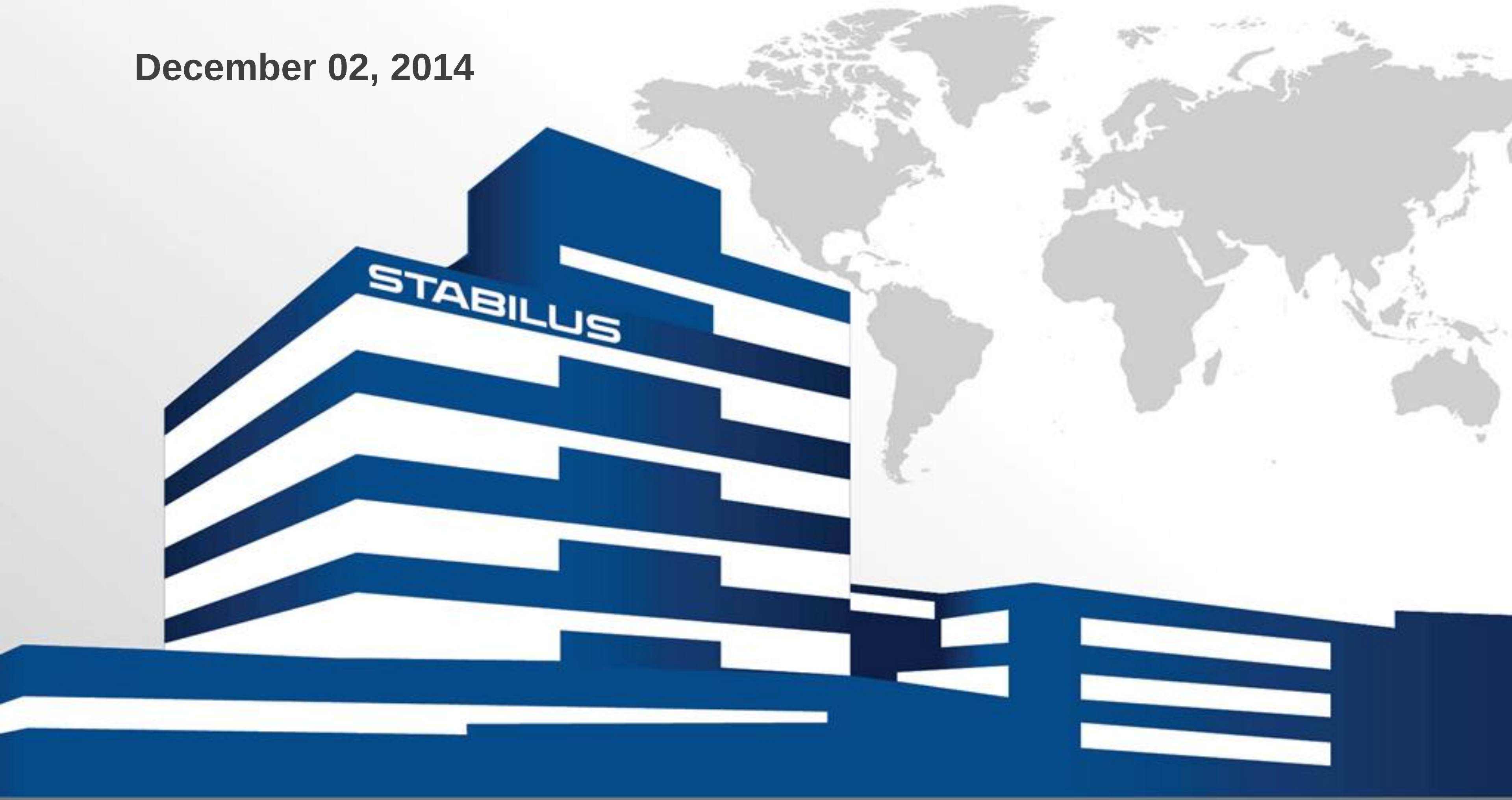
STABILUS

Full-year results 2014

December 02, 2014



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Stabilus participants

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Agenda

Full-year results 2014

1. FY2014 highlights

2.

3.

4.

5.

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Highlights FY2014

Fiscal year-end September

Revenue	• Revenue up by 10.3% to €507.3mm (+€47.2mm vs. FY13) • Growth in all regions with NAFTA (+12.0%), Europe (+9.3%), Asia / RoW (+9.7%) – China standalone up by ~22% to €33.6mm • Powerise up by ~55% to €85.8mm
Adj. EBITDA	• Adj. EBITDA up by 6.2% to €92.5mm (+€5.4mm vs. FY13) • Adj. EBITDA margin of 18.2%
Adj. EBIT	• Adj. EBIT up by 10.2% to €65.1mm (+€6.0mm vs. FY13) • Adj. EBIT margin of 12.8%
Net debt	• Net financial debt at €229mm • Net debt/EBITDA of 2.46x
Outlook	• €550–560mm revenue • EBITDA and EBIT margins in line with historic results • Refinancing of senior secured notes in June 2015 expected to deliver annualized cash interest savings of ~€13mm – Signed commitment letter with agreed term sheet

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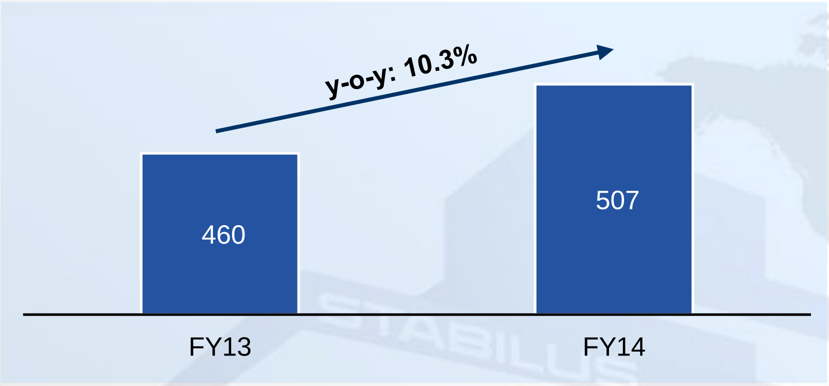
Operational achievements in FY2014

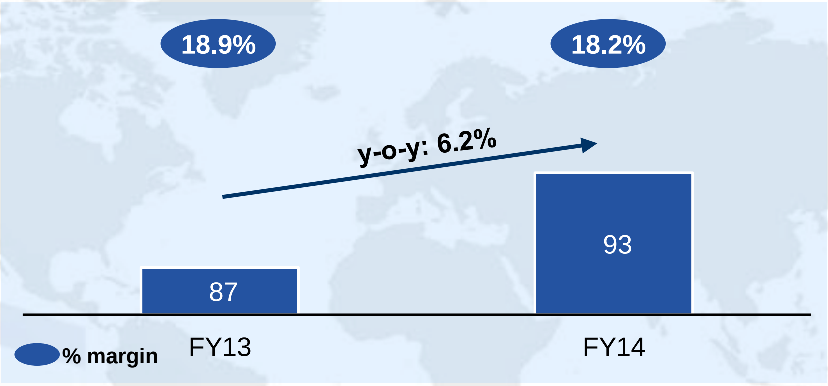
Powerise	• Revenue up by €31mm to €86mm • Penetration of mass market platforms in Europe (e.g. VW Passat and Ford Mondeo) • 29 active models, thereof 12 launches in 2014 and 20 contracted launches for 2015 (10 in Europe and 10 in NAFTA respectively) • Key business wins of major platforms from key customers worldwide
China	• Capacity expanded to 15mm gas springs (+6mm vs FY13) • Industrial sales force expansion, setting up of local Industrial business application R&D team • Dedicated facility for Industrial Gas Springs and Powerise under construction
Production	• NAFTA: Footprint reorganization finalized • Europe: Continuous optimization including shift of 60 production jobs from Germany to Romania • Powerise: Ongoing ramp-up in Romania; supplying key brands like Audi, BMW, Ford, Porsche and VW
STAR	• Further cascade of refined strategies and targets for the overall organization • Select STAR strategies for business units and regional improvements • New product innovations prove first results

