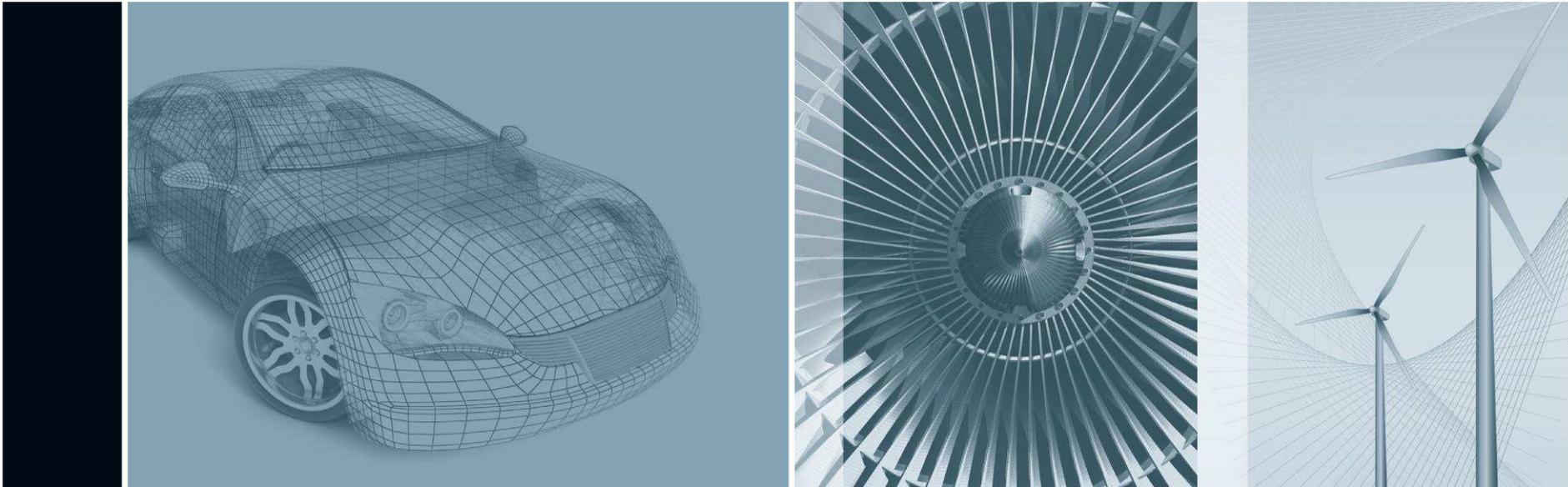


Presentation of Bertrandt AG

Markus Ruf, Head of Finance
Sabrina Förschler, Investor Relations

Ehningen, April 2012



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In the last 39 years Bertrandt has developed into one of the leading engineering partners in Europe

- 1974:** Founded by Harry Bertrandt
- 1993:** MBO by Dietmar Bichler and Heinz Kenkmann
- 1996:** Bertrandt goes public (IPO)
- 2009:** Bertrandt is listed in the SDAX



Due to our decentralized structures we are able to achieve maximum customer proximity

- Almost 9,000 employees work at 39 locations in Europa and the US

STANDORTE

DEUTSCHLAND

- 1 Altenburg
- 2 Berlin
- 3 Bielefeld
- 4 Bremen
- 5 Donauwörth
- 6 Dortmund
- 7 Düsseldorf
- 8 Ehningen
- 9 Flörsheim
- 10 Frankfurt
- 11 Freiburg
- 12 Friedrichshafen
- 13 Göppingen
- 14 Hamburg
- 15 Heilbronn/Neckarsulm
- 16 Ingolstadt
- 17 Karlsruhe
- 18 Kassel
- 19 Kemnath
- 20 Köln
- 21 Mannheim
- 22 München
- 23 Nordsteimke
- 24 Nürnberg
- 25 Regensburg
- 26 Rüsselsheim
- 27 Stadthagen
- 28 Stuttgart
- 29 Ulm
- 30 Wolfsburg

FRANKREICH

- 31 Montbéliard
- 32 Paris
- 33 Toulouse

GROSSBRITANNIEN

- 34 Dunton

SCHWEDEN

- 35 Trollhättan

SPANIEN

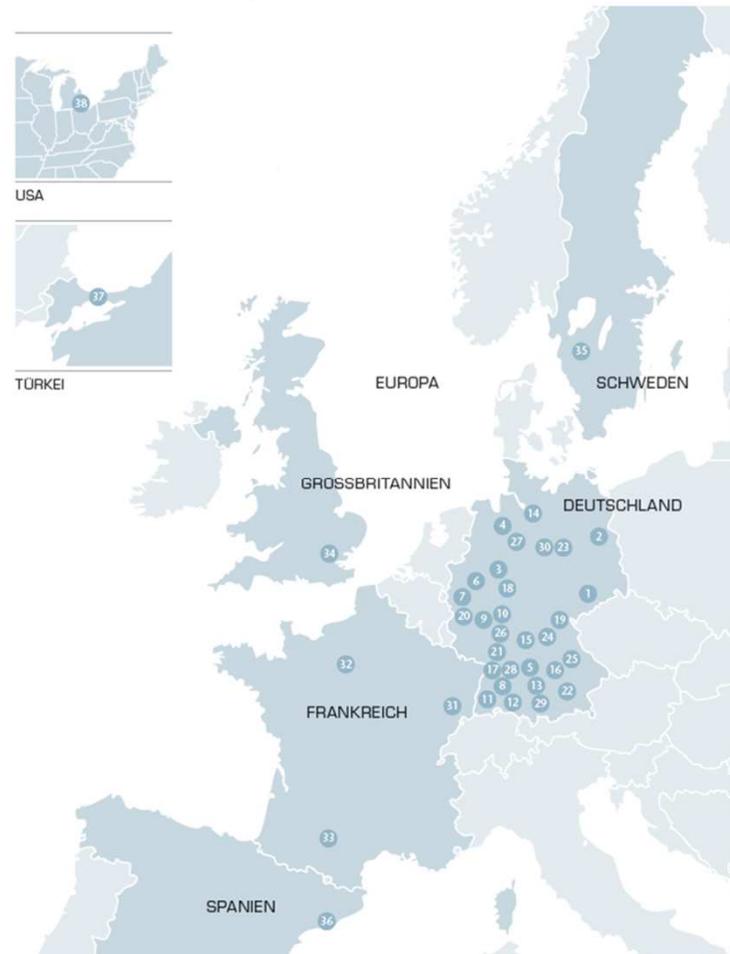
- 36 Barcelona

TÜRKEI

- 37 Istanbul

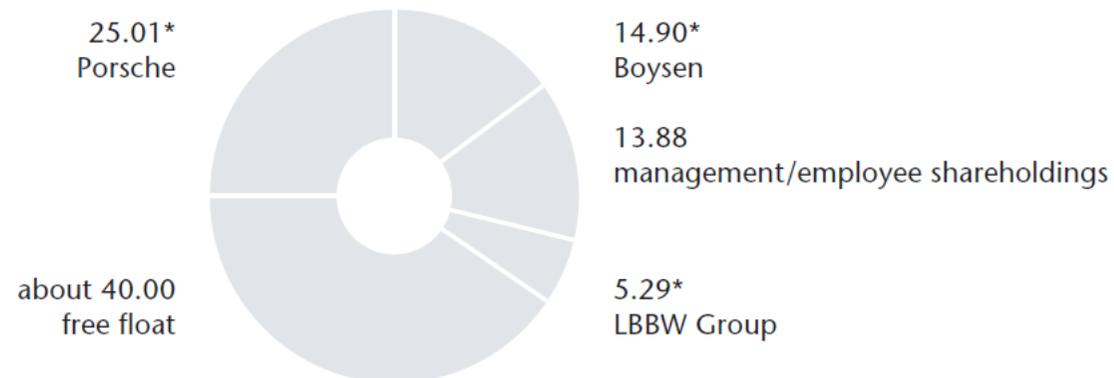
USA

- 38 Detroit



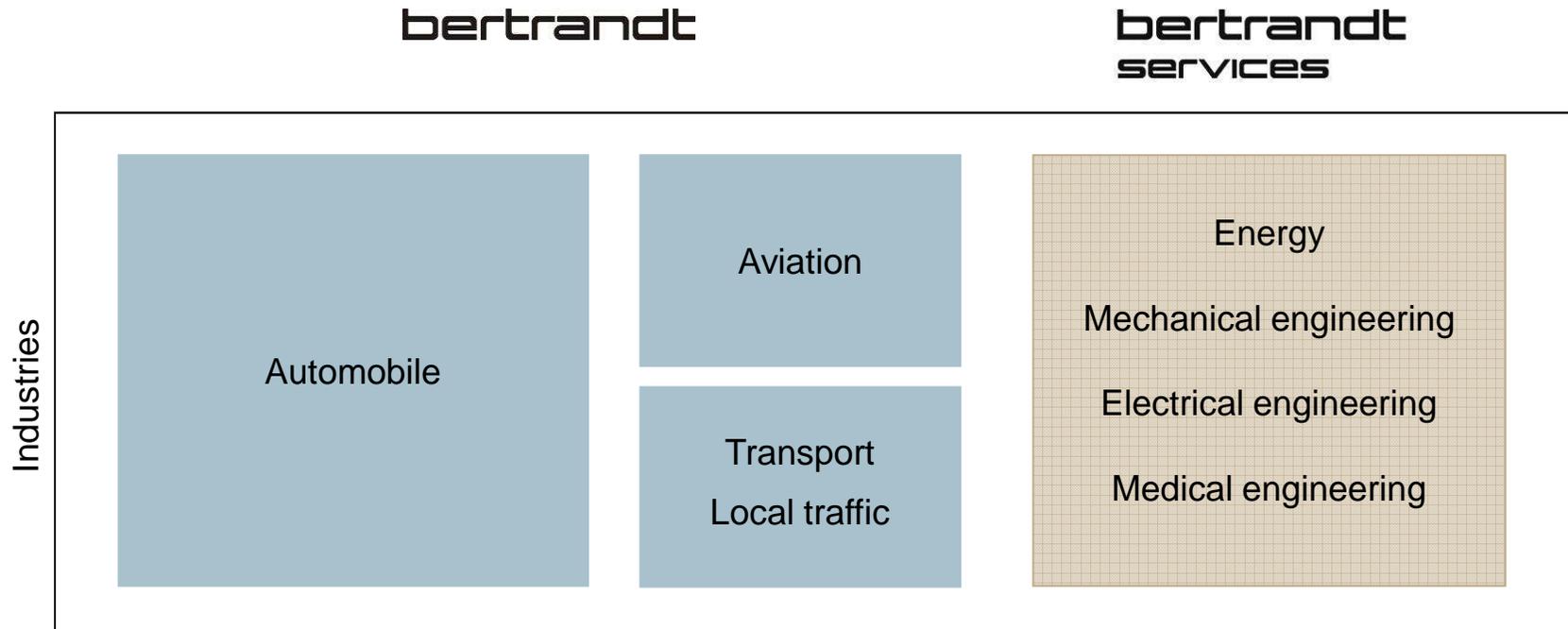
Shareholder structure

- **Dr. Ing. h. c. F. Porsche AG** holds 25.01 percent of Bertrandt shares
- **Friedrich Boysen Holding GmbH** is a major shareholder of Bertrandt AG
- **Dietmar Bichler** (CEO) owns approximately eight percent of Bertrandt shares



