

Annual General Meeting

Luxembourg – February, 15th, 2017



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Chairman of the Executive Board

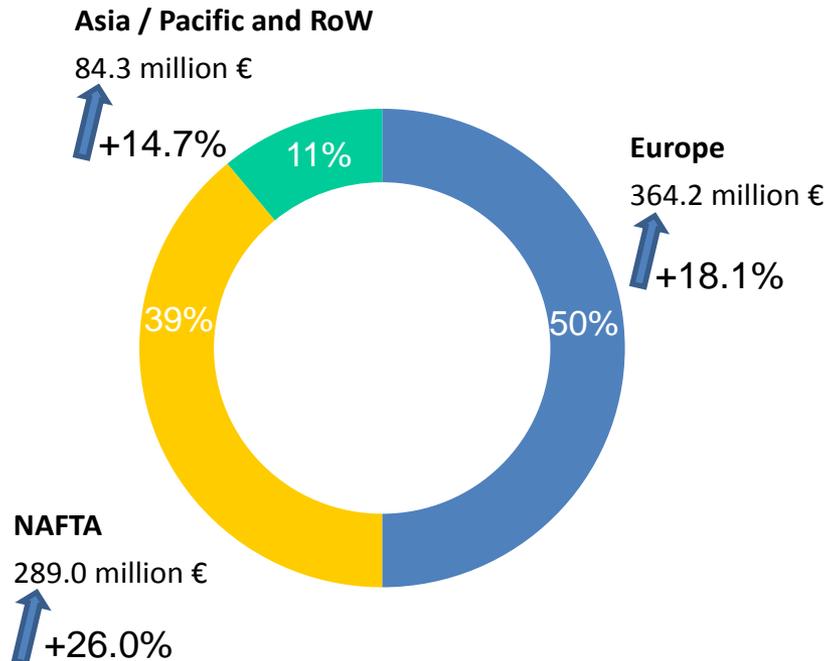
Dietmar Siemssen



STABILUS Today. Highest ever sales and profit

Turnover by Regions

Sales FY2016: 737.5 million €



Global Footprint

Employees: > 5,000

Production sites in 9 countries:

Australia, Brazil, China, Germany, Mexico, New Zealand, Romania, South Korea, USA



STABILILUS Today. Another record year

Turnover by Markets

Sales FY2016: 737.5 million €

Automotive Gas Springs
43% of sales



Powerise
27% of sales



Industrial / Capital Goods
23% of sales



Commercial Furniture
4% of sales



Vibration & Velocity Control
3% of sales



Market Segments

Automotive



Construction machinery



Agriculture



Aviation



Marine



Medical applications



Truck / Bus



Commercial Furniture



Domestic



Automation



Railway



Others



Operational Highlights in FY2016

Fiscal year-end September

Strong organic growth

- Strong organic growth in all regions and markets
- High US business growth rate
- Asia strategy successful
- 10 millionth Powerise drive produced, Penetration of mass market platforms and increase of share in existing platforms (e.g. Ford Mondeo, VW Passat, Daimler GLC Coupe, Audi Q5, Ford Galaxy, VW Phideon, BMW X1, Opel Astra)
- Key Investments:
 - Fully automated gas spring production line in Germany; 3rd rented building for gas spring and damper assembly in Romania
 - High-performance, fully automated gas spring line in Gastonia, USA; Damper production line in Mexico
 - Powerise production capacity increased by new production lines in China, Mexico and Romania to answer strong demand.

Acquisition

- Acquisition of industrial gas springs, dampers and vibration control businesses from SKF / Kaydon Corp. (ACE, Hahn Gasfedern, Fabreeka, Tech Products); Agreements signed on April 26, 2016, closing on June 30, 2016
- Brands ACE, Hahn Gasfedern, Fabreeka, Tech Products with presence in NAFTA, Europe, Asia
- Integration runs smoothly with very professional teams and well fitting company cultures
- Highly complementary product offering and customer access
- From Q4 FY16 on, Hahn Gasfedern is integrated in business “*Industrial / Capital Goods*”; ACE, Fabreeka, Tech Products form the business “*Vibration & Velocity Control*”

The Motion Control Portfolio

Stabilus Product Portfolio

Gas Springs



e.g. Lift-O-Mat
Block-O-Lift
Stab-O-Mat
Tension Gas Springs
Locking Gas Springs
Dual Stroke Gas Springs