Stabilus strong operating performance in FY2014 (y-o-y)

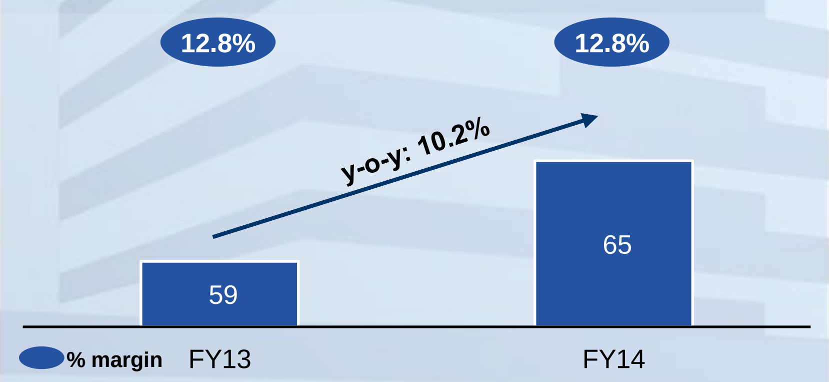
Revenue (€mm)



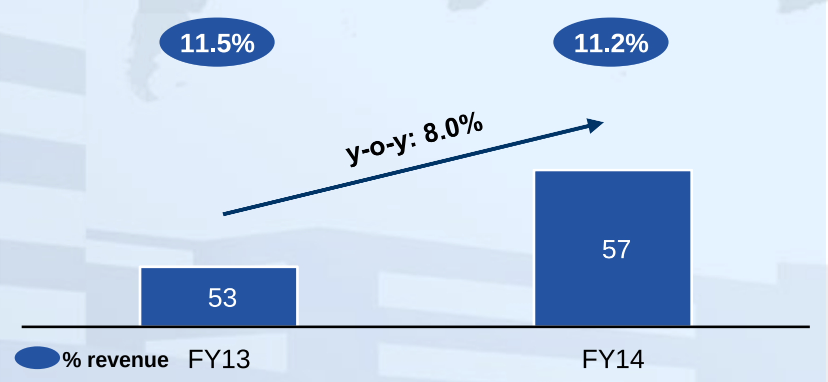
Adj. EBITDA[1] (€mm)



Adj. EBIT[1] (€mm)



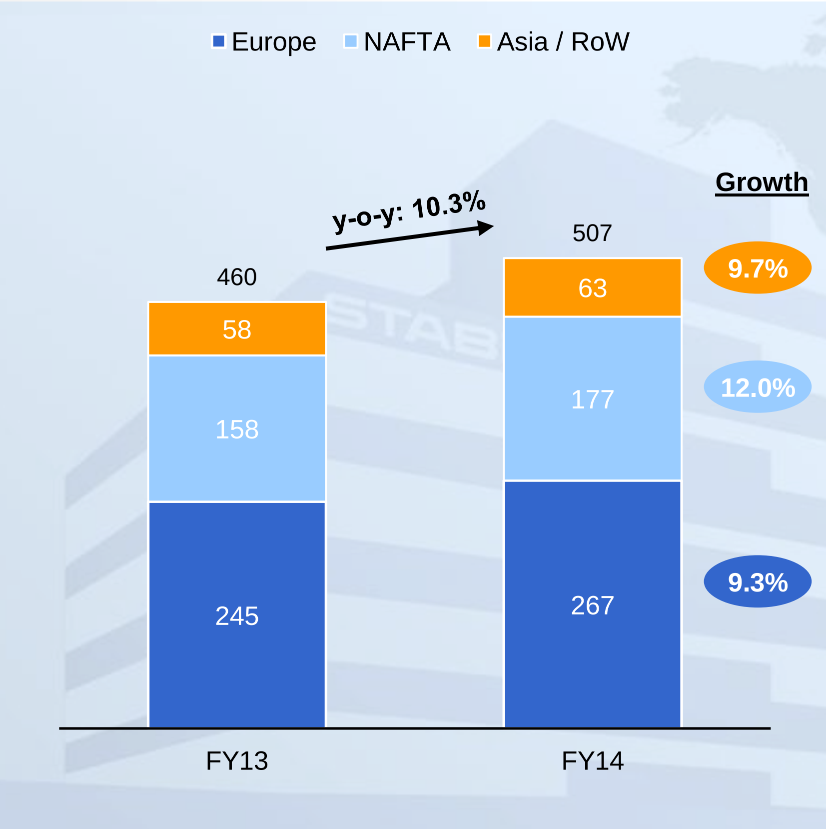
FCF[2] (Adj. EBITDA-capex) (€mm)



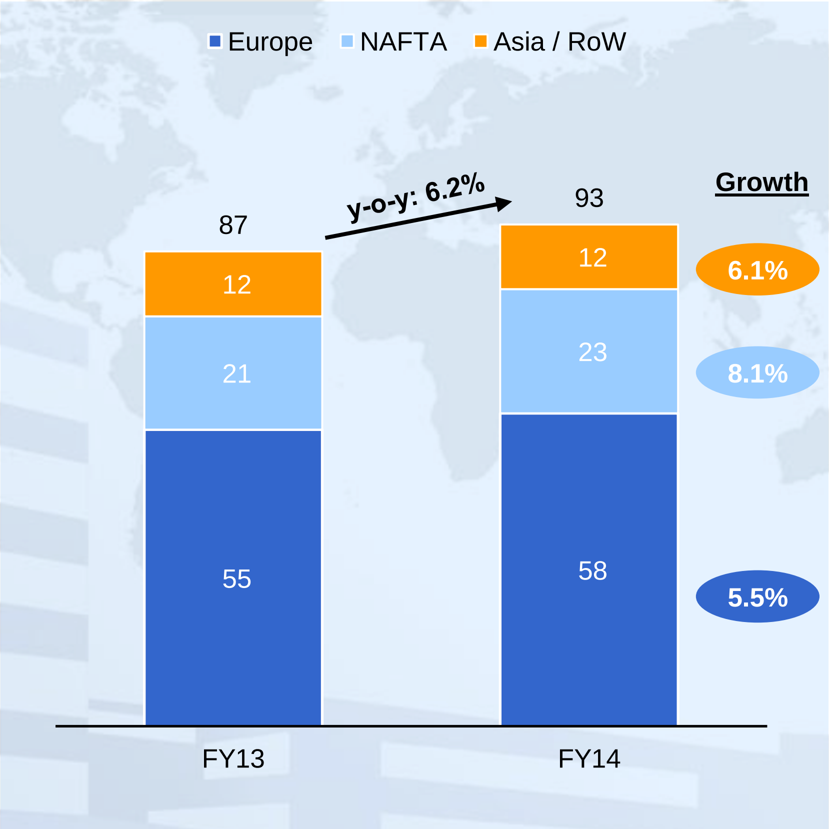
Note: Stabilus fiscal year-end is September;
[1] Adj. EBIT/ EBITDA represents EBIT/ EBITDA, as adjusted by management primarily in relation to advisory fees, IPO related costs, restructuring / ramp-up costs and pension interest and excluding PPA
[2] Simplified definition of FCF differs to more detailed presentation in annual results

Revenue and adj. EBITDA growth – by region (y-o-y)

Revenue by region[1] (€mm)



Adj. EBITDA[1,2] by region (€mm)