*According to the received disclosures pursuant to Section 21 ff. of the German Securities Trading Act.
As of 30 September 2011

Bertrandt at a glance

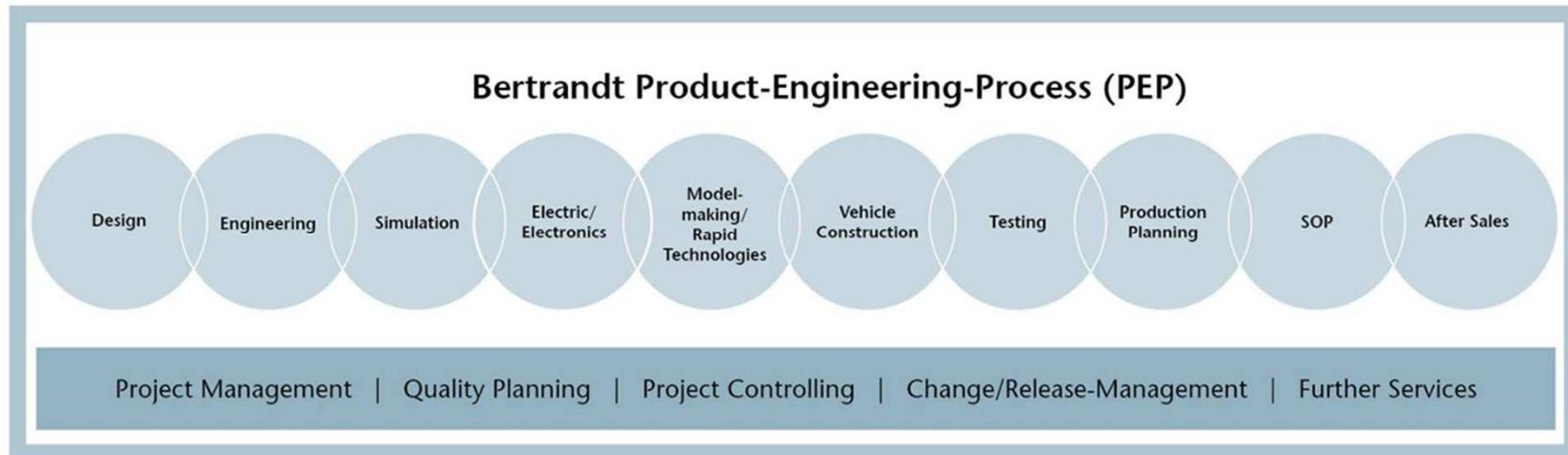


Our Customer Base

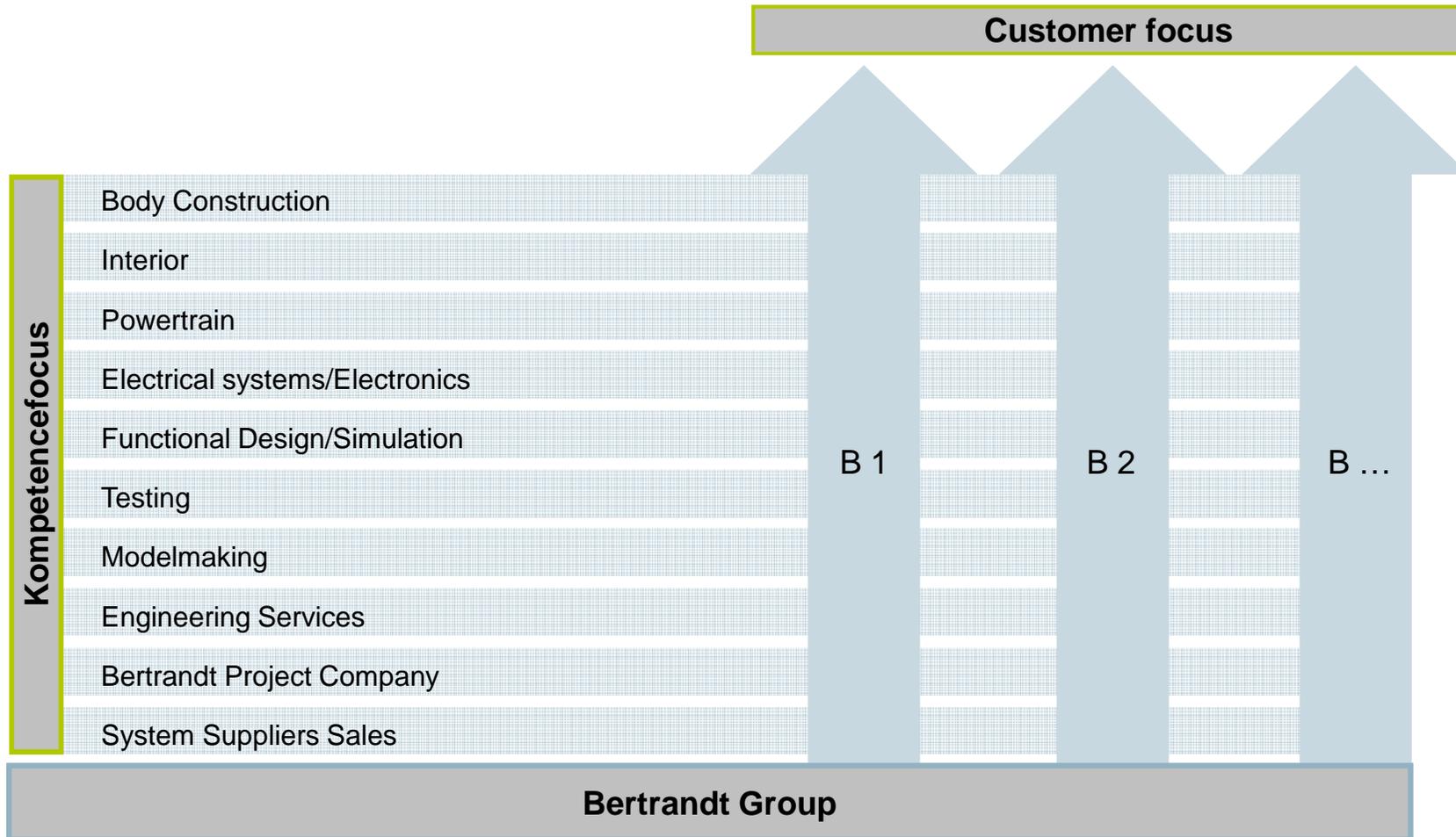
- Audi
- Bizerba
- BMW
- Bosch
- Continental
- Daimler
- EADS -Airbus
- Eisenmann
- Ford
- Johnson Controls
- Magna
- Opel
- Porsche
- PSA/Citroën
- Renault
- Schiller Automation
- Siemens
- TDS
- ThyssenKrupp
- Valeo
- VW
- etc.



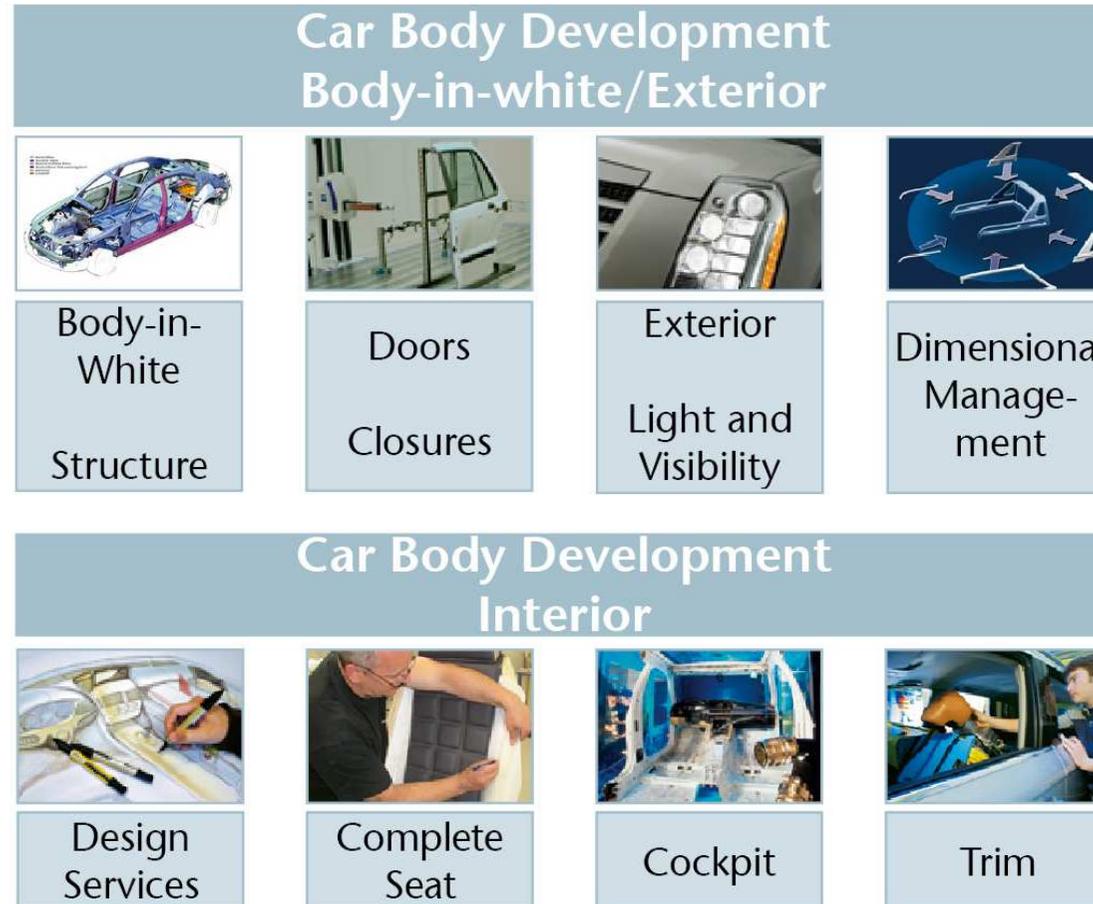
Bertrandt offers end-to-end engineering services – from the idea right up SOP