Dampers



e.g. Stab-O-Shock
Hydraulic Dampers
Door Dampers
Rotary Dampers

Vibration Control



e.g. Impact Absorber
Vibration-Isolating Pads
Rubber-Metal Isolators
Isolation Mounts

Automatic Drive Systems



Powerise Coaxial
Powerise Parallel Axis

Industrial Business

Automotive Business

Automotive Business

Financial Highlights FY2016

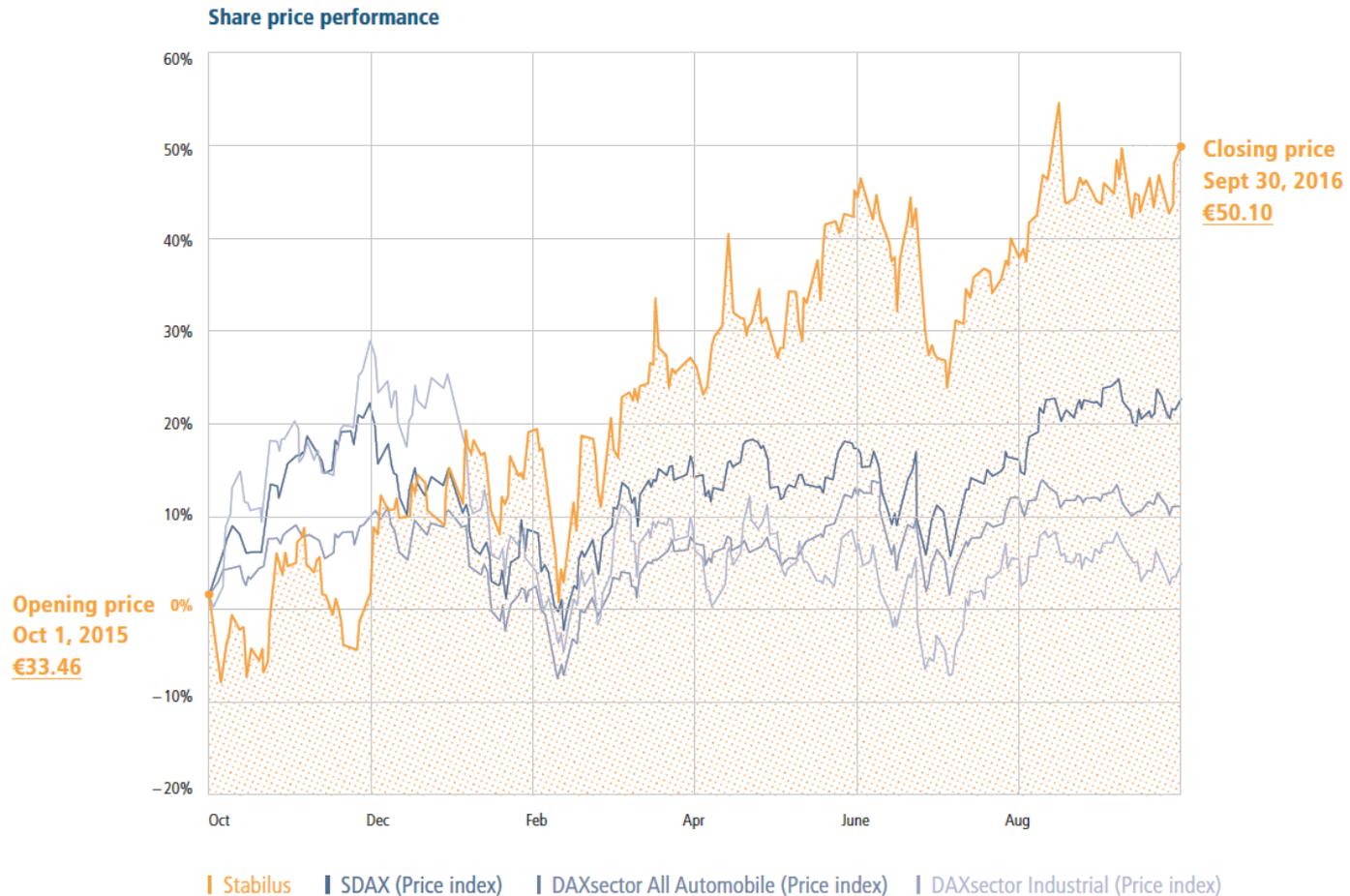
Fiscal year-end September

Revenue	<ul style="list-style-type: none"> • Revenue up by 20.6% to €737.5mm (+€126.2mm vs. FY15) • Growth in all regions with NAFTA (+26.0%), Europe (+18.1%) as well as Asia / Pacific and RoW (+14.7%) • Growth in all markets with Powerise (+39.7%), Capital Goods (+14.5%), Gas Spring (+8.7%) and Swivel Chair (+3.2%)
Adj. EBIT	<ul style="list-style-type: none"> • Adj. EBIT up by 29.7% to €98.8mm (+€22.6mm vs. FY15) • Adj. EBIT margin at 13.4% (vs. FY15 margin of 12.5%)
Profit	<ul style="list-style-type: none"> • Profit after tax up by 182.4% to €48.0mm (+€31.0mm vs. FY15) • Profit margin at 6.5% (vs. FY15 margin of 2.8%)
Net debt	<ul style="list-style-type: none"> • Net financial debt¹ at €330.0mm • Net financial debt / adj. EBITDA LTM at 2.5x, pro-forma² at approx. 2.1x (vs. 2.1x as per end FY2015)
Significant events and transactions	<ul style="list-style-type: none"> • Acquisition of ACE, Hahn Gasfedern and Fabreeka / Tech Products – partially financed by capital increase • Capital increase successfully completed on July 6, 