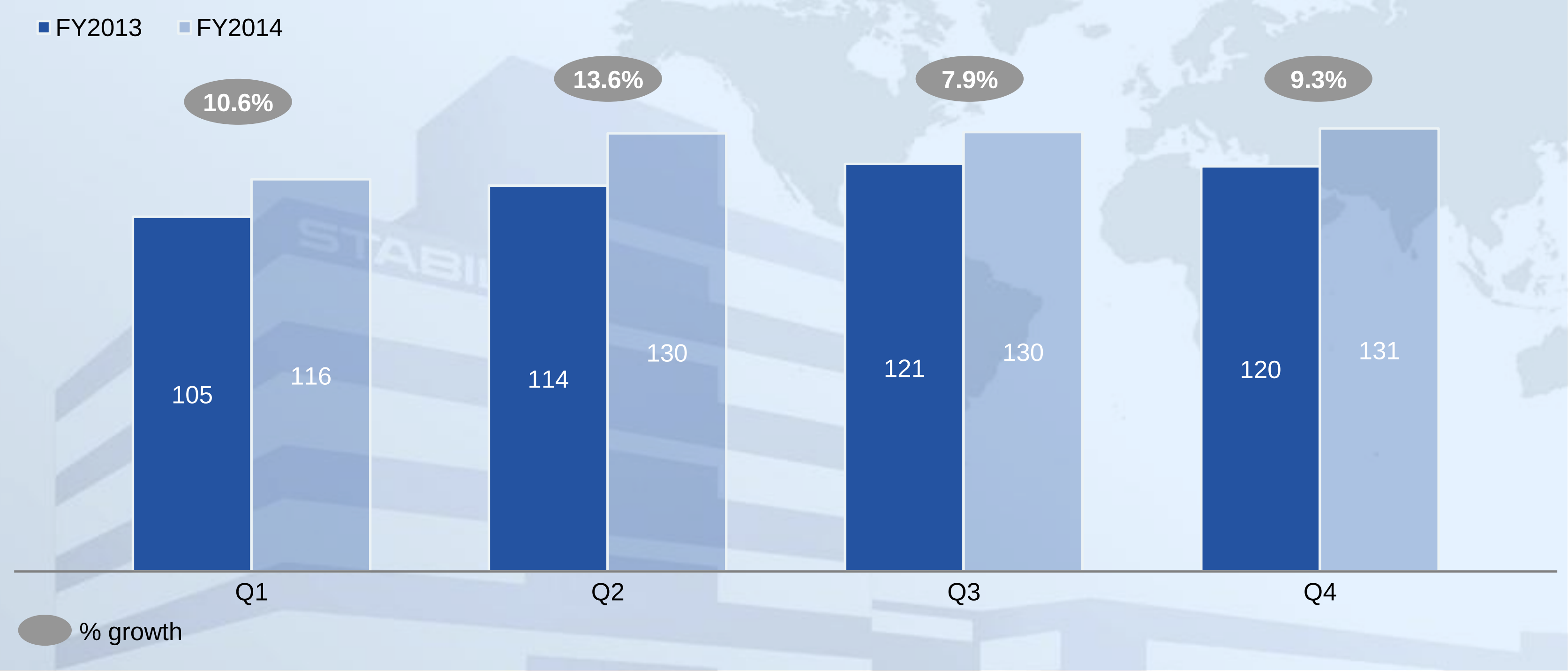
Note: Stabilus fiscal year-end is September; Detailed segmental financials reflected in the FY14 report have been rounded for presentational reasons; Growth rates based on actual numbers

[1] Billed-from view

[2] Adj. EBITDA represents EBITDA, as adjusted by management primarily in relation to advisory fees, IPO related costs, restructuring / ramp-up costs and pension interest

Review of revenue performance by quarter

Revenue by quarter FY2013 vs. FY2014 (€mm)



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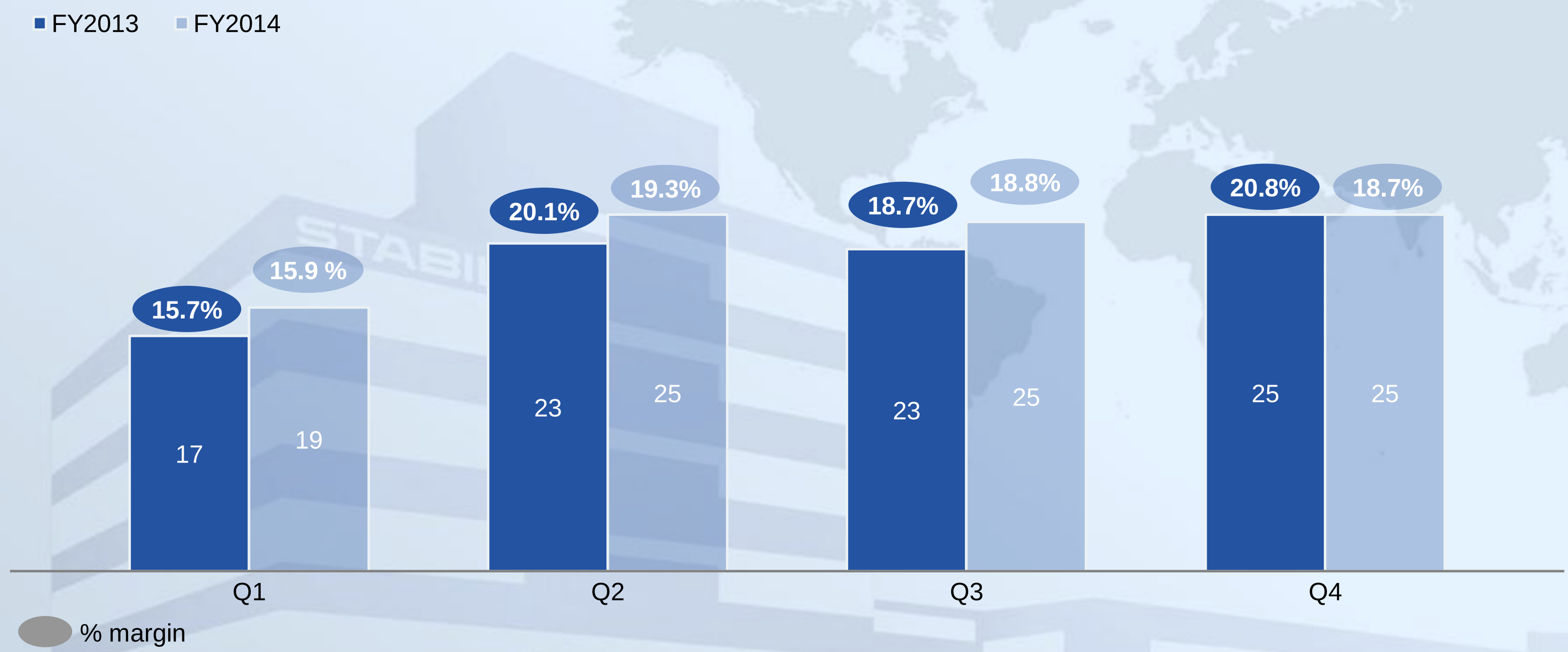
Review of adj. EBITDA development by quarter

Adj. EBITDA[1] by quarter FY2013 vs. FY2014 (€mm)



