

STABILUS

STABILUS ANNUAL GENERAL MEETING

Dr. Michael Büchsner, CEO and Chairman of the Management Board

Luxembourg, February 12, 2020

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Market Share

- Stabilus focused on gaining new business and new project acquisition successes support rising, stronger market shares in all Asian Markets in the coming years for Gas Springs and Powerise



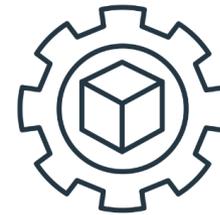
New Customers

- With Powerise, Stabilus got awarded projects with leading Asian OEMs



Production

- Stabilus decided to build a new Powerise Plant in China which goes into production in April / May 2020



New Products

- Stabilus has gained 2 DA90 projects with Asian customers and expands this innovation journey to Asia

Trade war burdens sales. Stabilus uses growth chances and expands future automotive market shares.



Market Share

- The trend towards high quality products in all Asian Markets continues and supports sales growth
- Fabreeka vibrations damping solutions projects are increasing in Asia



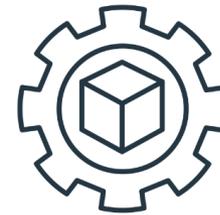
Localization

- Our STAR Strategy is targeting to more than double the sales in the APAC region by 2025 by enforcing the local capabilities especially in China and by further deep-localization



New Office

- Our strong position in ASEAN has encourages us to open a new company in Singapore for sales and application engineering which was established in December 2019



New Products

- Our industrial business has been awarded with development projects in the semi-conductor industry for highly complex vibration elimination solutions

Industrial customers focus more on quality and high-tech solutions.

Extension Projects FY19

STABILUS



Hahn Gas Spring Extension



STRO Powerise Extension



Powerise Plant China



Capacity extensions to support future growth and to meet current demands in Germany, Romania and China for Industrial Gas Spring and Powerise were made in FY2019.



General Aerospace

- Supplier of Motion Control Solutions to the aircraft industry.
- The rationale is to expand the motion control product portfolio in the aviation industry and to further develop the aircraft aftermarket and the retrofit business.