2016; issue of 3,976,744 new bearer shares • Gross proceeds of €159.1mm were used for partial refinancing of the acquisition of SKF Group entities, i.e. on July 13, 2016, the €115mm equity bridge facility was fully repaid

Note: ¹ Net financial debt = outstanding principal amount of senior facilities less cash: €405.0mm - €75.0mm = €330.0mm.

² Pro-forma, i.e. considering LTM earnings of acquired companies: Adj. EBITDA LTM: €133.3.xmm + €20.3mm (3/4 of €27.0mm) = €153.6mm.

Stabilus Share Price Performance



Strategic priorities for FY 2017

Growth

- Finalize integration process; bring new businesses to Stabilus' high-performance culture
- Stay focused on product and application innovation
- Win key platforms and generate profitable growth
- Drive excellence in all areas, e.g. cost competitiveness, customer relationship etc.

Automotive

Powerise:

- Further capitalize on strong end-market momentum and extend Asian customer base; Launch new applications in addition to trunk lids

Gas Spring:

- Product evolutions for new products and markets, e.g. seat applications, hood dampers etc.

Industrial

- Translate flexibility and momentum of acquired businesses into growth
- Expand aftermarket business
- Benefit from new, strong businesses like solar and medical industries

STAR Next Ignition

- Next Level of STAR-Strategy "STAR 2025" in execution
- Involve all employees in our high-performance culture
- Talent Management Rising STARS