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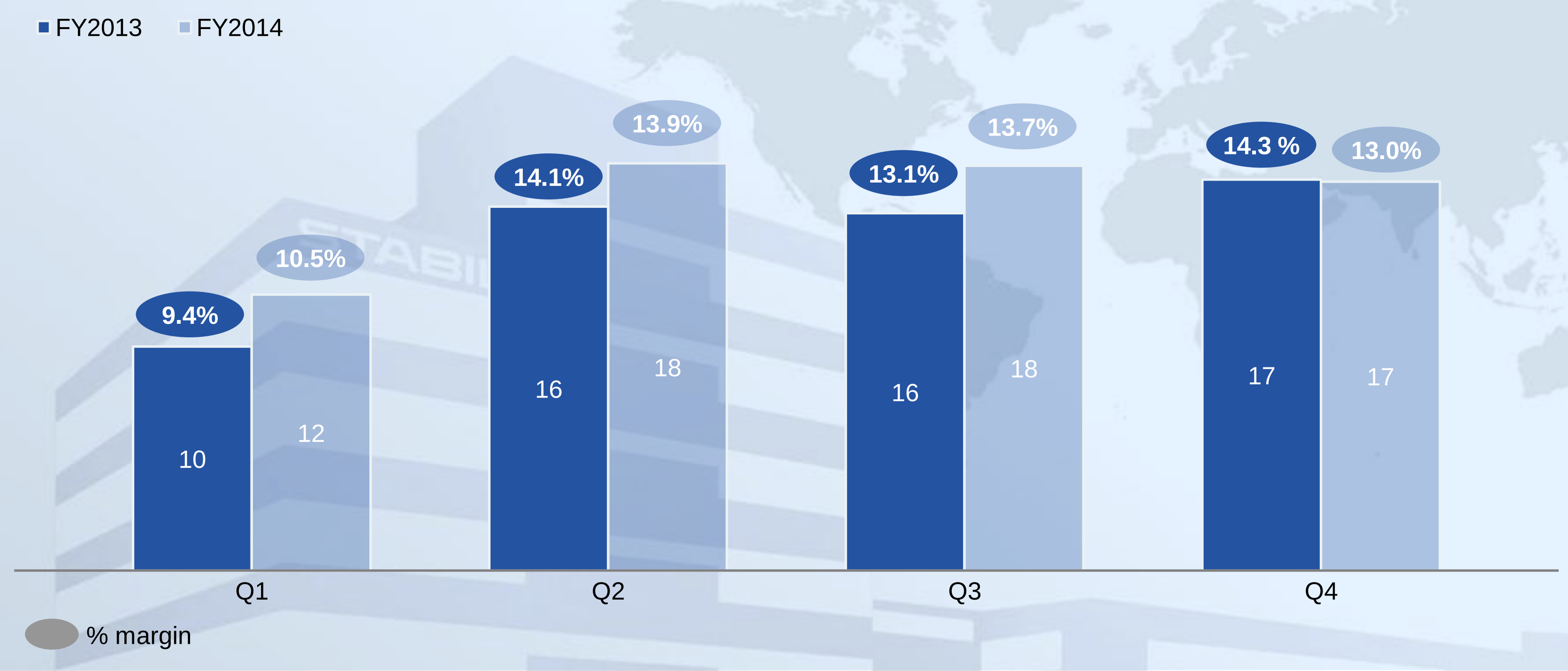
[1] Adj. EBITDA represents EBITDA, as adjusted by management primarily in relation to advisory fees, IPO related costs, restructuring / ramp-up costs and pension interest

Review of adj. EBIT development by quarter

Adj. EBIT[1] by quarter FY2013 vs. FY2014 (€mm)



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[1] Adj. EBIT represents EBIT, as adjusted by management primarily in relation to advisory fees, IPO related costs, restructuring / ramp-up costs and pension interest and excluding PPA

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Full-year results 2014

1.

2. Business by geography

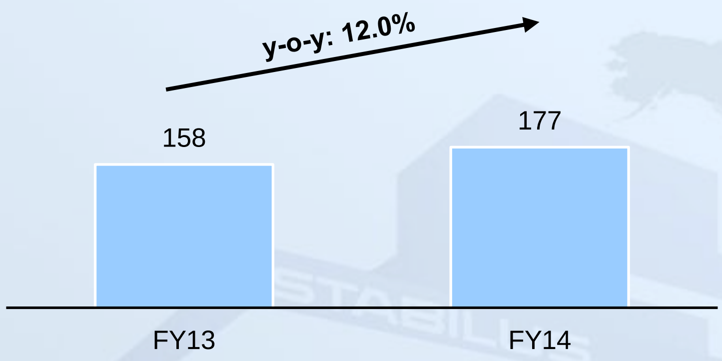
3.

4.

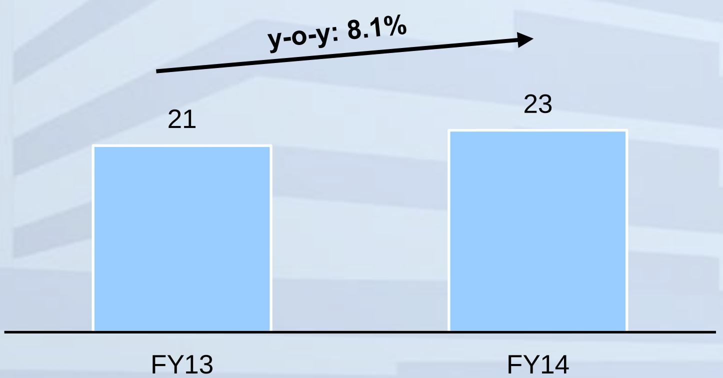
5.

NAFTA – Revenue growth (y-o-y)

Revenue (€mm)



Adj. EBITDA (€mm)



Key highlights

- Strong revenue growth of +12.0% in FY14
  - Revenue growth at constant currency of +16.0%
  - €18.8mm revenue growth in Powerise driven by Big Three and BMW
  - Strong, secured Gas Spring business re-confirms future market share
- NAFTA production footprint reorganized to optimize operating leverage and inventory turns
  - Piston rod production centralized in Mexico
  - High volume automotive Gas Spring business further moved to highly automated US lines

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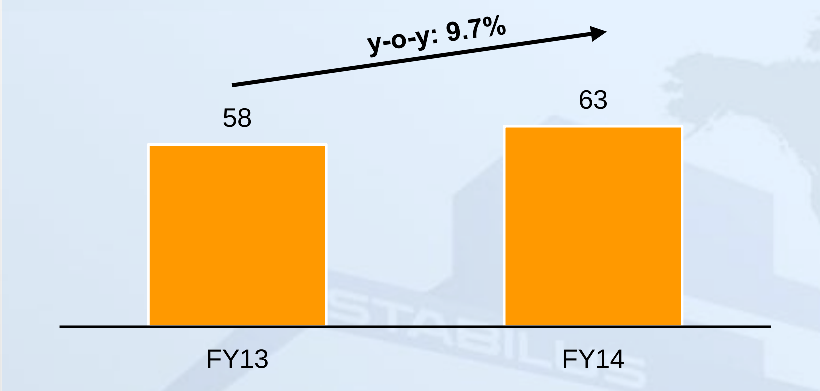
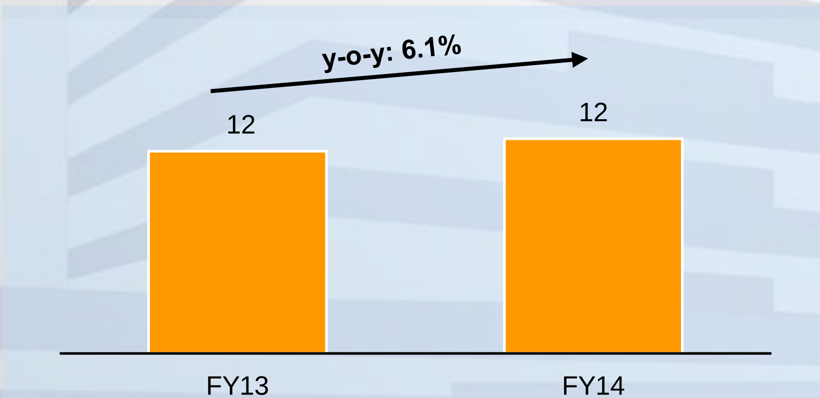
Asia/RoW – Revenue growth (y-o-y)