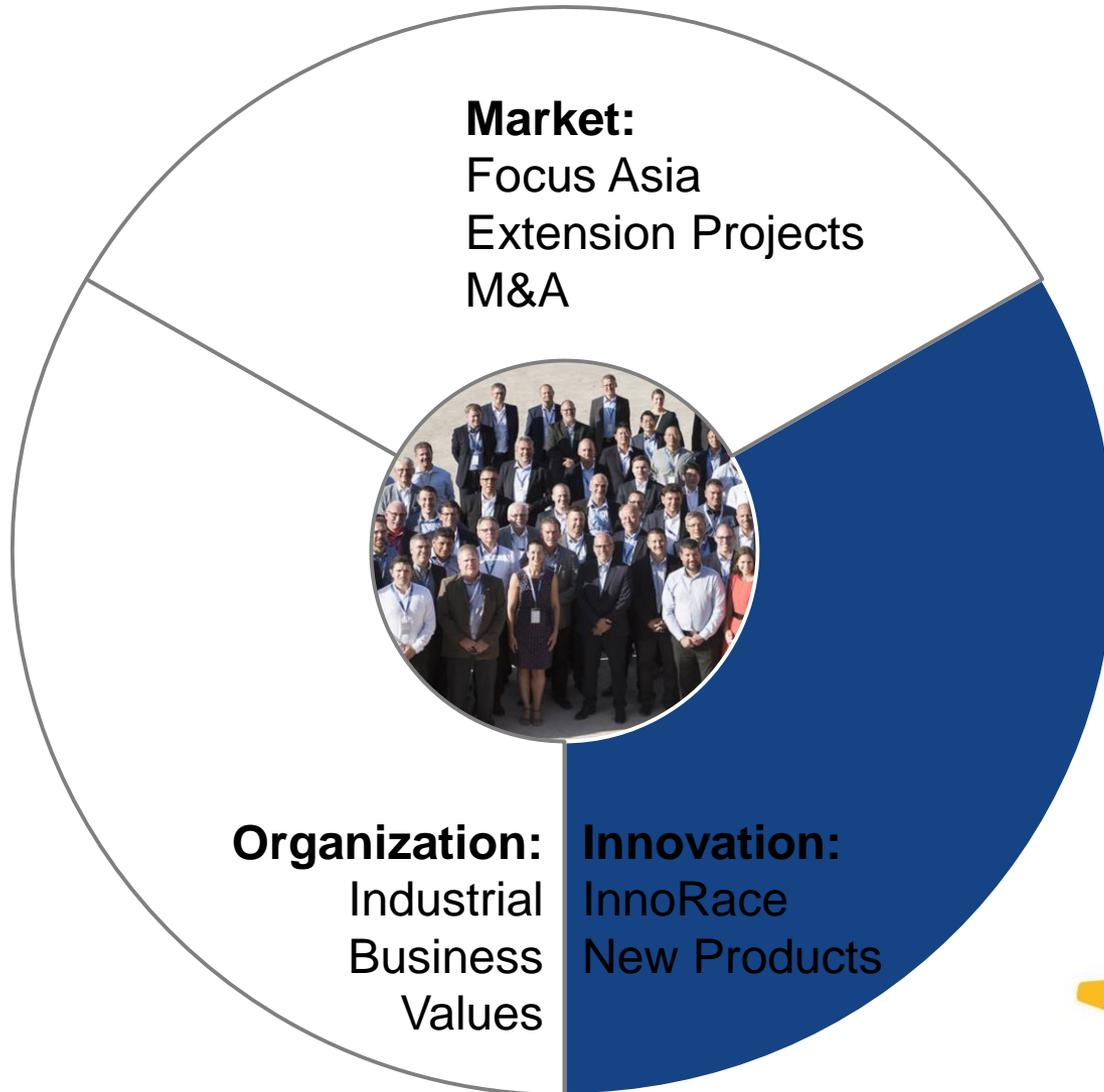
Clevers

- Argentinian manufacturer of gas springs and dampers with focus on industrial clients, e.g. from the agricultural, engineering and transport sectors.
- The acquisition will strengthen Stabilus footprint in South America.

Piston

- Turkish manufacturer of gas springs and dampers.
- The acquisition of Piston will strengthen our product portfolio and market penetration on the industrial side of our business in the independent aftermarket.

The acquisition of three companies strengthened Stabilus Industrial portfolio.





Goal

- Develop new products and markets
- Make innovation everybody's business
- Build a sustainable process for innovation



Participants

- All employees worldwide were invited to share ideas and to comment on other ideas



Ideas

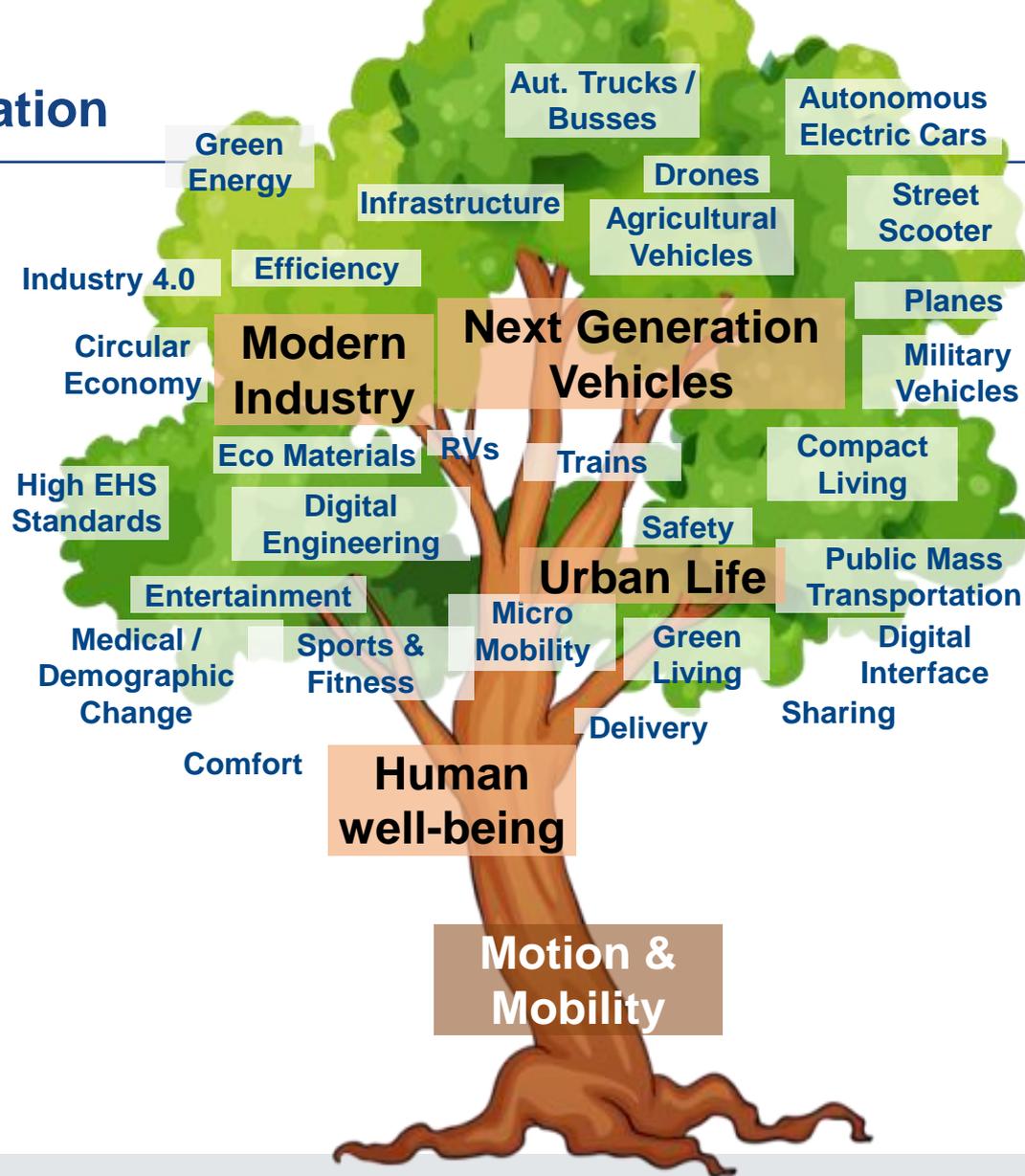
- Product, process and application innovation ideas were collected



