

STABILUS

Stabilus at a glance

April 2014



STABILUS ...technology gives comfort

Stabilus – Overview



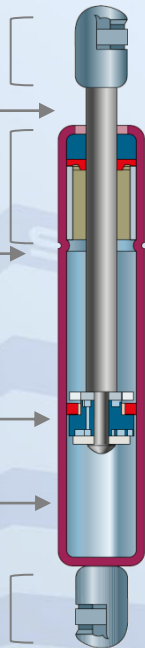
Note: All pictures represent product examples only; all figures relate to 2012/13A; ¹ Based on a "billed-from" view representing sales originating in respective region in 2012/13A

Gas springs and Powerise – Core products meeting increasing comfort requirements across regions and industries

Gas springs

Key components:

- End fitting
- Piston rod
- Guide and sealing package
- Oil
- Piston package
- Pressure tube
- End fitting



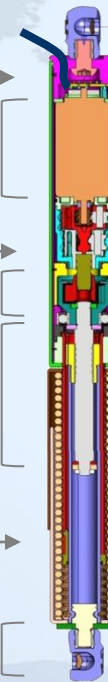
- High precision application
- New functions over time:
 - Dampening
 - Lockability
 - Temperature control
 - Height adjustable



Powerise

Key components:

- Current supply
- Hall sensor
- Motor
- Gear box
- Coupling
- Spindle
- Spring
- End fitting