Revenue (€mm)



Adj. EBITDA (€mm)



Key highlights

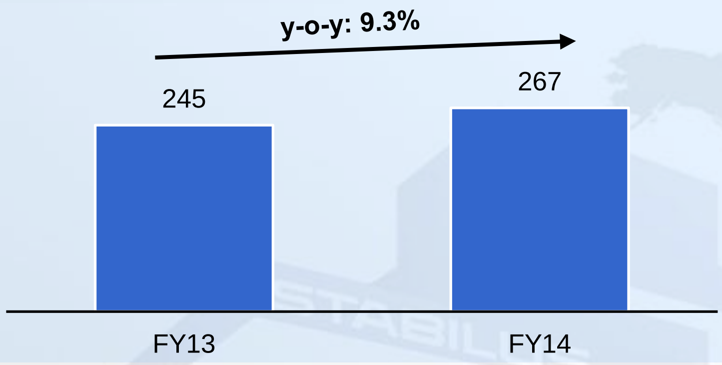
- Strong revenue growth of +9.7% in FY14 driven by automotive Gas Springs
  - China growth of +21.7% to €33.6mm revenue
  - Brazil negative growth of -22.4% (€2.3mm reduction)
- Contract wins with local Chinese OEMs confirm growth potential and increasing market share
- Ongoing expansion of local production capabilities
  - Rental agreement for new Powerise and Industrial production facility signed and building under construction
  - Asia FY14 capex of €6.0mm (9.5% of revenue)
  - China Gas Spring capacity increased from 9mm p.a. to 15mm p.a.
  - Korean powder paint equipment recently commissioned; planned to be operational in mid FY15

Note: Stabilus fiscal year-end is September; Detailed segmental financials reflected in the FY14 report have been rounded for presentational reasons; Growth rates based on actual numbers

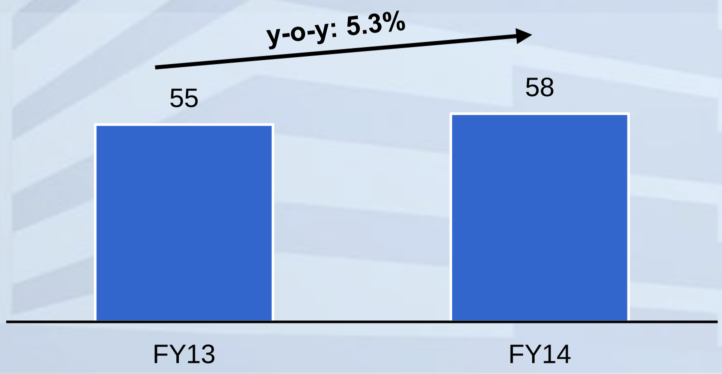
China Gas spring production expansion –
Construction of new building for Powerise and Industrial in China

Europe – Revenue growth (y-o-y)

Revenue (€mm)



Adj. EBITDA (€mm)



Key highlights

- Revenue growth of +9.3% in FY14
- Strong performance of Powerise with key platform wins in Europe
  - Volume vehicle models such as VW Passat and Ford Mondeo
  - Premium platforms such as Porsche Macan / Cayenne and Audi Q3
- Further production footprint optimization
  - 60 Gas Spring production jobs relocated to Romania from Germany

Note: Stabilus fiscal year-end is September; Detailed segmental financials reflected in the FY14 report have been rounded for presentational reasons; Growth rates based on actual numbers

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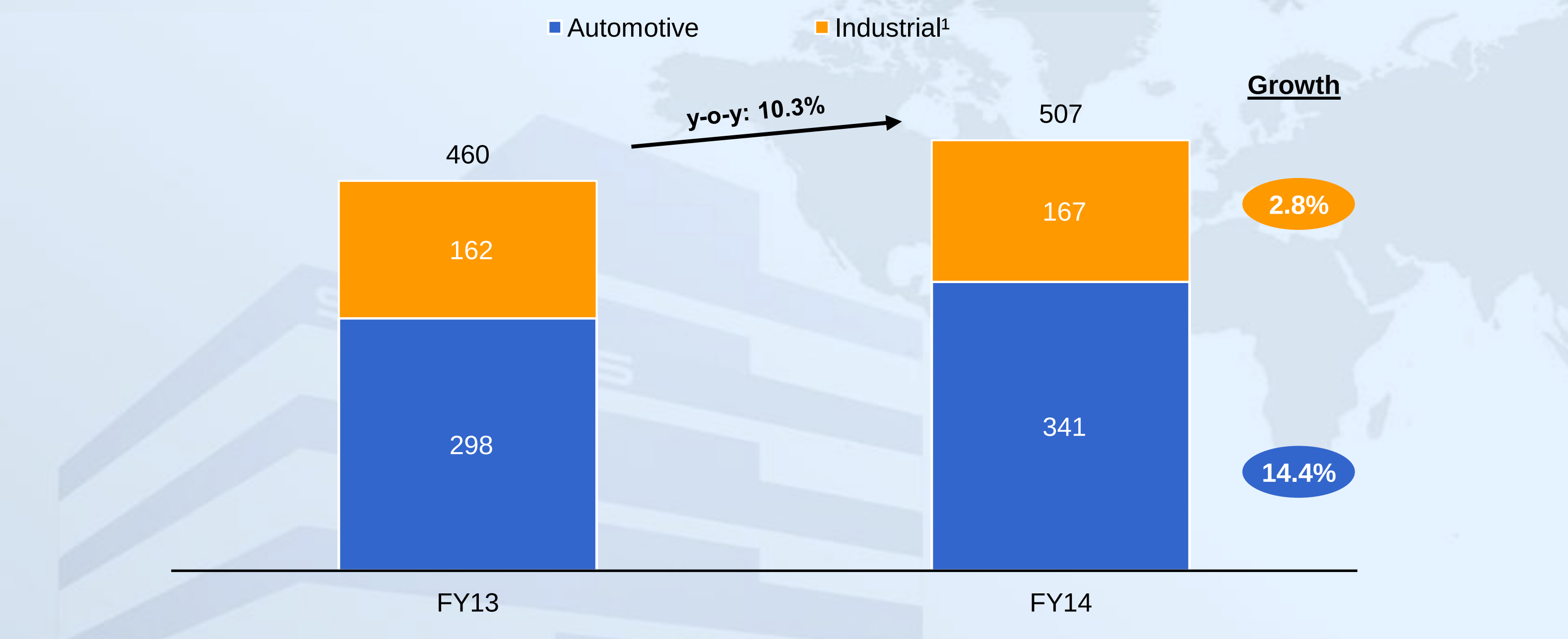
Revenue growth – by business (y-o-y)

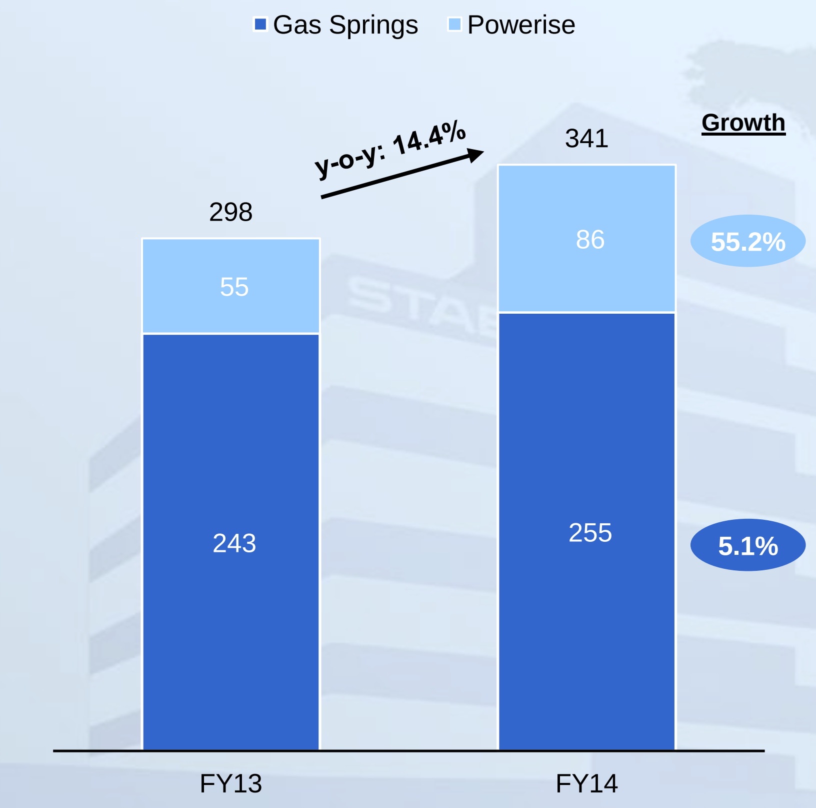
Revenue by business (€mm)