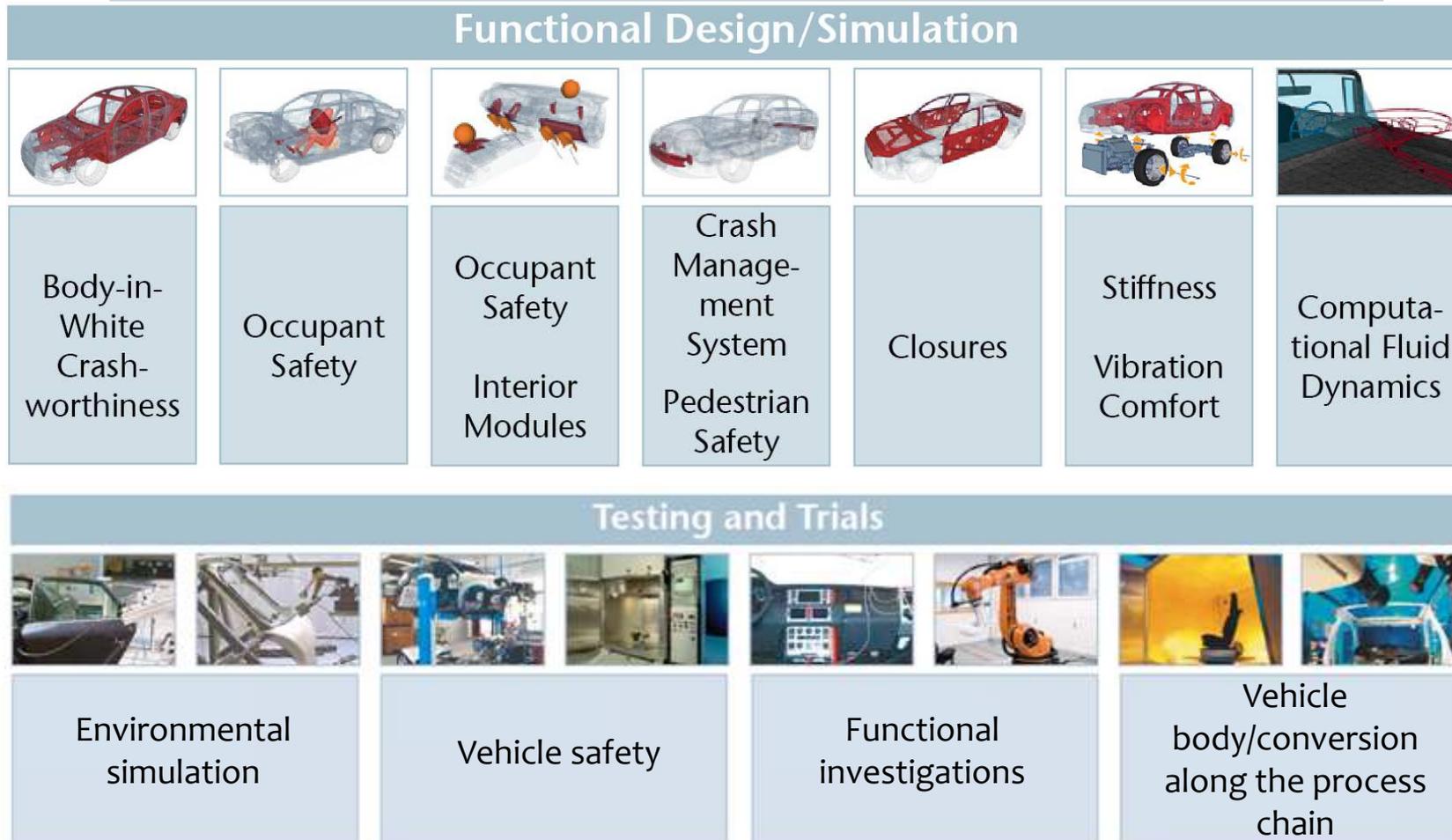
Maximum customer- and competence orientation



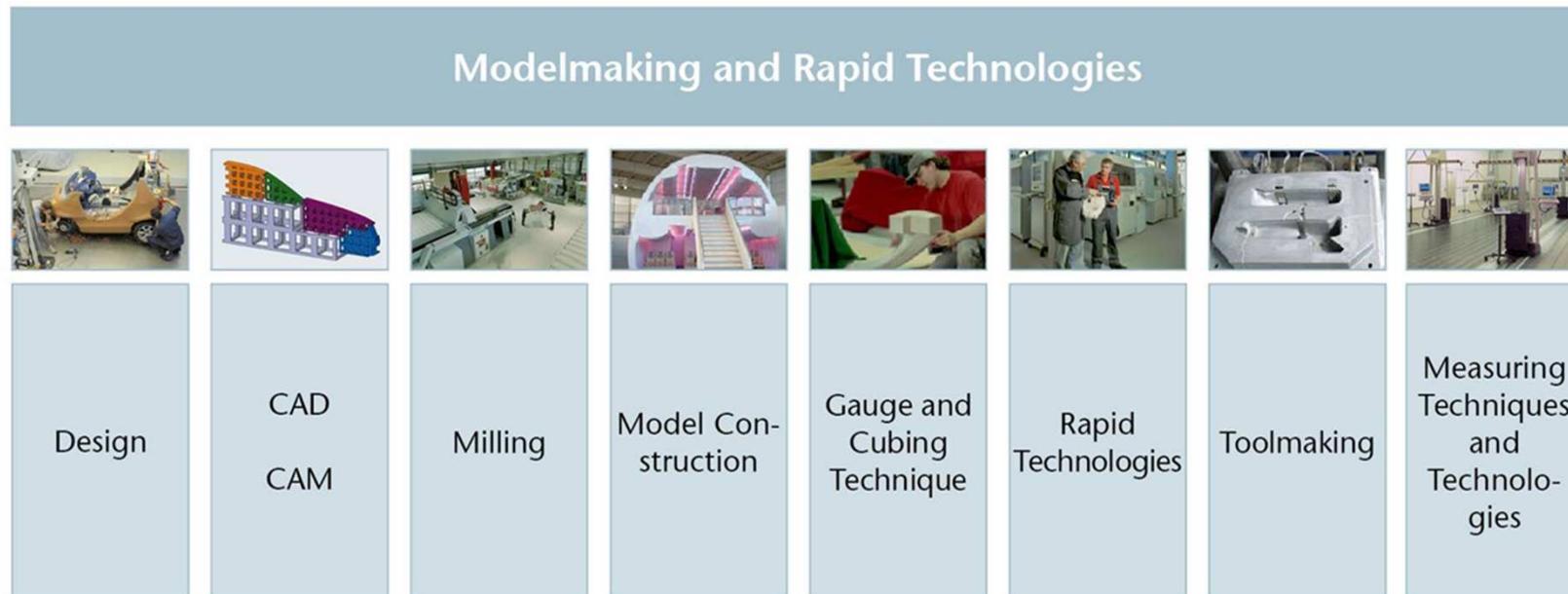
Development from the first idea to functional development – Body area



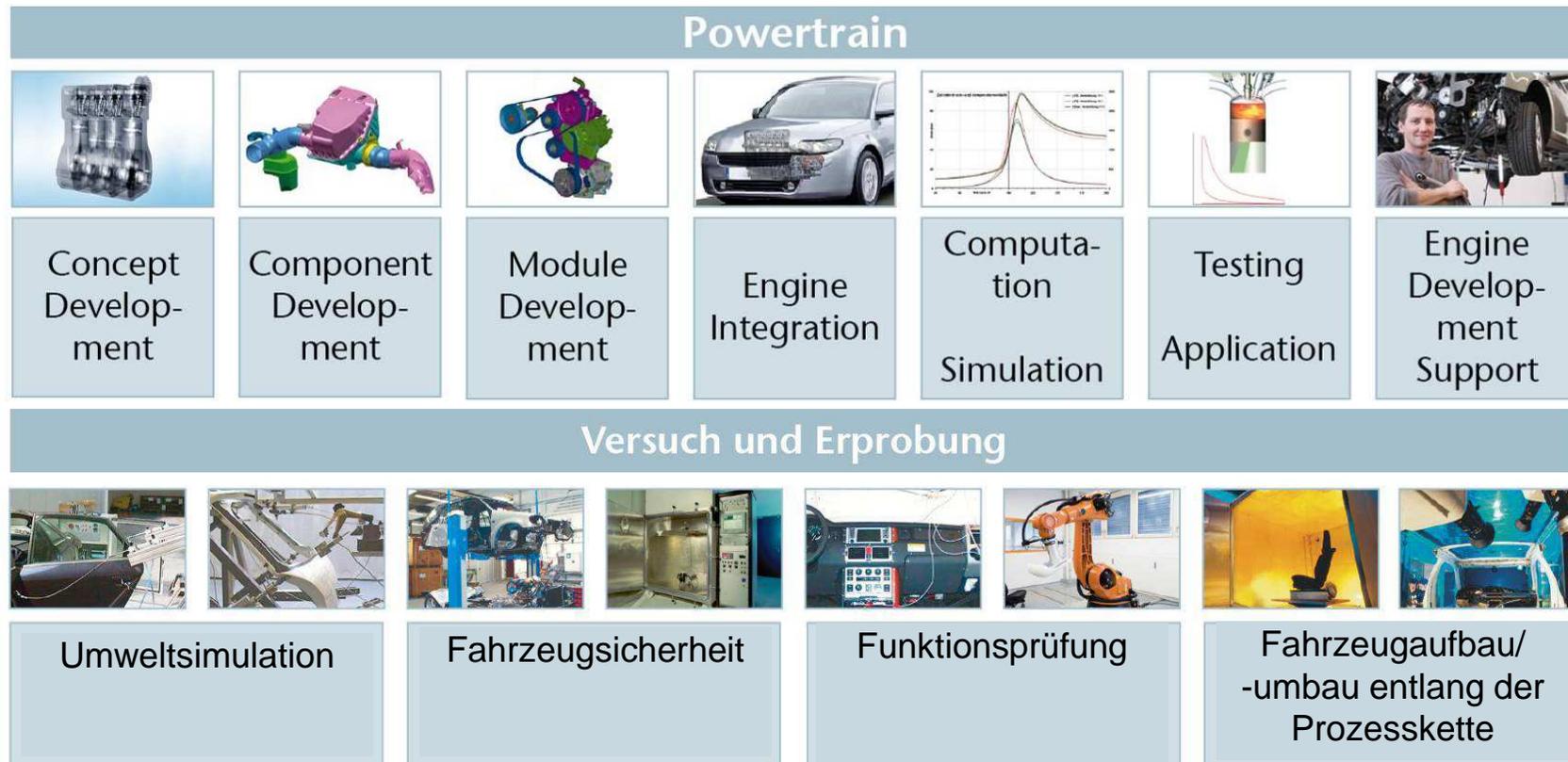
Virtual development to accomplish real, functional goals



Model construction and rapid technologies - from date to hardware in the shortest possible time



Control Complexity – functional Testing and Advice



Reference project: Lamborghini Aventador – a jump of two generations

**Electronic Platform-Integration
Lamborghini Aventador**

Integration management

- ECU Integration

Function development

- 40 ECUs:
 - New Development
 - Adaption
 - Validation



Reference project: The DW12CTED4 – single turbo engine

Drive System

- Entire development of mechanical components:
 - Injection
 - Exhaust system
 - Emissions
 - Crankshaft drive
 - Control System
- Supporting Services
 - Quality Management
 - Supply Chain Management



Activities in the aviation sector

- Long-standing relationship with the EADS-Group.
- Activities in the aviation sector are mainly managed by our branch in Hamburg
- New branches in Augsburg for premium Aerotec and for EADS locally in Toulouse
- Increased networking between Bertrandt's departments ensures expertise in the fields of lightweight construction and failsafe calculation methodology
- Model range of Airbus and the trend regarding individualization of the airlines will continue to offer development potential
- Proportion of outsourcing is expected to rise



Bertrandt Services – Diversification into other industries and markets

- High quality services in technical and commercial areas besides the mobility industry
 - 18 branches in Germany
 - More than 350 employees
- Focused industries:
 - Plant and mechanical engineering
 - Medical engineering
 - Electrical engineering
 - Energy industry
- Framework contracts with major customers such as Siemens, AREVA, ABB etc.