- Highly integrated systems

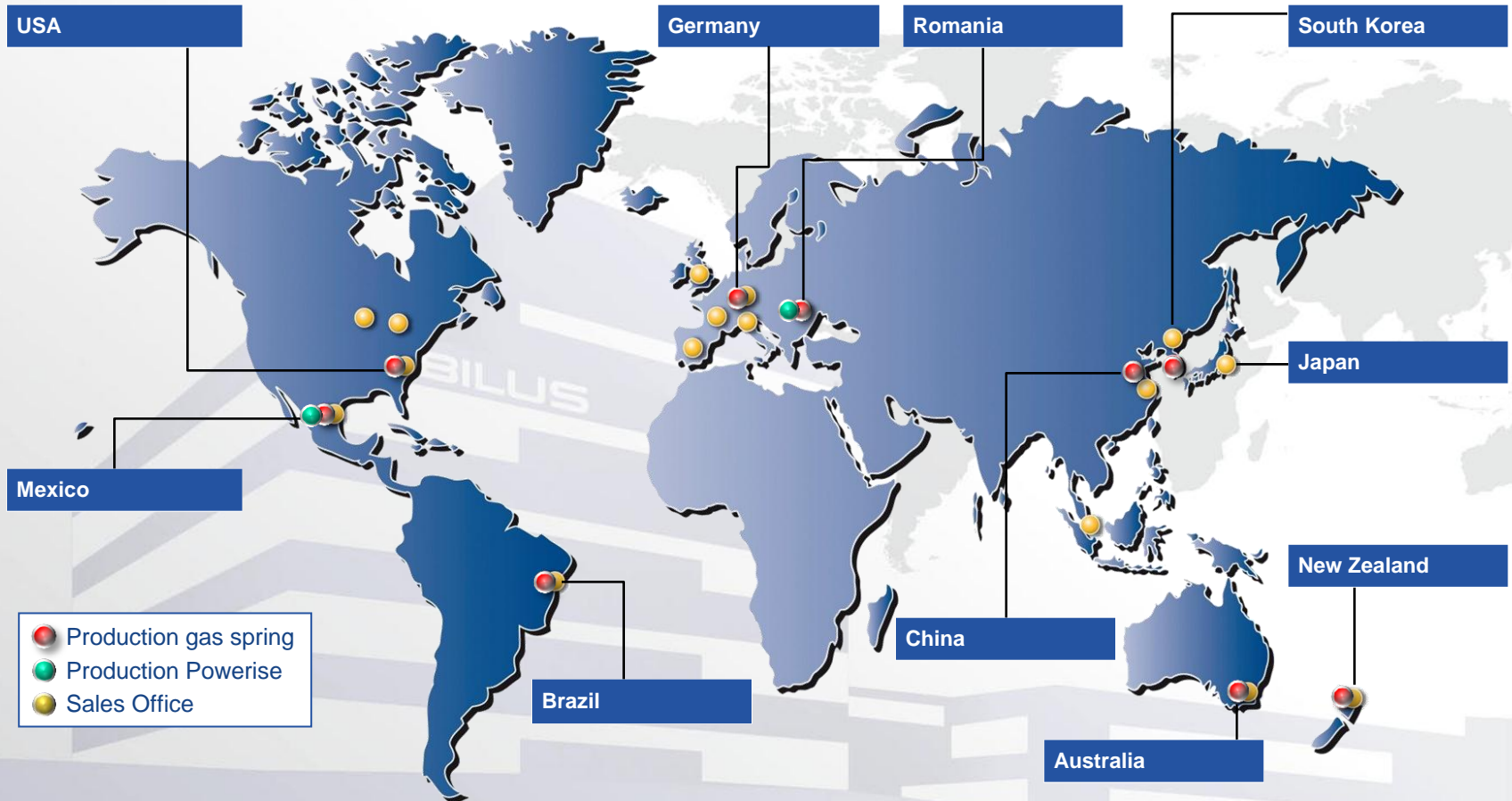


► Powerise represents a quantum leap for Stabilus from component production to system competence

Stabilus' products can be found in a wide range of products and applications

Automotive	Construction machinery	Agriculture	Aviation
			
Marine	Medical applications	Truck / bus	Swivel chair
			
Domestic	Engineering	Railway	Others
			

Stabilus strongly benefits from its global footprint



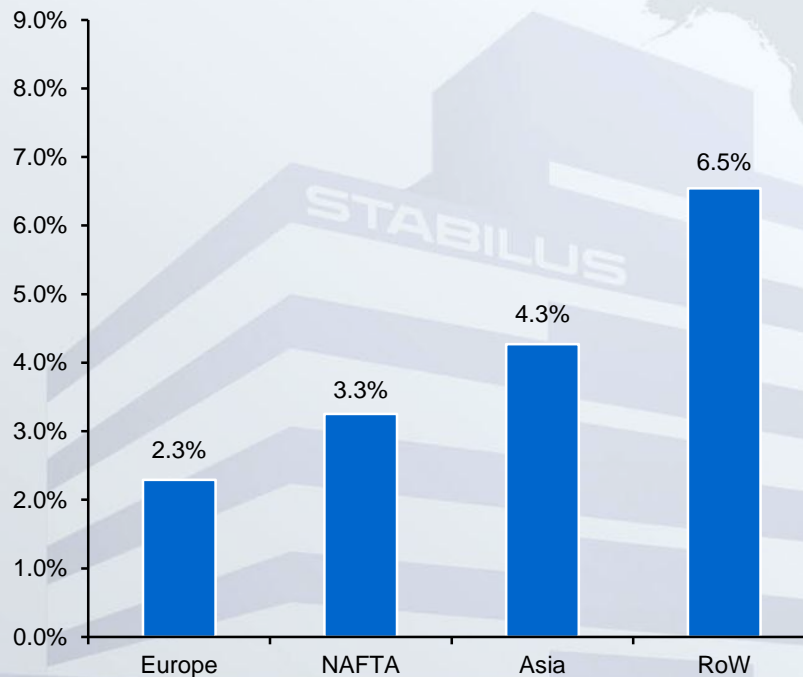
Stabilus' key strengths

Leadership	Global leading market position with focused product offering
Diversification	Diversified by end-markets, geographies and clients
Growth	Excellent growth outlook driven by industry trends and company positioning
Performance	Excellent financial profile

Strong growth in both the industrial and automotive sectors

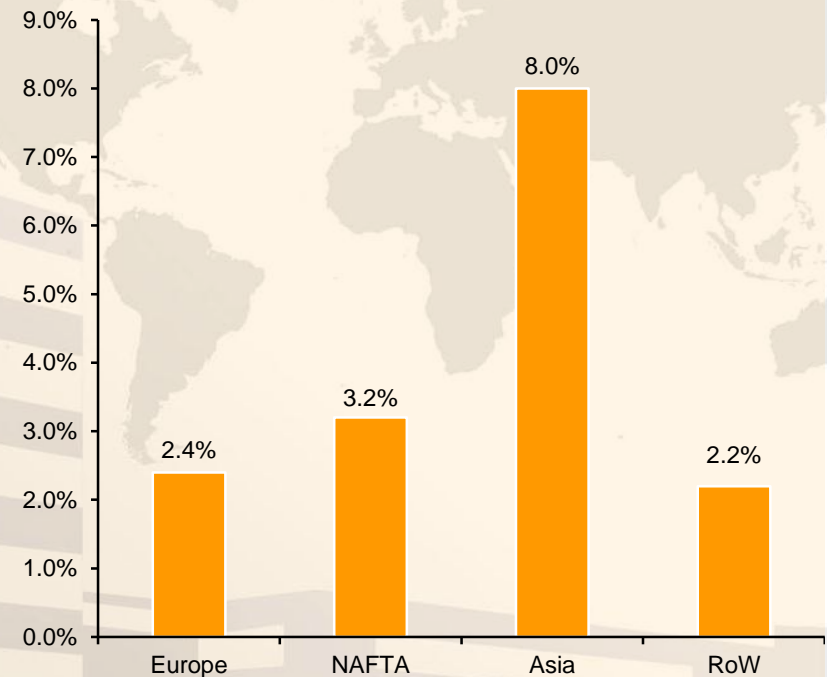
Industrial and automotive sector growth (13A-15E CAGR)