Note: Stabilus fiscal year-end is September; Detailed segmental financials reflected in the FY14 report have been rounded for presentational reasons; Growth rates based on actual numbers; [1] Industrial including Swivel Chair revenue

Revenue growth – Automotive business (y-o-y)

Revenue (€mm)



Key highlights

- Strong performance despite challenging macro environment
  - Global car production up ~3% from 85mm to 87mm units y-o-y[1]
  - European car production up ~3% from 19.5mm to 20.0mm units y-o-y[1]
- Ongoing penetration of Powerise into mass market platforms and key platform wins
  - e.g. VW Passat and Ford Mondeo
  - Spindle drive emerges as leading technology
  - Secured ~60% of total spindle drive business awarded globally in 2014
- Significant number of new Powerise launches: 29 active models, thereof 12 launches in 2014 and 20 contracted launches in 2015
- Powerise production for key models ramped up in Romania
  - Various Audi models, BMW GT, Porsche Macan and Cayenne, Ford Mondeo and Galaxy, VW Passat

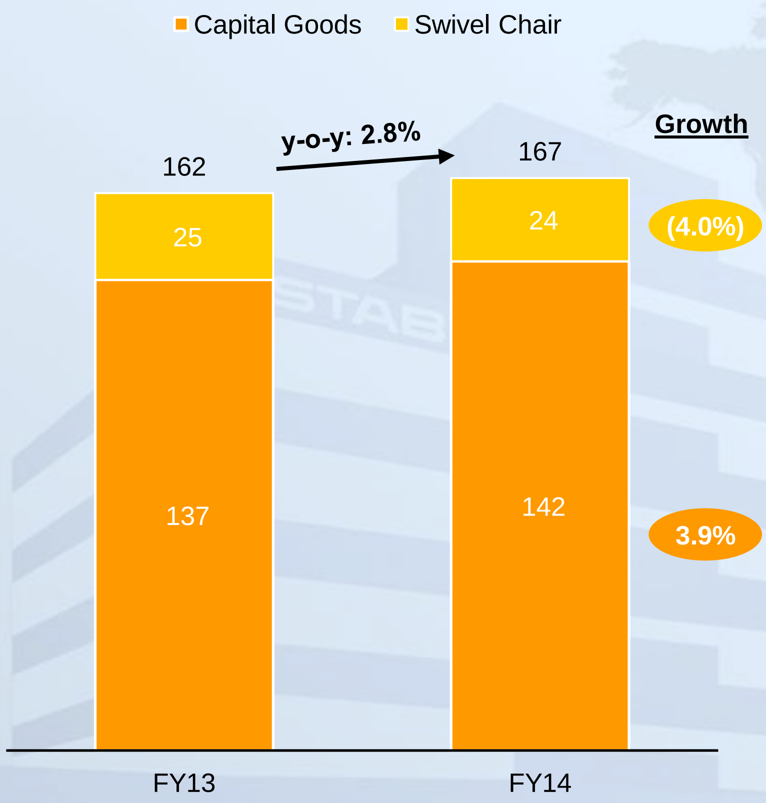
Source: Company information

Note: Stabilus fiscal year-end is September; Detailed segmental financials reflected in the FY14 report have been rounded for presentational reasons; Growth rates based on actual numbers

[1] Based on 12 months ending September 2014 vs. September 2013

Revenue growth – Industrial business (y-o-y)

Revenue (€mm)



Key highlights

- Solid growth in Capital Goods in spite of difficult end-market dynamics
  - Global GDP growth of 2.7%[1]
  - European GDP growth of 1.3%[1]
  - Key end markets such as agriculture, trucks showing slowing growth dynamics
- Numerous new product launches in Europe and NAFTA
- China expansion supported by local sales and application team as well as setting up of dedicated Industrial equipment in new building
- Actively giving back low margin swivel chair business
  - Turnaround strategy in swivel chair to improve cost structure on track

Source: Global Insight, company information

Note: Stabilus fiscal year-end is September; Detailed segmental financials reflected in the FY14 report have been rounded for presentational reasons; Growth rates based on actual numbers

[1] y-o-y real GDP 2014 annual forecast

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New product launches

Drop gate damper improves quality appearance

Dampening of solar panel movements

Supporting comfort needs

Height adjustable mattress eases service in hotels

Full-year results 2014

1.

2.

3.

4. Outlook

5.

Strategic priorities for FY 2015

Asia	• Further implement and expand Asia growth plan • Fully establish and expand local production and sales force capabilities • Expand local business in Powerise and Industrial
Powerise	• Further capitalize on extremely strong end-market momentum • Winning key platforms and driving market share • Production footprint optimization towards mass production
Industrial	• Focus on product and application innovation • Transfer of Powerise solutions into industrial applications

Potential refinancing of senior secured notes

Description of senior secured notes and impacts from refinancing

Status quo

- Refinancing of senior secured notes
  - Today's total outstanding, pre interest, of €257mm
  - Interest rate of 7.75% fixed until June 2018
  - Early redemption fee from June 2015 to June 2016 of 3.875%

Refinancing

- New Financing opportunity
  - Euribor +2.5% margin (initial)
  - 5 + 1 year duration
  - Annualized cash interest savings of ~€13mm starting June 2015
  - Bank fee, implementation and early redemption cost on current financing of ~€15mm
- Status quo
  - Signed commitment letter with agreed term sheet

Q&A

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Financial calendar

December 15, 2014	• Publication of full year results for fiscal year 2014 (Annual Report 2014)
February 18, 2015	• Annual General Meeting for fiscal year 2014

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www.stabilus.de/investor-relations

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5. Appendix

P&L overview

P&L (€mm)	2013 Actual	2014 Actual
Revenue	460	507
COGS	(350)	(388)
Gross Profit	**110**	**120**
R&D	(18)	(20)
S&M	(39)	(39)
G&A	(21)	(33)
Other income/expenses	3	3
Adjustments	24	34
Adj. EBIT	**59**	**65**
Depreciation & amortization (exc. PPA)	28	27
Adj. EBITDA	**87**	**93**

Advisory[1]	6	18
Restructuring / Ramp-up	4	2
Pension interest add-back	1	1
PPA adjustments	13	13
Total Adjustments	**24**	**34**

[1] Includes IPO, legal bond issuance, tax audit and reorganization related advisory expenses

Balance sheet overview

Balance sheet (€mm)	2013 Actual	2014 Actual
Property, plant and equipment	116	120
Goodwill	51	51
Other intangible assets	176	171
Inventories	46	50
Trade receivables	68	56
Other assets[1]	110	39
Cash	22	33
Total assets	**589**	**520**
Equity incl. minorities	**80**	**76**
Debt (incl. accrued interest)	319	262
EUSIs[2]	3	0
Pension plans and similar obligations	39	48
Deferred tax liabilities	58	44
Trade accounts payable	45	54
Other liabilities	44	36
Total equity and liabilities	**589**	**520**
Net financial debt[3]	***298***	***229***
Net financial debt / adj. EBITDA LTM	*3.41x*	*2.46x*

