+13.5%), NAFTA (+2.5%), as well as Asia / Pacific and RoW (+15.7%)</li> <li>➤ Growth in Powerise (+20.8%), Vibration &amp; Velocity Control (+15.9%), Capital Goods (+10.9%) as well as Commercial Furniture (+7.4%)</li> </ul>
<b>Adj. EBIT</b>	<ul style="list-style-type: none"> <li>➤ Adj. EBIT up by 15.3% to €33.9m (vs. €29.4m in Q1 FY17)</li> <li>➤ Adj. EBIT margin at 14.7% (vs. 14.0% in Q1 FY17)</li> </ul>
<b>Profit</b>	<ul style="list-style-type: none"> <li>➤ Profit after tax at €21.7m in Q1 FY18 (vs. €29.8m, or €15.7m excl. impact from fx gain on loans, in Q1 FY17)</li> <li>➤ Profit margin at 9.4% (vs. 14.1% in Q1 FY17)</li> </ul>
<b>Net leverage ratio</b>	<ul style="list-style-type: none"> <li>➤ Net leverage ratio at 1.4x (vs. 2.3x as of end Q1 FY17 and 1.5x as of end FY17)</li> <li>➤ Net financial debt at €262.2m</li> </ul>
<b>Outlook</b>	<ul style="list-style-type: none"> <li>➤ FY2018 revenue guidance: ~ 7.1% y-o-y growth to €975m (organic, at constant \$/€ rate, i.e. @ 1.10 \$/€), ~ 5.5% change y/y to €960m @ 1.15 \$/€ and ~ 3.8% change y/y to €945m @ 1.20 \$/€</li> <li>➤ FY2018 adj. EBIT margin guidance: ca. 15.5%</li> </ul>

# STABILUS

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