Light vehicle production growth



Ongoing growth in NAFTA, Asia and rebound in EU production

Industrial production growth

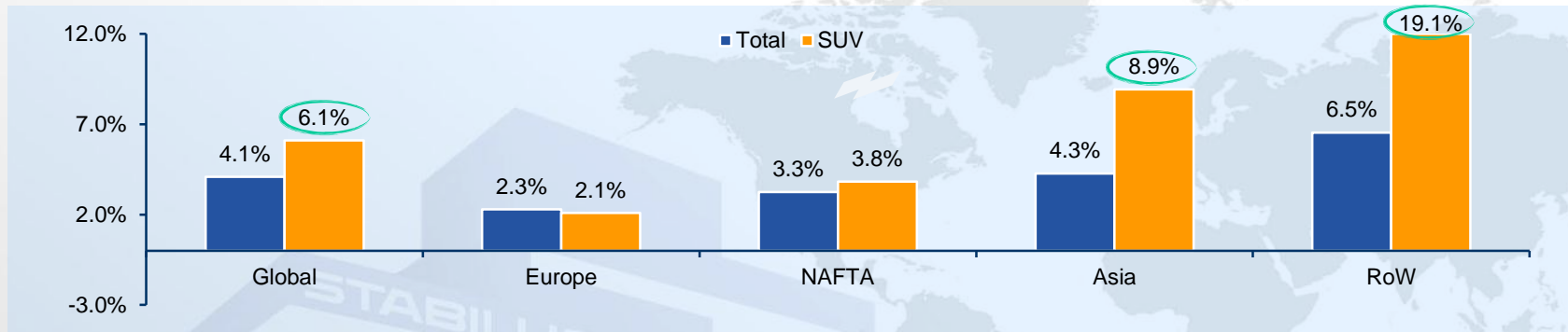


Rebound in global industrial production

Source: IHS Global Insight and IHS Automotive as of February 2014

Stabilus' automotive business – Key trends

SUV segment is growing above market¹



► Ongoing high penetration and increasing demand for Powerise in large tailgate cars