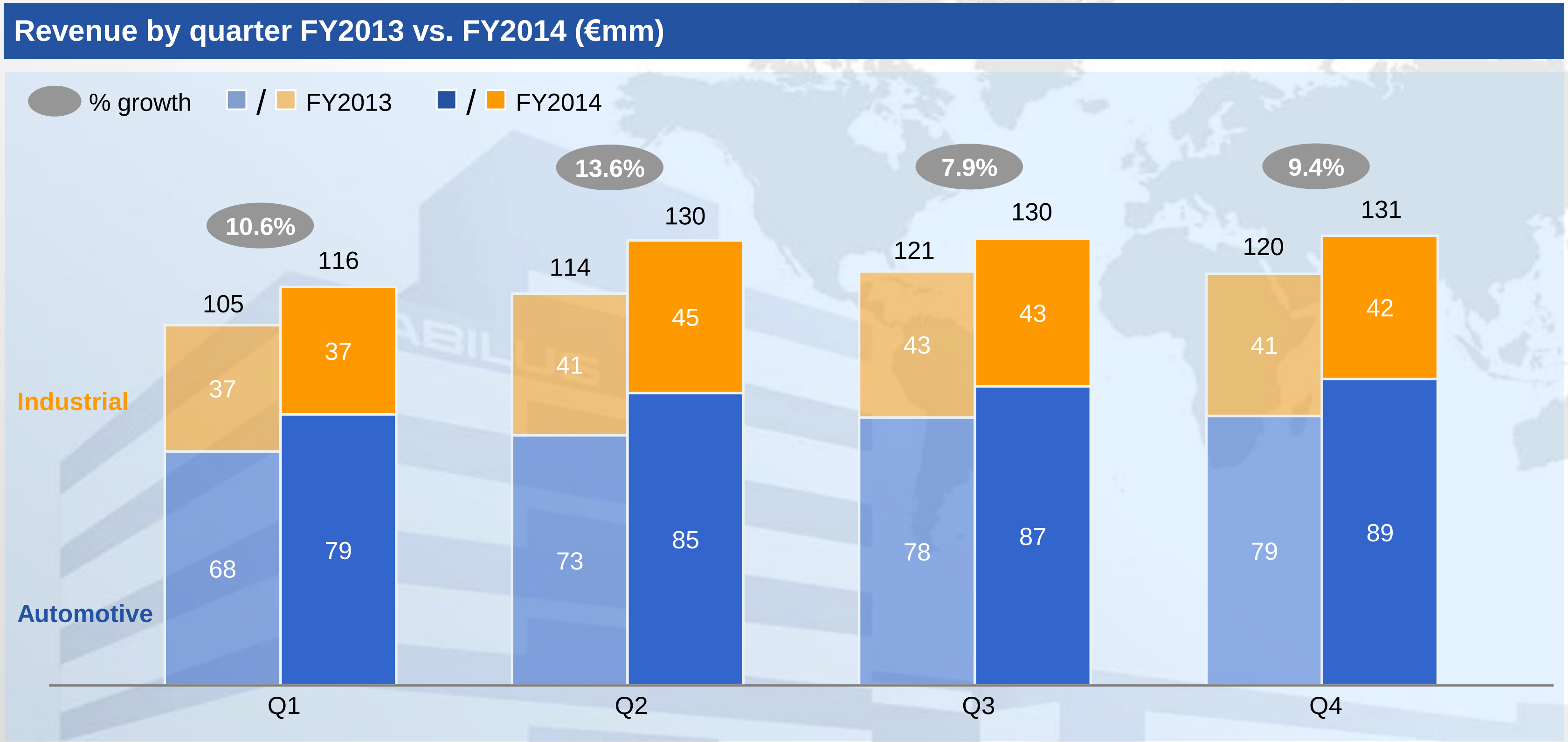
[1] Includes a €80mm face value upstream shareholder loan, extinguished as part of the IPO reorganization
[2] EUSIs were extinguished during the reorganization prior to the IPO and are no longer recognized on the company's balance sheet
[3] Excluding EUSIs of €3.3mm as of September 2013

Cash flow statement overview

Cash flow statement (€mm)	2013 Actual	2014 Actual
Adj. EBITDA[1]	**87**	**93**
Capital expenditures	(34)	(36)
Change in working capital	(3)	17
Change in other assets and liabilities, provisions etc.	(6)	7
Adjusted operating cash flow before tax	**44**	**81**
Net payments for redemption of financial liabilities	(71)	(62)
Cash interest incl. make whole premium on June 2014 repayment	(9)	(30)
Cash taxes	(6)	(7)
Others (incl. restricted cash[1])	34	51
Adjustments to EBITDA[2]	(11)	(21)
Free cash flow	**(19)**	**11**

[1] Restricted cash in 2014 at €0.0mm
[2] Includes IPO, legal, bond issuance, tax audit and reorganization related advisory expenses

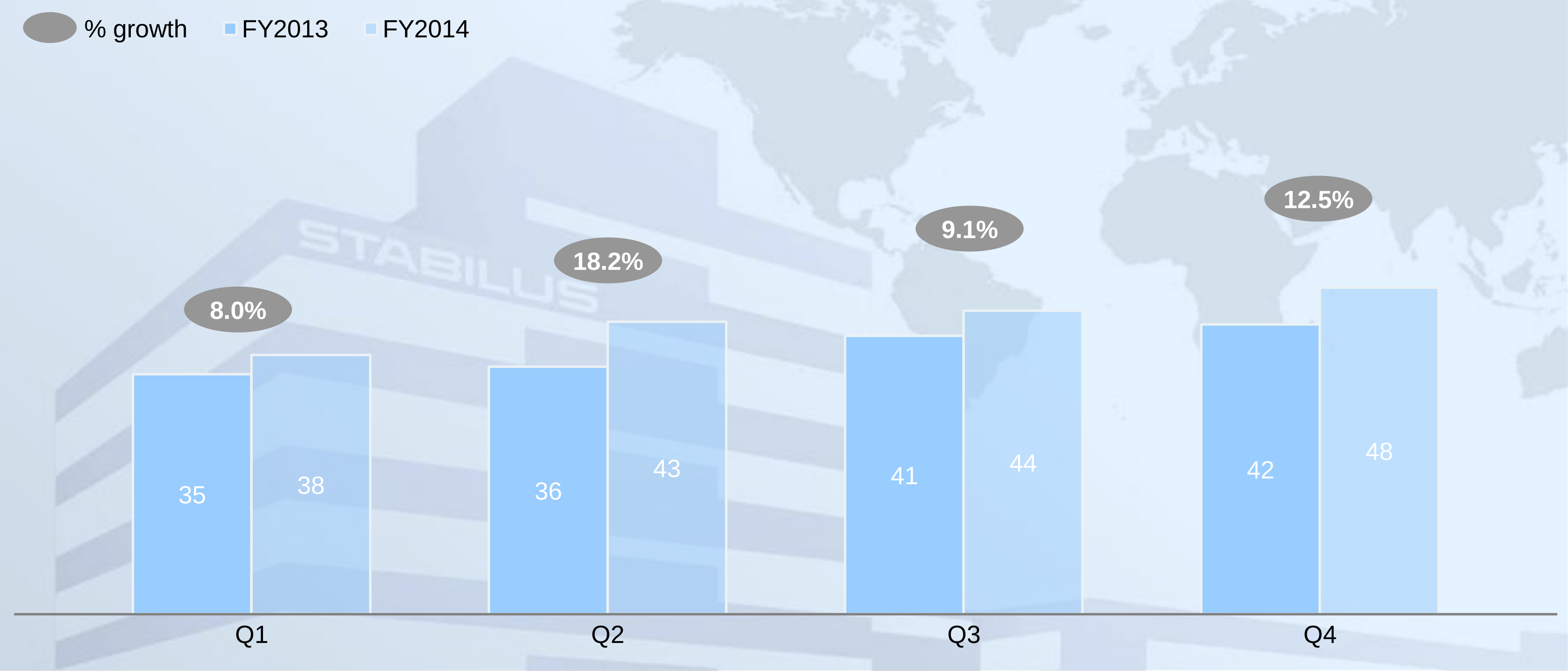
Review of revenue performance by quarter