Innovative Powerise applications

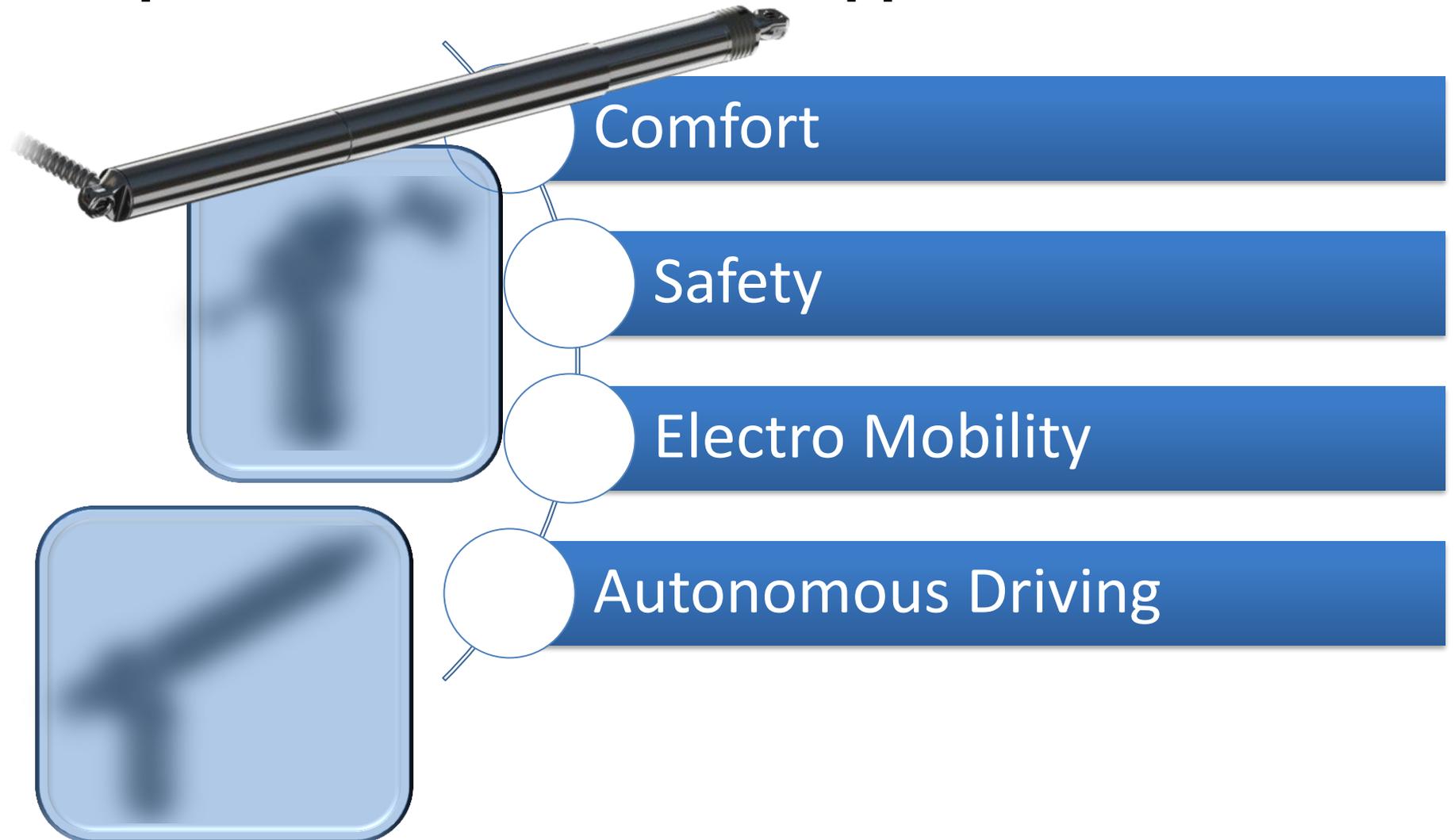


outside the trunk lid

first industrial application



Pipeline of new Powerise applications



Highlights Q1 FY2017

Fiscal year-end September

Revenue	<ul style="list-style-type: none"> • Revenue up by 25.9% to €210.7mm (+€43.4mm vs. Q1 FY16) • Growth in all regions with Asia / Pacific and RoW (+36.7%) , Europe (+27.0%) as well as NAFTA (+21.2%) • Growth in Powerise (+25.6%), Capital Goods (+15.6%), Gas Spring (+6.5%)
Adj. EBIT	<ul style="list-style-type: none"> • Adj. EBIT up by 42.0% to €29.4mm (+€8.7mm vs. Q1 FY16) • Adj. EBIT margin at 14.0% (vs. Q1 FY16 margin of 12.4%)
Profit	<ul style="list-style-type: none"> • Profit after tax up by 120.7% to €29.8mm (+€16.3mm vs. Q1 FY16) • Profit margin at 14.1% (vs. Q1 FY16 margin of 8.1%)
Net leverage ratio	<ul style="list-style-type: none"> • Net leverage ratio¹ at 2.3x, pro-forma² at approx. 2.1x (vs. 2.5x and pro-forma² 2.1x end FY2016) • Net financial debt at €325.3mm; €10mm redemption of senior facilities in Q1 FY17
Outlook	<ul style="list-style-type: none"> • FY2017 guidance unchanged: <ul style="list-style-type: none"> • Revenue: €865mm assuming US\$/€ avg. rate in FY17 of 1.15 \$/€, €880mm assuming 1.10 \$/€ • Adj. EBIT margin: 13%-14%

Note:

¹ Net leverage ratio = net financial debt / adj. EBITDA LTM. Net financial debt defined as principal amount of senior facilities less cash.

² Pro-forma, i.e. considering earnings of acquired companies. Adj. EBITDA LTM: €143.1mm + €13.5mm (1/2 of €27.0mm) = €156.6mm.

Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.

STABILUS

Thank you



STABILUS makes technology comfortable