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Business and General Conditions

- German economy – a key driving force
Boom in 2011 despite the European debt crises.
- High demand for engineering
- Growth in the European automotive industry
- BRIC countries, especially China's market is growing

➡ Heterogeneous development of the manufacturers, some with record sales, some had a period of restructuring or reorientation.

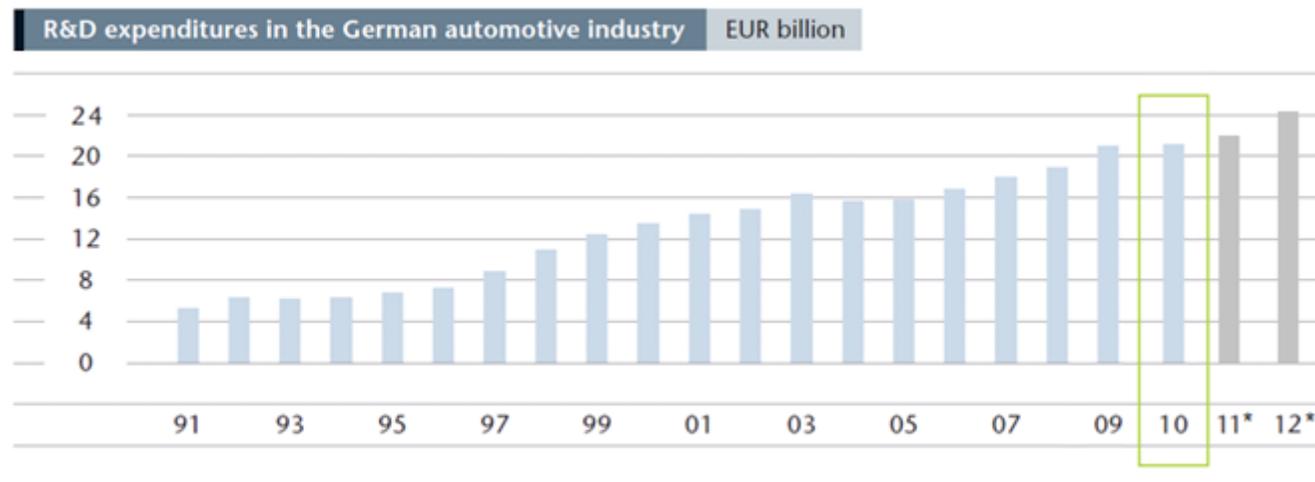
Economic Growth of the Gross domestic product*		
	2011	2012
Germany	2.8 %	0.8 %
Europe	1.6 %	0.8 %
USA	1.6 %	1.7 %
China	9.0 %	8.0 %
India	8.5 %	7.5 %



*Source: Autumn Report 2011

Market drivers remain intact

- Trend for model diversity confirmed by the OEM
- Requirements set by the government for emission reduction remains high
- Prognosis: R&D expenditures will grow from approximately 20.9 billion Euro in 2011 to 24.3 billion Euro in 2012

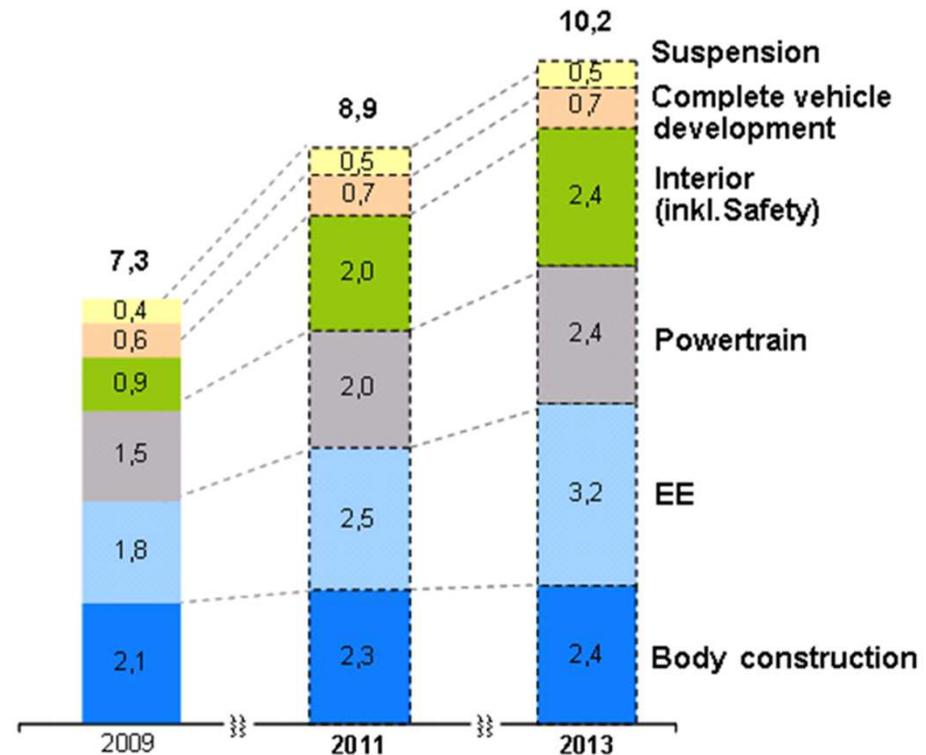


*Source: Forecast 2011-2012: PWC Study

Automobile manufacturers intensify their development activities

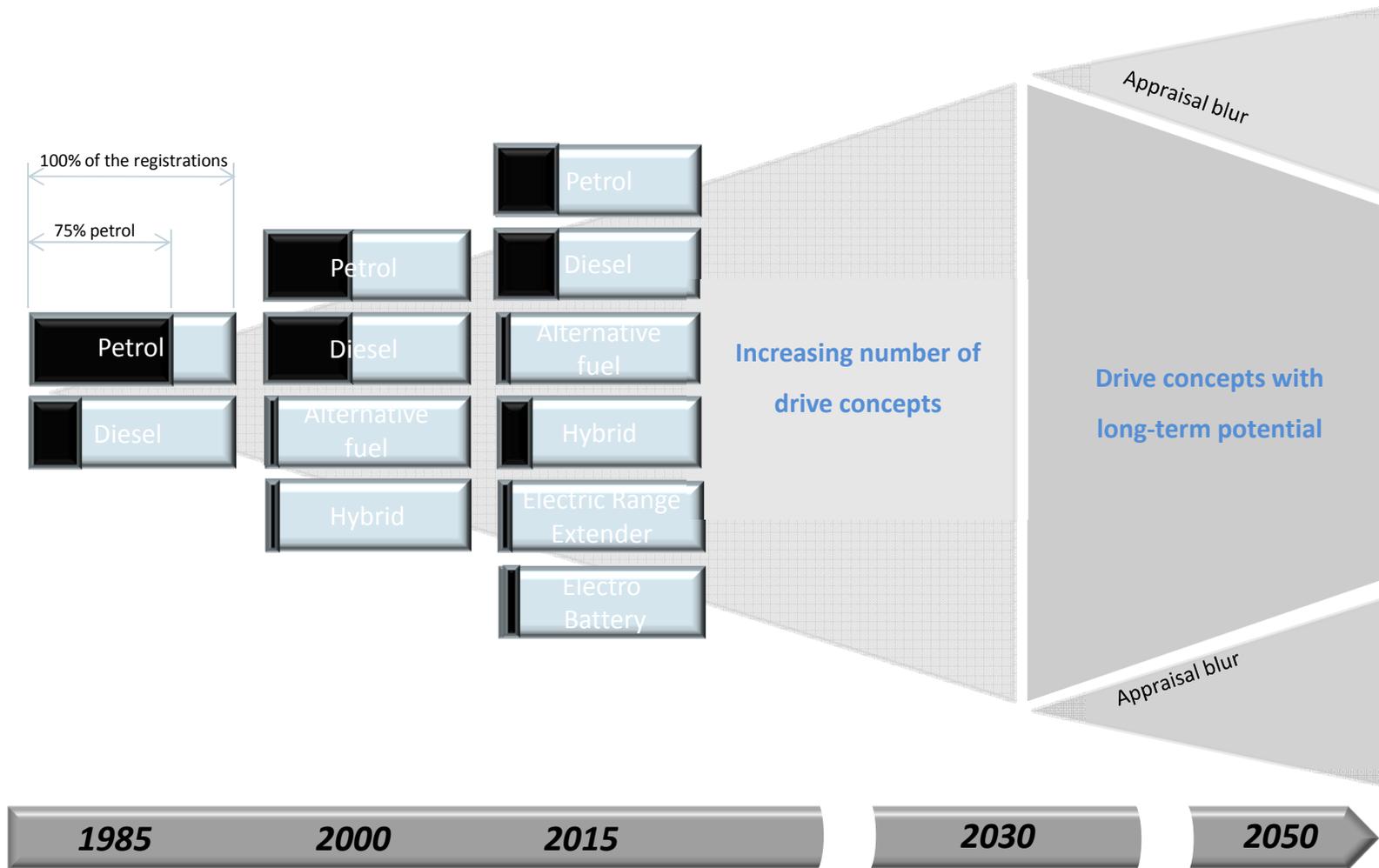
- OEM develop both conventional and alternative drive systems
- Trend towards country-and customer-specific models continues
- Amount of electronics in cars is increasing
- Lightweight solutions are used more

R&D outsourcing volume of the automotive industry worldwide (in billion Euro)*



*Source: Roland Berger, Mastering engineering service outsourcing in the automotive industry, 2010, exchange rate 1 € = 1,30 \$