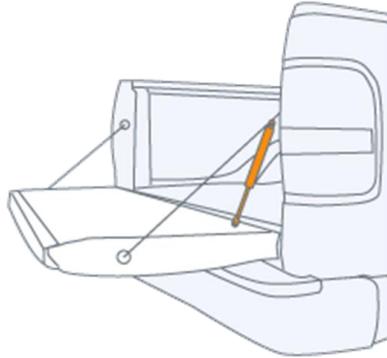
Results

- 2 series developments were started
- 4 further ideas receive sponsorship

Goal: Build an innovation culture that fuels our long-term success.



Refocused on the impact of megatrends to our portfolio to develop the products of the future.



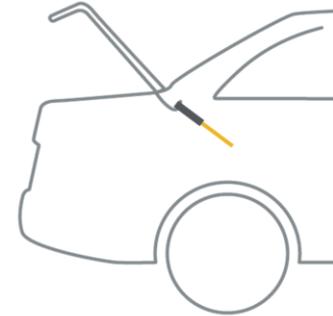
Tension Gas Spring

Damping in opening direction

- Smooth dynamic damping and end-damping
- Damping not affected by temperature change
- Self opening possible

Lift support in closing direction

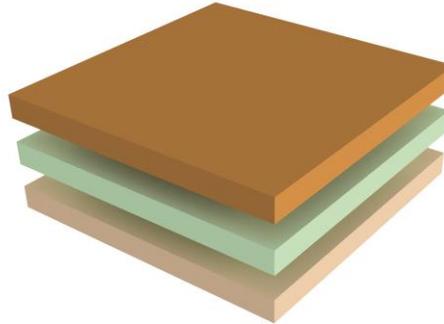
- Comfortable closing efforts – very easy to close
- Compact & flexible installation
- Dimensions comparable to standard gas spring



Gas Damper

Advantages

- Damping almost not affected by temperature change!
- Reduced trunk lid closing efforts due to temperature-independent function
- Always comfortable closing behavior
- Installation angle independent
- Almost noiseless



Active Isolation Systems

- High-precision equipment only provides optimal results with every possible condition met. Our systems provide maximum vibration reduction.

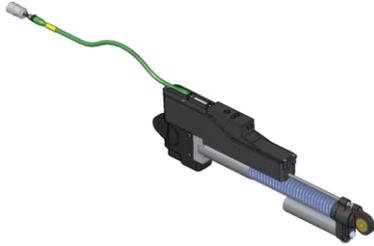
Fabreeka-TIM® RF

- Fabreeka-TIM® RF is a high density, closed cell rigid polyurethane foam used as an effective thermal break for a variety of building envelope and cold storage applications.

Smart Products

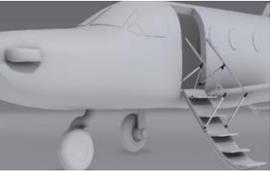
- With Smart Products Stabilus develops from a component supplier to a system supplier. Smart Products will become a requirement for complex electrical systems.