Note: Stabilus fiscal year-end is September

NAFTA – Review of revenue performance by quarter

Revenue by quarter FY2013 vs. FY2014 (€mm)



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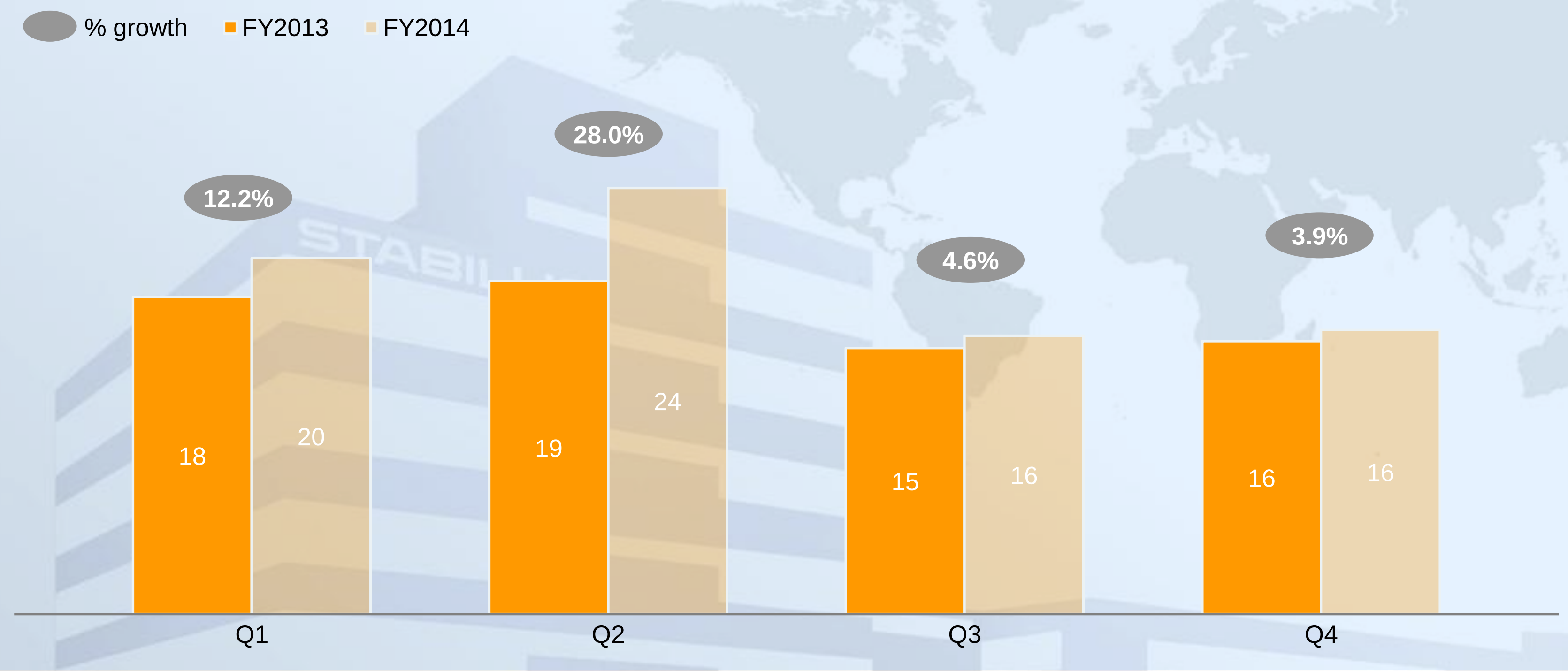
Asia/RoW – Review of revenue performance by quarter

Revenue by quarter FY2013 vs. FY2014 (€mm)



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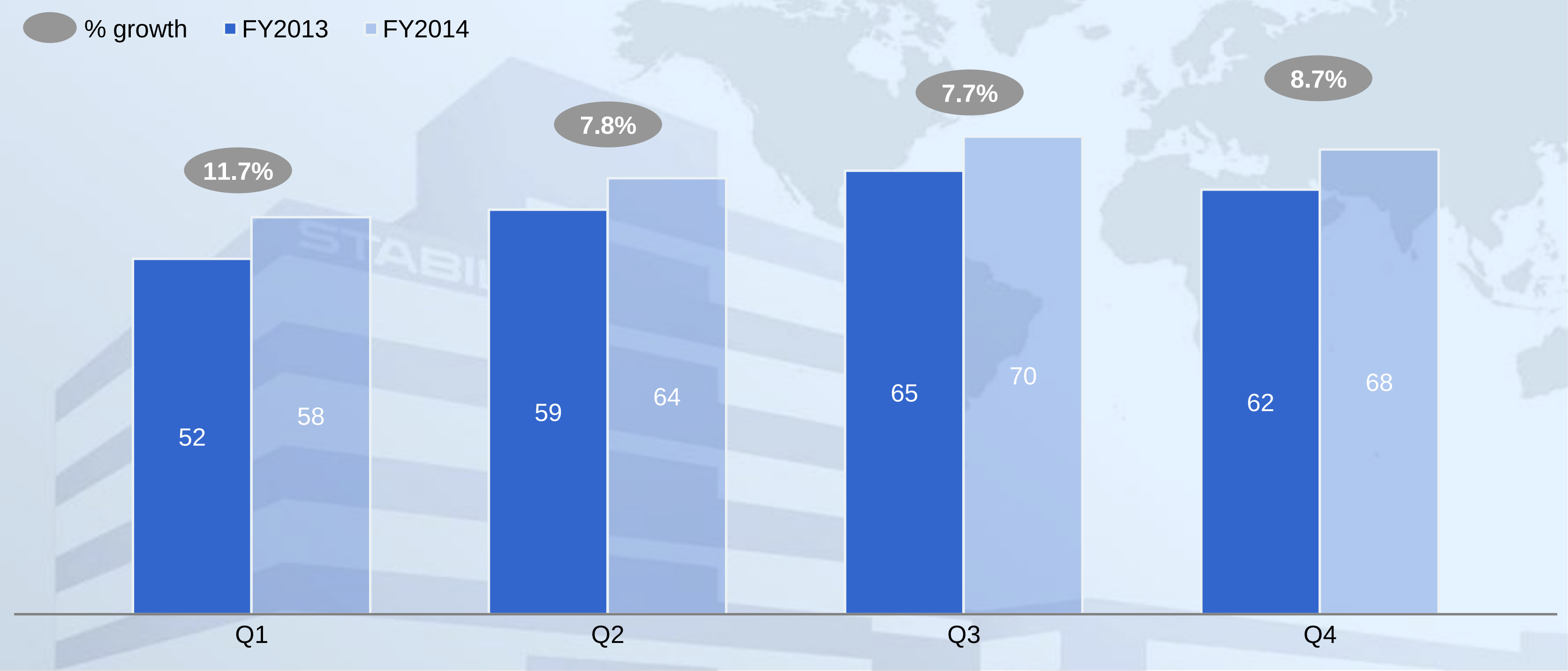
Europe – Review of revenue performance by quarter

Revenue by quarter FY2013 vs. FY2014 (€mm)



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