Future drive concepts



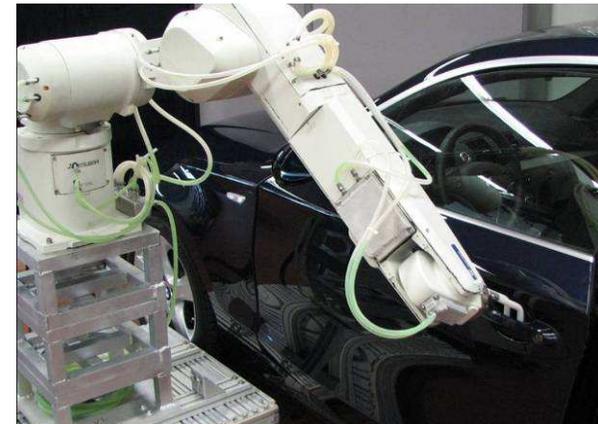
Bertrandt profits from the technological pressure

- Increase capacity in development because of the variety of technology and diversity of variants
- Bertrandt benefits from rigorous capacity and cost management in recent years:
 - Lean processes
 - Optimal capacity management
 - Strong capital base



Market positioning (1/2)

- Consistent expansion of the range of services
- Extention of labortory areas, by new battery test center, new environmental chambers, test stands, shaker and hexapod
- Expansion of technological competence in different drive types
- Know-how-immersion in lightweight
- Development of expertise in software development, safeguarding and networks
- Enhancing tool-, method and module capabilities



Market positioning (2/2)

- Diversification strategy:
 - Expansion of aviation activities in Germany
 - Bertrandt Services: Opportunities outside the mobility industry
 - Growth strategy
 - Promoting ideas
 - New hires
 - Adaptation and optimization internal processes according to the company size

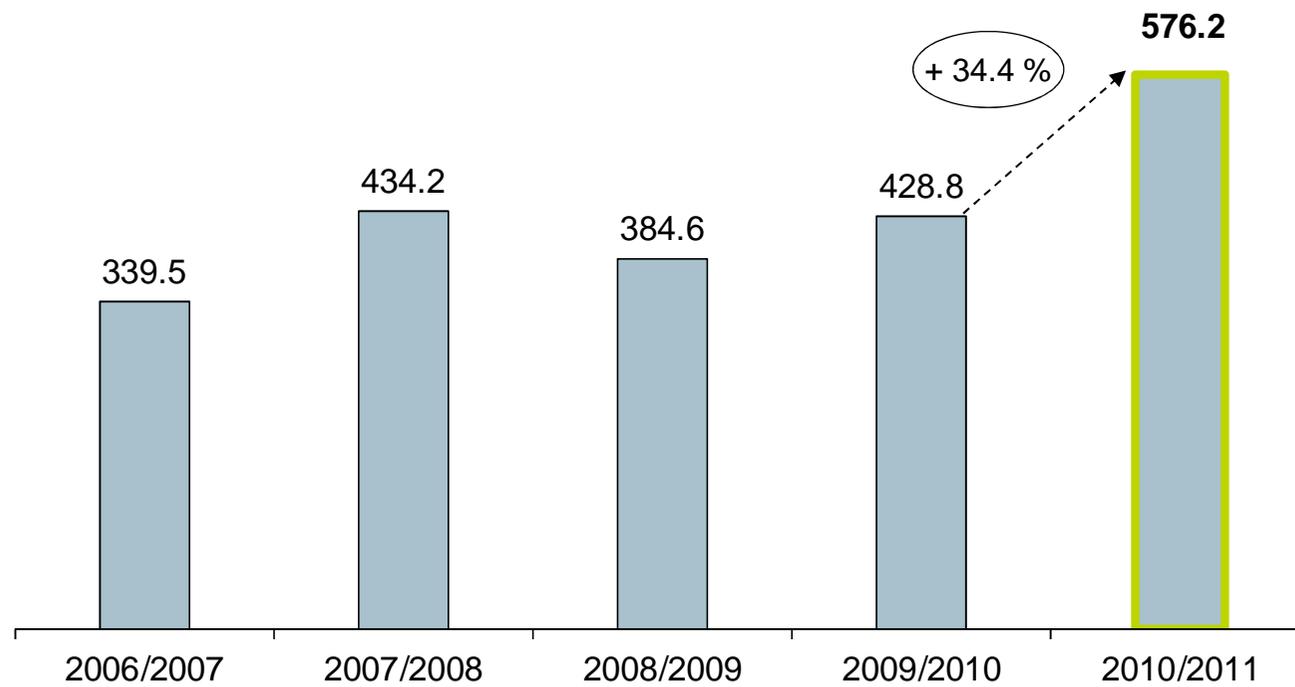


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Development revenues*

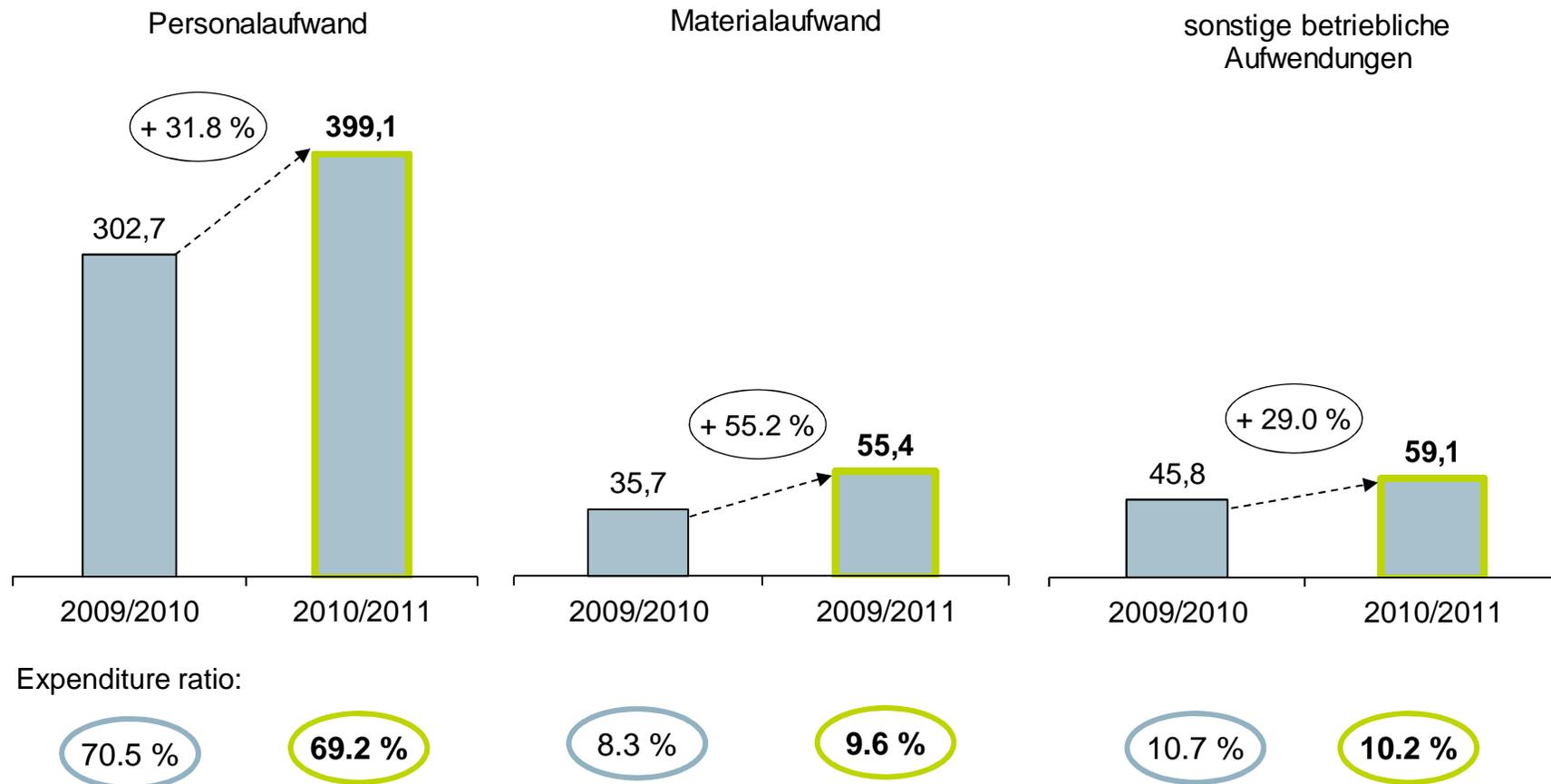
EUR million



* Financial indicators refer to the Group

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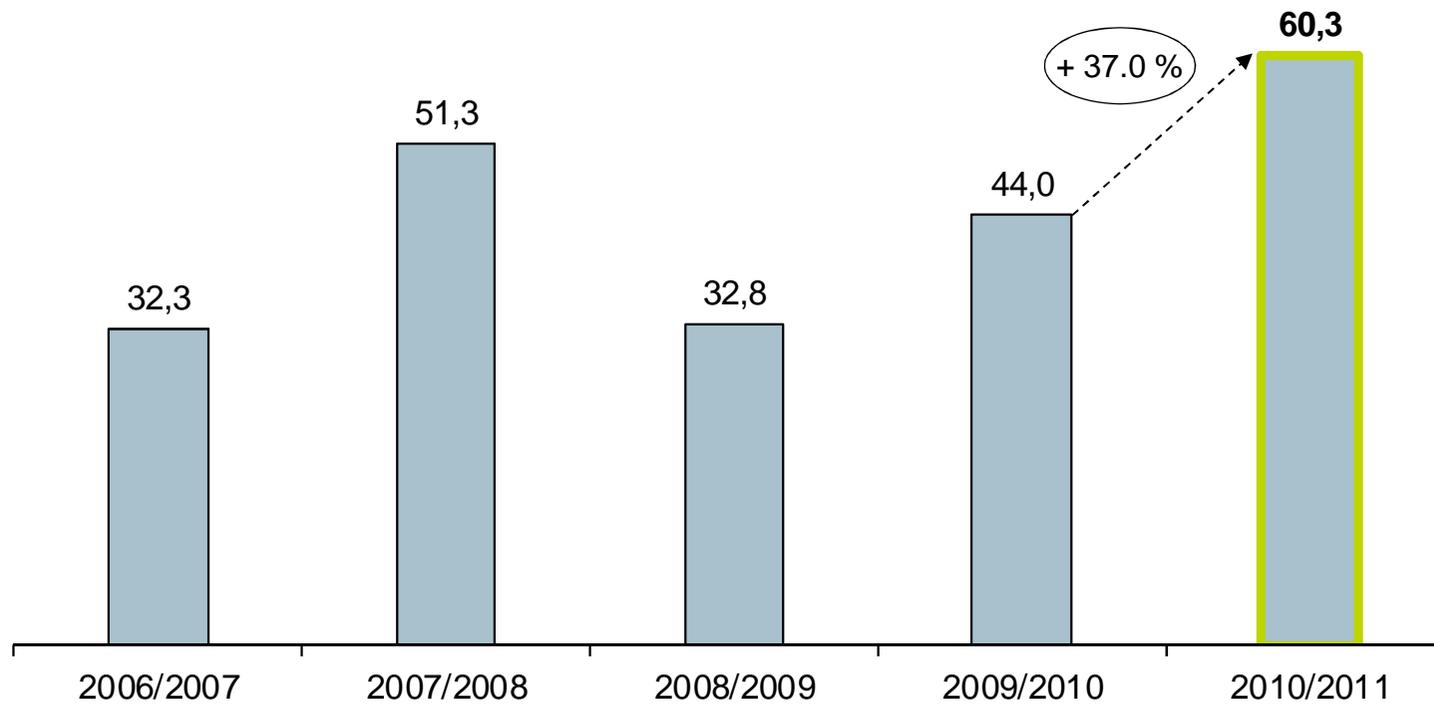
Development expenses*
EUR million