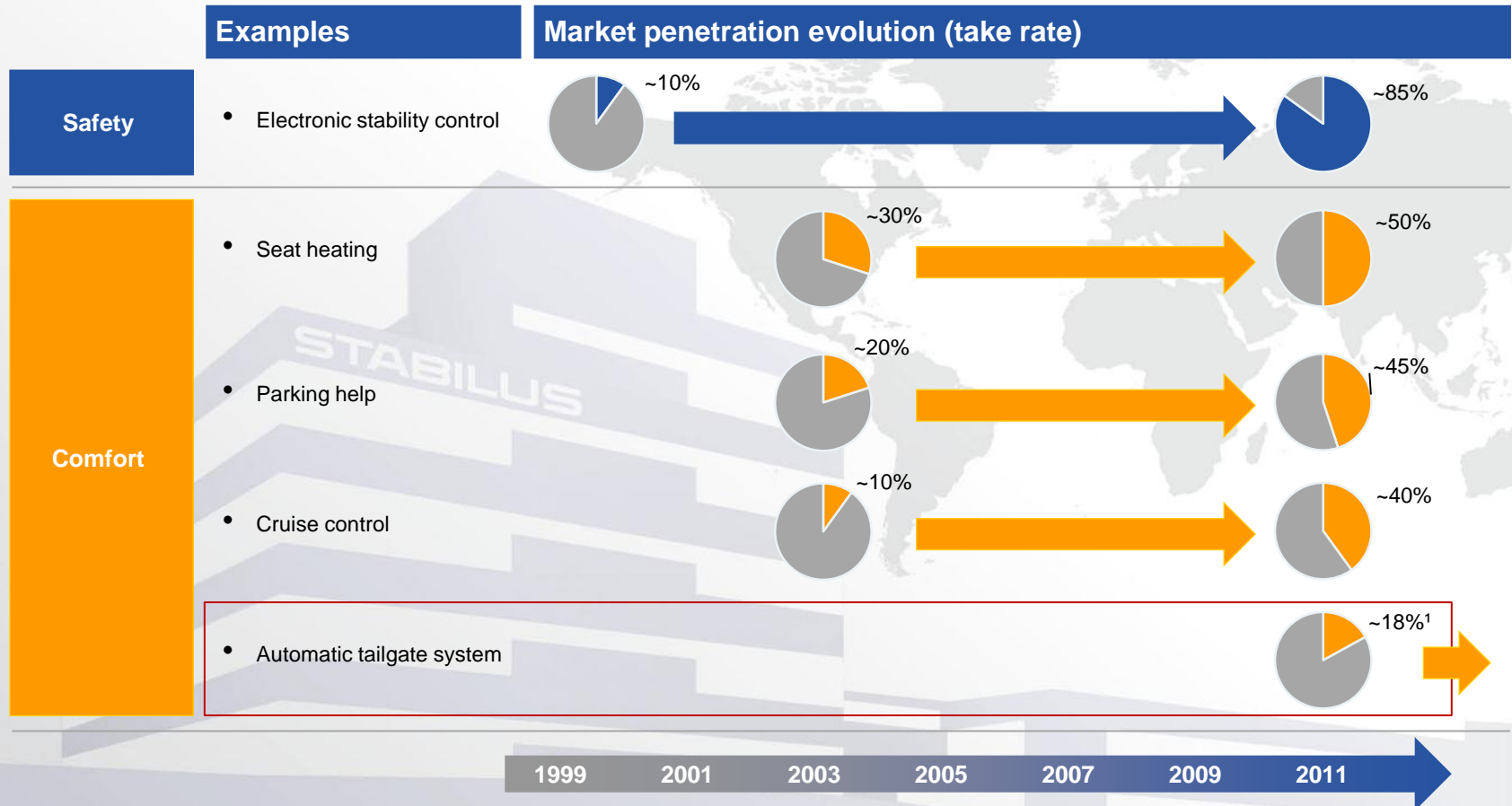
Meeting increasing comfort requirements

- Increasing comfort requirements result in higher content per car
- All car segments benefit from this trend
- Particularly in Asia, increasing comfort requirements for all car segments are driving gas spring volumes
 - Increasing penetration of Stabilus products with local Asian OEMs

► Strong demand for increasingly sophisticated Stabilus products

Source: HIS Automotive as of February 2014; ¹Global light vehicle production growth (13A-15E CAGR), total includes Car, MPV, PUP, Sport, SUV and Van segments