General Aerospace – Innovation



- A350 Bin Lift Assist Gen3+
 - intelligent sensor-based lift assist force for closing OHSC bins in long range A/C
 - payload-independent control of bin opening time through velocity control valve
 - protection from abuse load through overload pressure valve

General Aerospace – Key Products

Luggage bins	Seats	Lavatories	Cockpits	Engine cowlings	Airstairs
 <ul style="list-style-type: none"> ➤ Lift Assist Unit (LAU)  ➤ Hydraulic Dampers  ➤ Mounting hardware for hydraulic dampers  ➤ E-Latch  	 <ul style="list-style-type: none"> ➤ GAs Lox  ➤ Control cables  ➤ Crew Seat Damper  	 <ul style="list-style-type: none"> ➤ Mini Spring Actuators (MSA)  ➤ Rotary Dampers  	 <ul style="list-style-type: none"> ➤ Primary Flight Control Dampers  	 <ul style="list-style-type: none"> ➤ Struts – Lift Assist and Hold Open Rods (LA and HOR)  	 <ul style="list-style-type: none"> ➤ Handrails 



STABILUS GROUP 2020

Business Units

Automotive
Gas Spring

Automotive
Powerise

Industrial

STABILUS



+ future Industrial
acquisitions

Strengthen market perception of Industrial business and capture untapped growth opportunities together: Merge Capital Goods and Vibration & Velocity Control

Minor Changes

Americas

EMEA

APAC

Automotive Business Units



*Global Customers – Global BU Focus
Customer Teams, Global Pricing, Global Responsibilities*

Changes

Industrial Business Unit

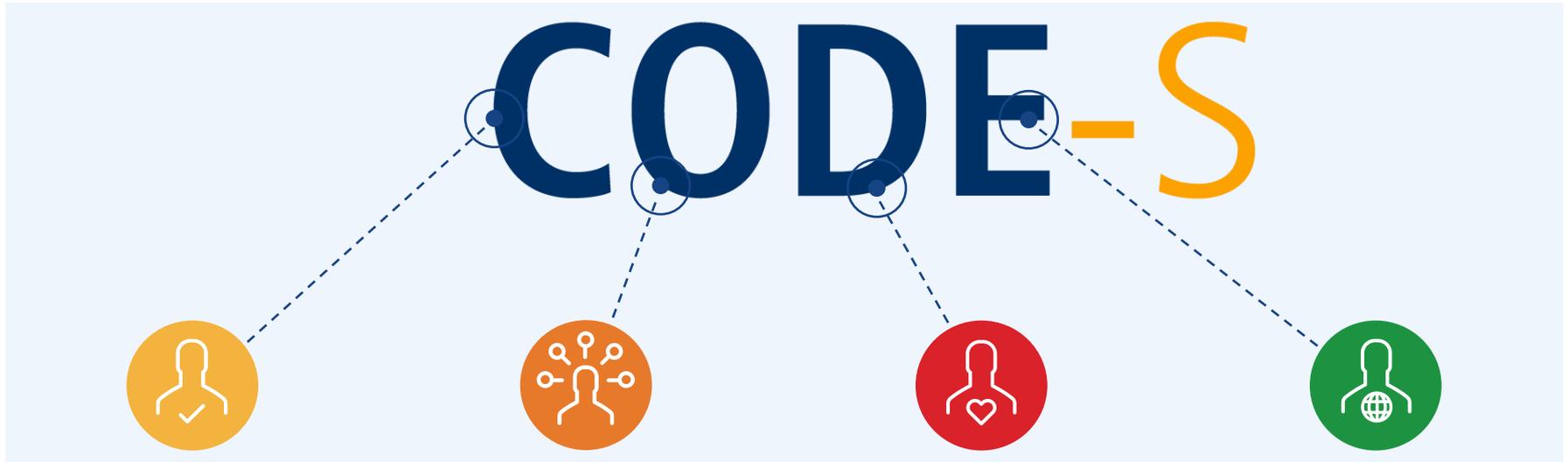


Global BU Management with stronger focus on available target market segments in the Regions, global customer strategies for global accounts



Global focus for Automotive, stronger Regional focus for Industrial.

- One Stabilus: Together we are strong. Our values and convictions unite us.



Based on the Conviction that **CODE-S** stands for our Success

Stabilus is backed by these firm values:

- C** stands for Commitment – for devotion and ambition
- O** stands for Open – for openness and curiosity
- D** stands for Delight – for enthusiasm and work satisfaction
- E** stands for Ethical – for moral obligation and responsibility



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