Desire for comfort is a secular growth driver in the automotive sector

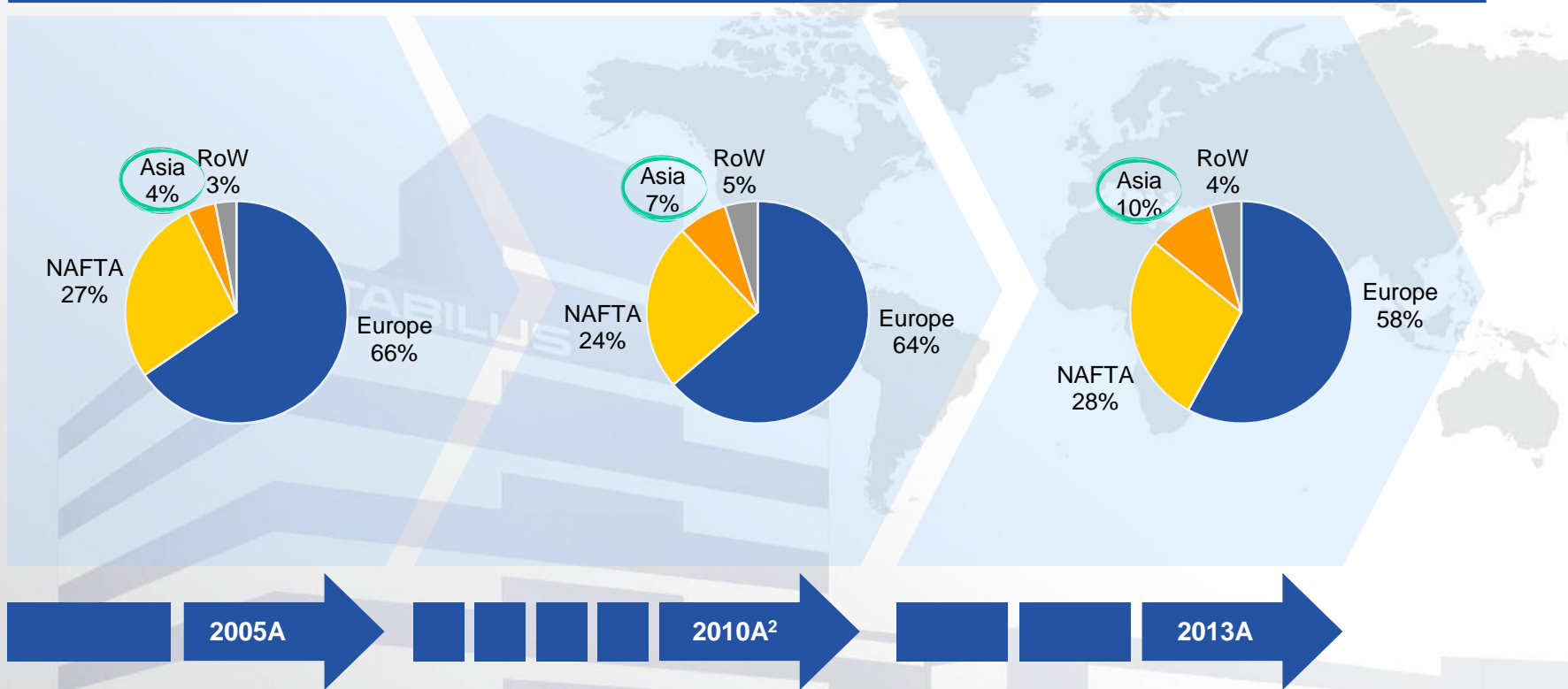


Automatic tailgate system: expecting increasing penetration rates particularly in high volume middle class vehicle segments and potential for additional applications

Source: Company information for penetration of various automotive features; Industry research; ¹ Market penetration for 2011/12A

Stabilus has continuously increased its foothold in the fast growing Asian market

Gas spring only revenue split by geography¹



¹ Represents production sales originating in respective region in 2012/13A, gas spring automotive and industrial (incl. Swivel Chair)

² Based on unaudited aggregated numbers

Stabilus' industrial business – Overview

Construction



Agriculture



Railway



Medical applications



Marine



- Stabilus is the only supplier offering a wide range of volumes covering niche & mass producers
- High production flexibility with access to automated production process
- Benefits from high synergies with automotive business (purchasing, quality)
- Independent aftermarket offers strong growth & market opportunities
- Stabilus has started an initiative to replicate its successful push into industrial applications of Europe and NAFTA into Asia

Truck/bus



Domestic



Engineering



Aviation



Others



Key elements of Stabilus strategy towards profitable growth

Growth and globalization	Drive profitable and cash generating growth across all business segments and regions	Automotive gas springs and Powerise: <ul style="list-style-type: none"> • Focus on rapidly growing regions and applications • Expand SOW¹ with existing OEM customers and win further Chinese OEMs • Further expansion of production footprint at existing sites
		Replication of industrial success (EU and US) in Asia: <ul style="list-style-type: none"> • Following established western customers • Winning new local customers • Increased sales and distribution efforts
		Expansion towards balanced global footprint in production, sales, application engineering and project management
		Further upside in industrial from filling in of “white spots” and select add-on acquisitions
Innovation	Focus on innovative and profitable solutions to benefit from global industry trends	Focus on high revenue innovations in automotive
		Continuing development of new products for industrial applications
Cost and quality	Maintain and strengthen cost and quality leadership	Capitalise on unmatched global footprint and proximity to customers (“in the region, for the region”)
		Continued focus on cost base optimisation through local sourcing and continued enhancement of labour cost flexibility

¹ Share of wallet

Triton overview – Supportive shareholder with breadth of experience

About Triton

Triton is a private equity firm investing in German speaking and Northern European, market leading businesses. Triton focuses on companies with the potential to create sustainable, long-term value throughout changing economic cycles. Triton was founded on the principle of partnering with boards, managers and employees in order to build better businesses.

Facts & figures

- Sponsored 5 funds totalling some €7.7 billion
- Latest fund raised €3.5 billion in 2013
- A responsible ownership approach of building better businesses
- Focus on industrials, business services and consumer sectors
- Invest primarily in Germany, Austria, Switzerland, Denmark, Finland, Norway and Sweden
- Completed more than 40 investments and supported more than 100 acquisitions. Exits are done primarily through sales to strategic investors or large PE houses; IPOs and other exit scenarios are also considered
- Triton is continually considering various exit options in regards to Stabilus
- Portfolio includes 25 companies with combined sales of €13 billion and more than 55,000 employees
- Established 1997
- Offices in Frankfurt, Stockholm, London, Shanghai, Jersey, Luxembourg

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