* Financial indicators refer to the Group

Development EBIT*

EUR million

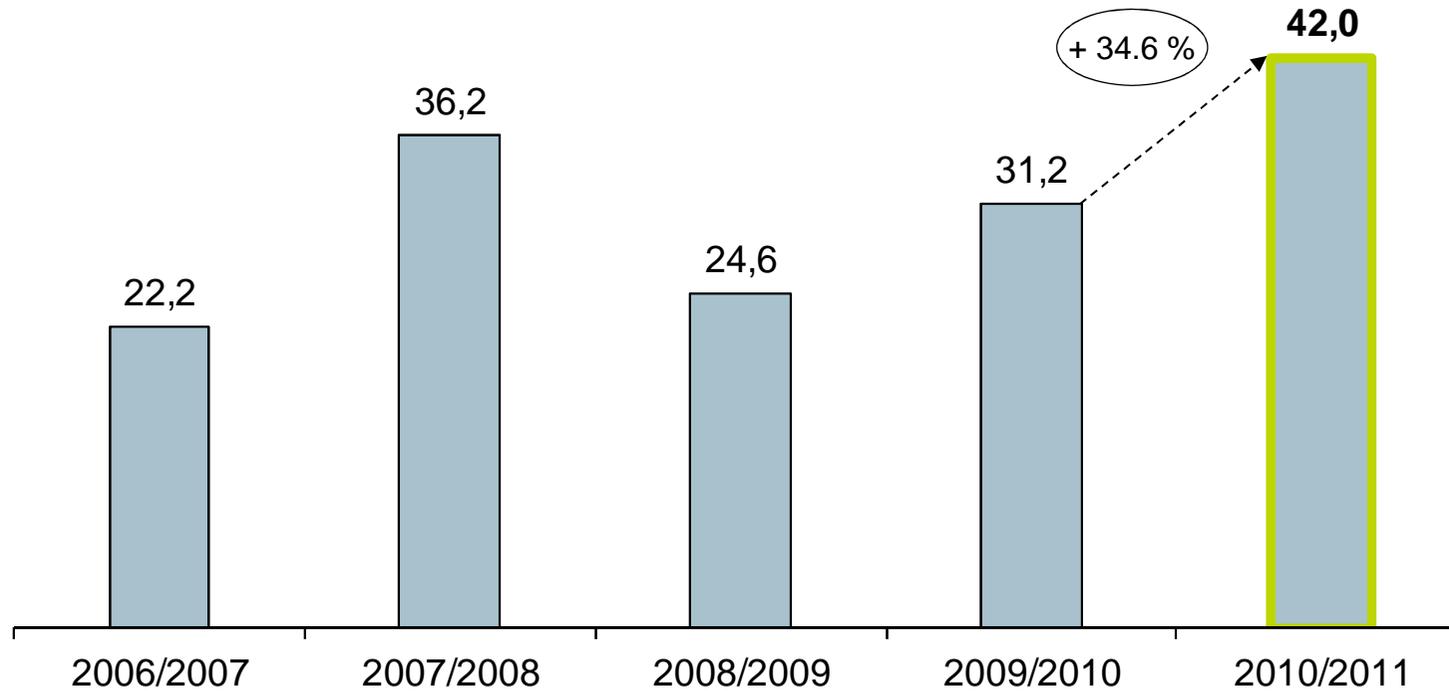


EBIT-Margin:



Development EAT*

EUR million



EPS:

2.20 €

3.57 €

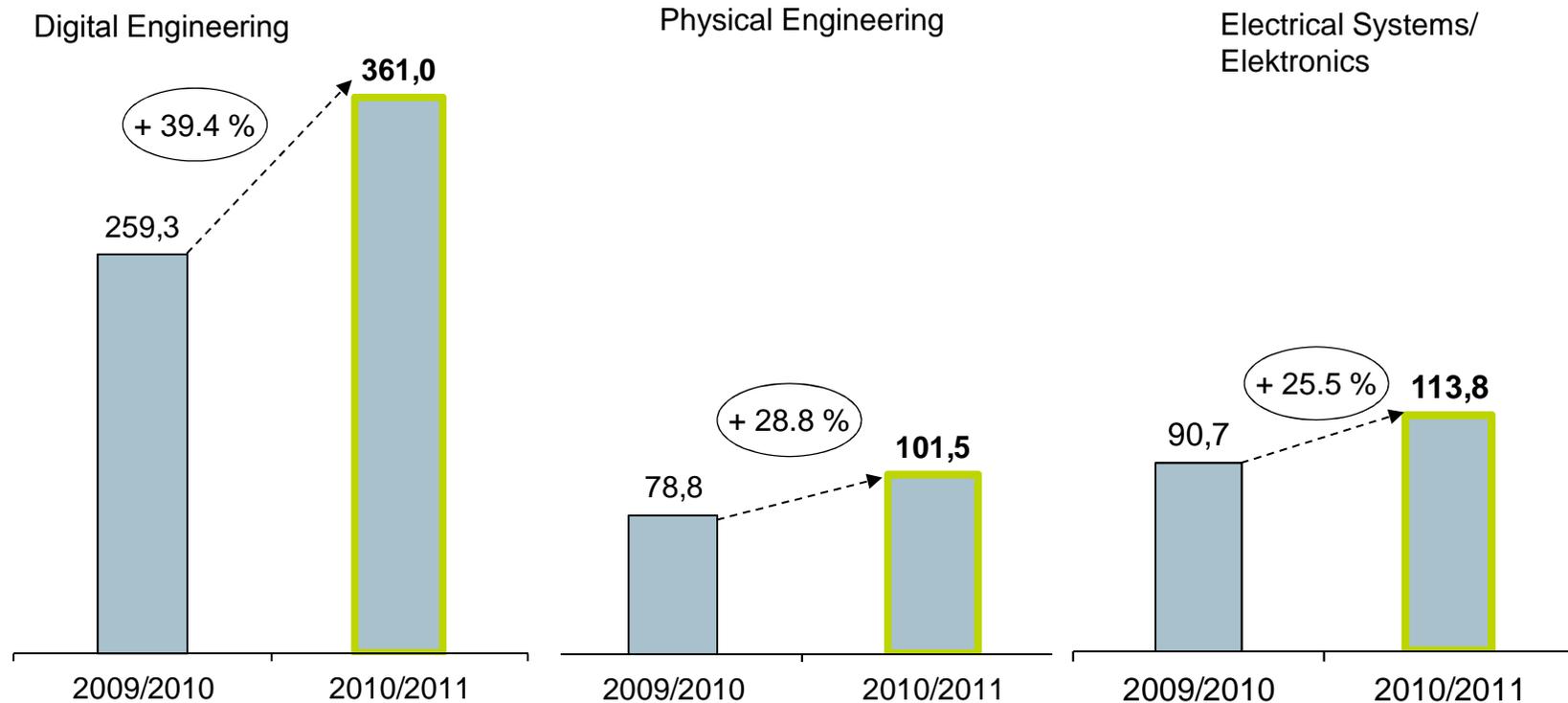
2.45 €

3.11 €

4.18 €

Development revenues in the segments*

EUR million

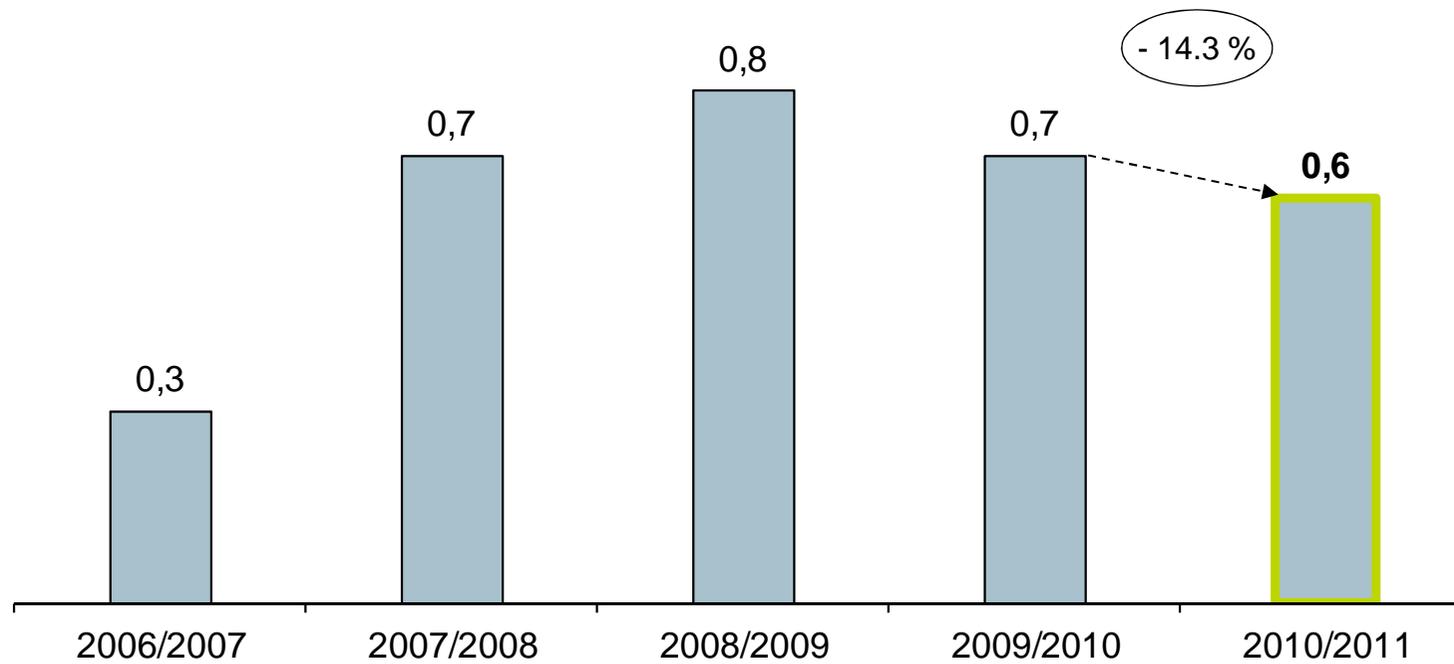


EBIT-Margin segments:



* Financial indicators refer to the Group

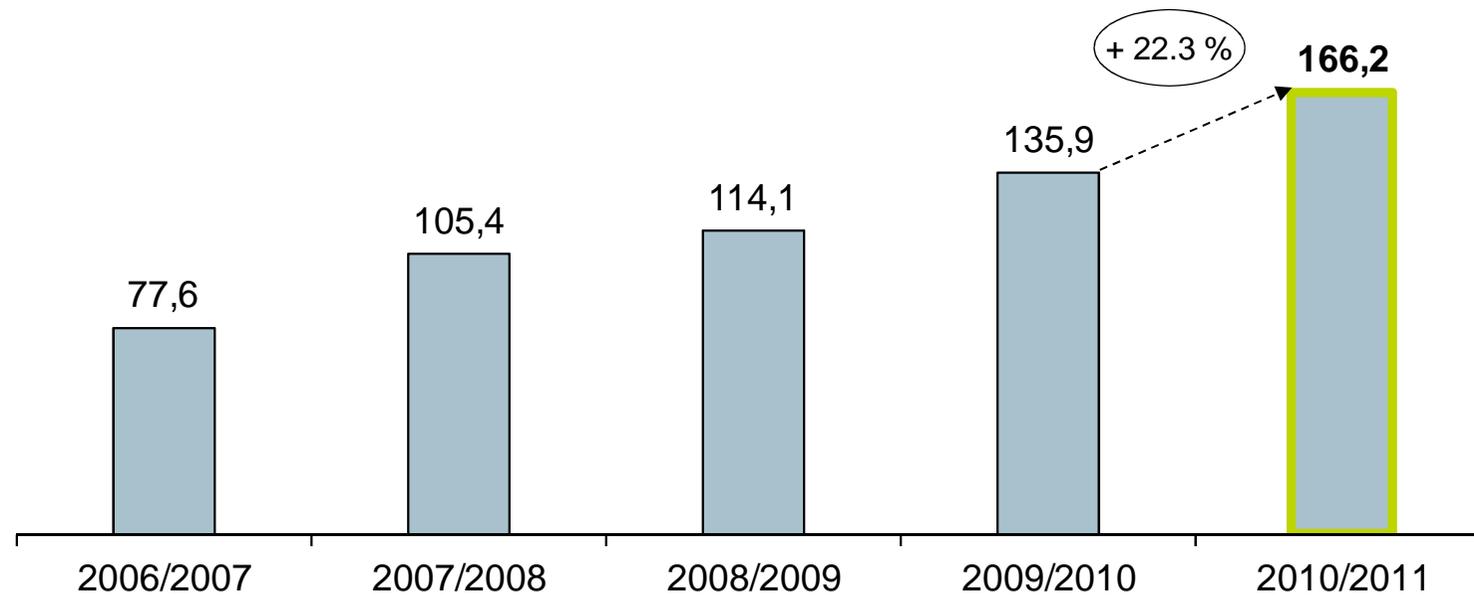
Development financial result*
EUR million



* Financial indicators refer to the Group

Development capital an revenues*

EUR million

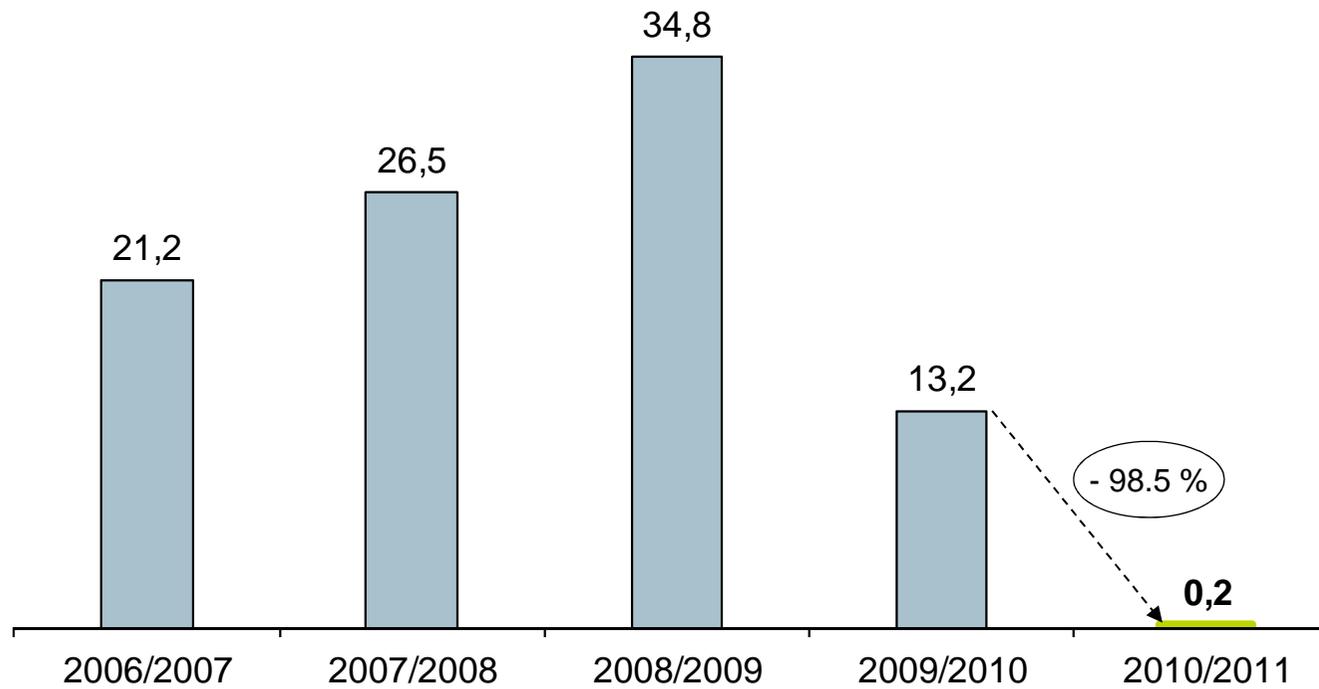


Equity ratio:



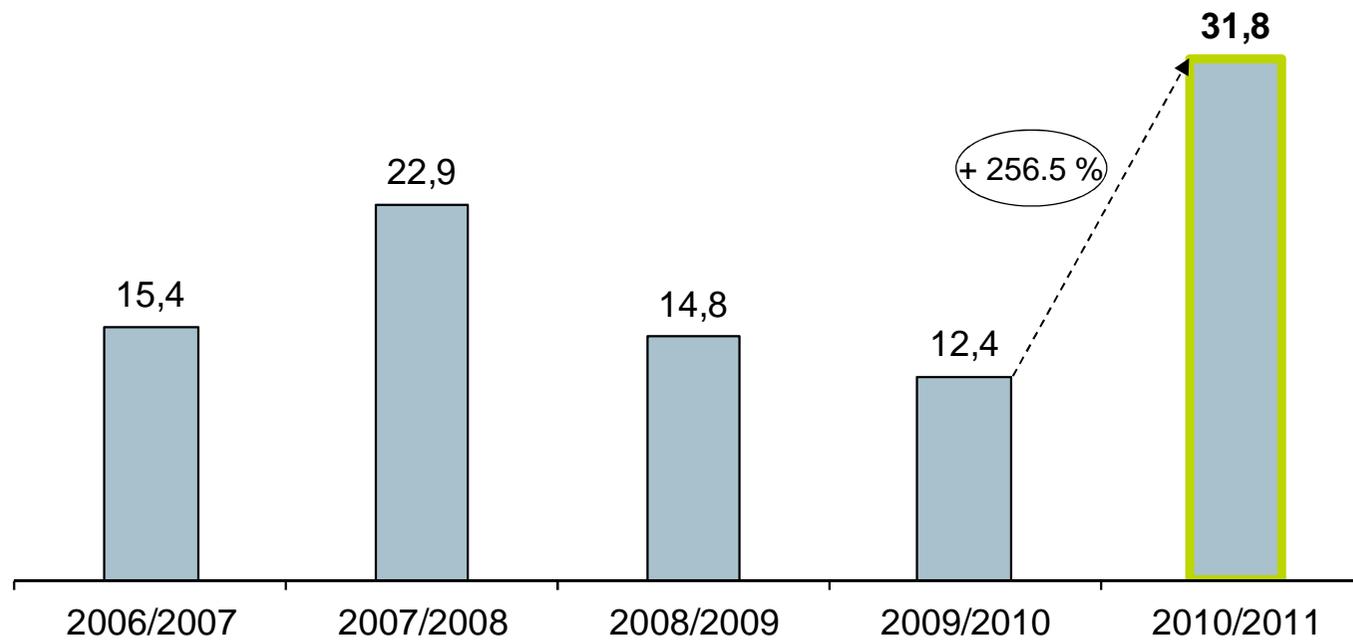
Development free cashflow*

EUR million



Development capital spending*

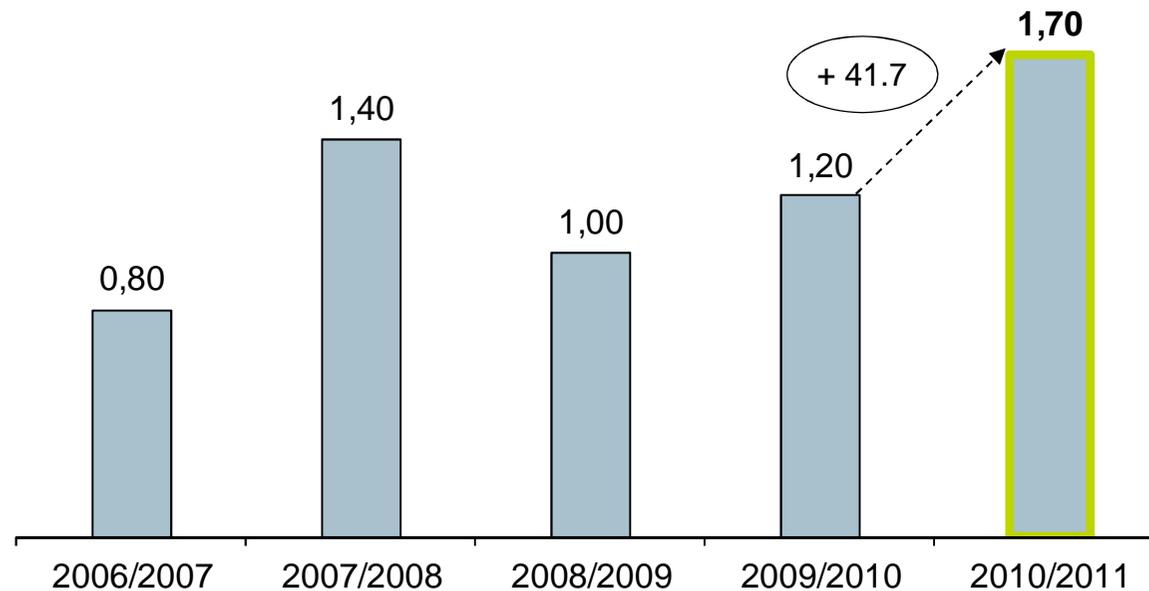
EUR million



Development dividend*

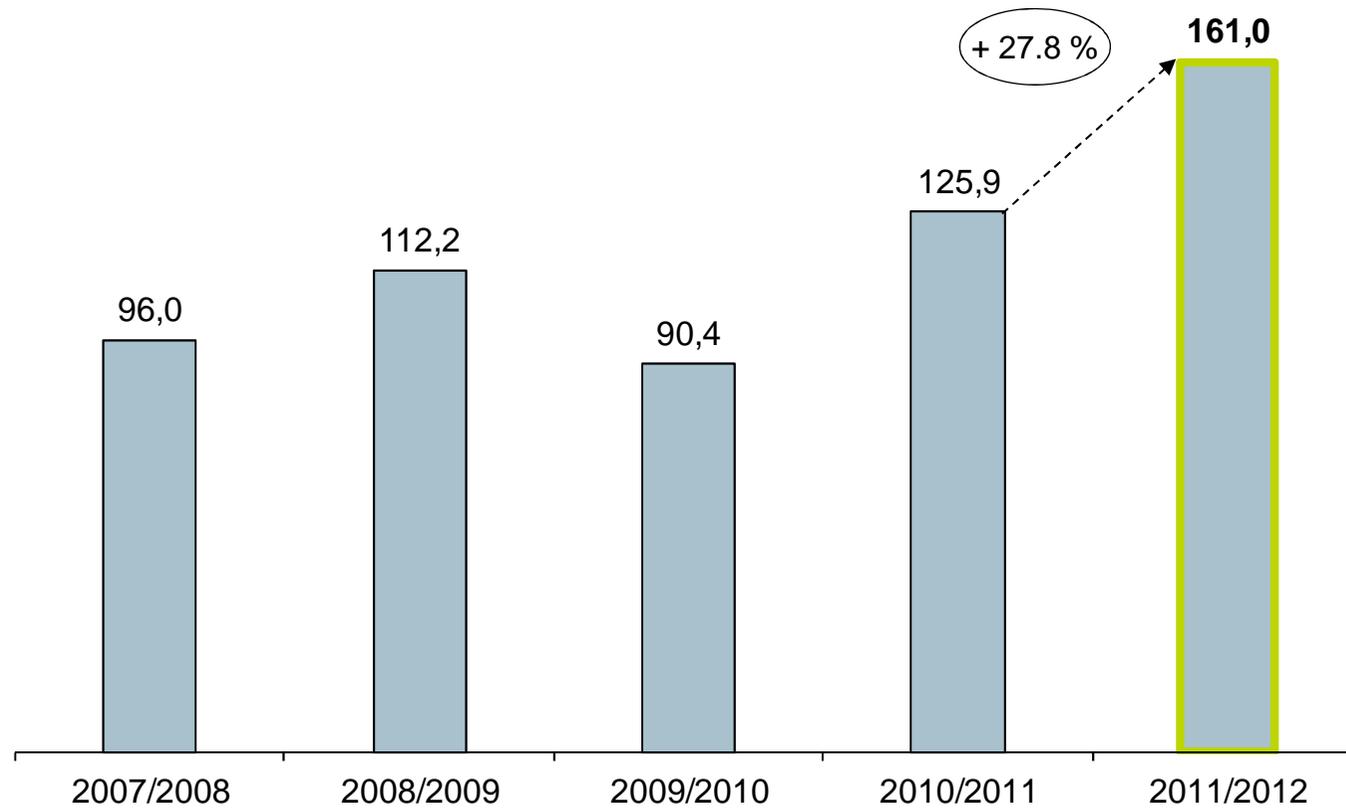
In Euro

Bertrandt would like to continue its shareholder friendly dividend policy: a payout ratio of 40 percent. The General Meeting in February decided a dividend of 1.70 per share.



Development revenues – first quarter 2011/2012*

EUR million

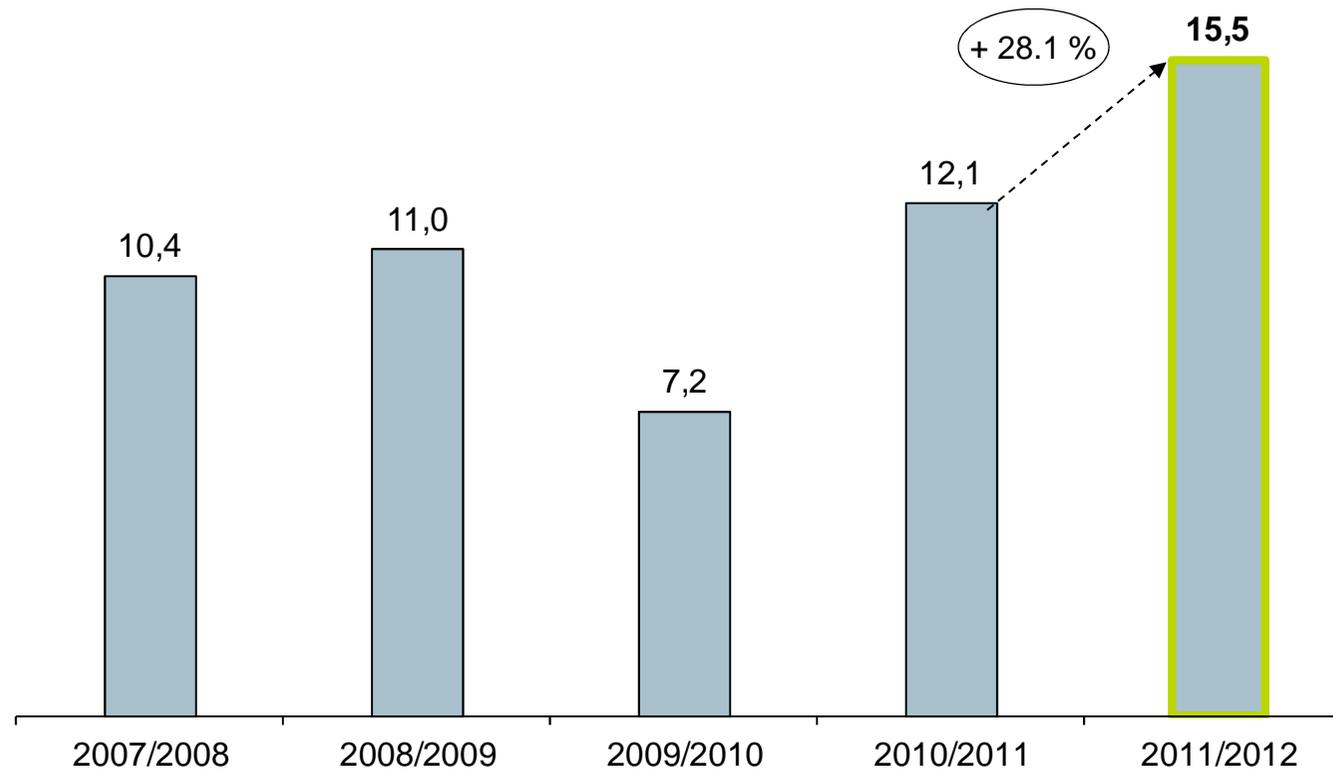


* Financial indicators refer to the Group

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Development operating profit – first quarter 2011/2012*

In Mio. EUR

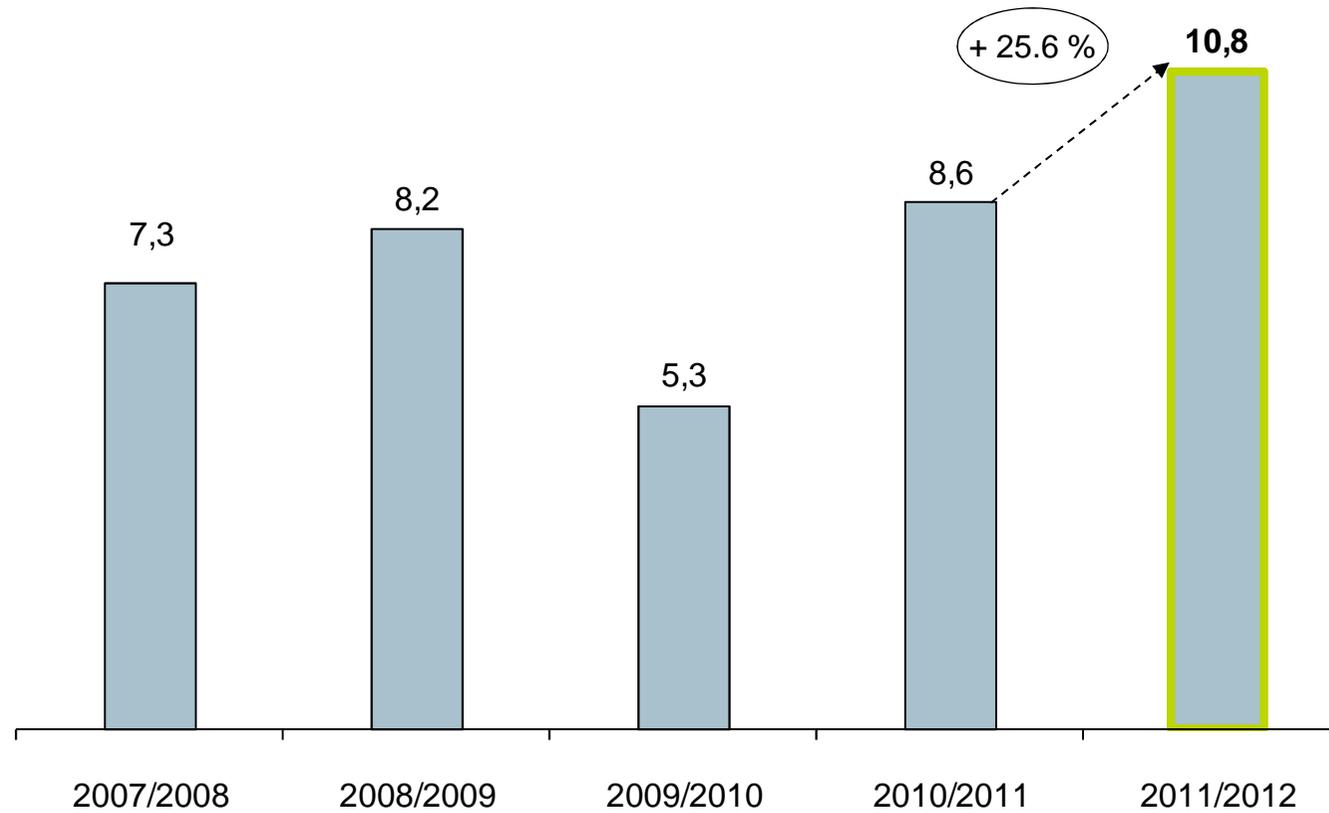


* Financial indicators refer to the Group

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Development EAT– first quarter 2011/2012*

In Mio. EUR



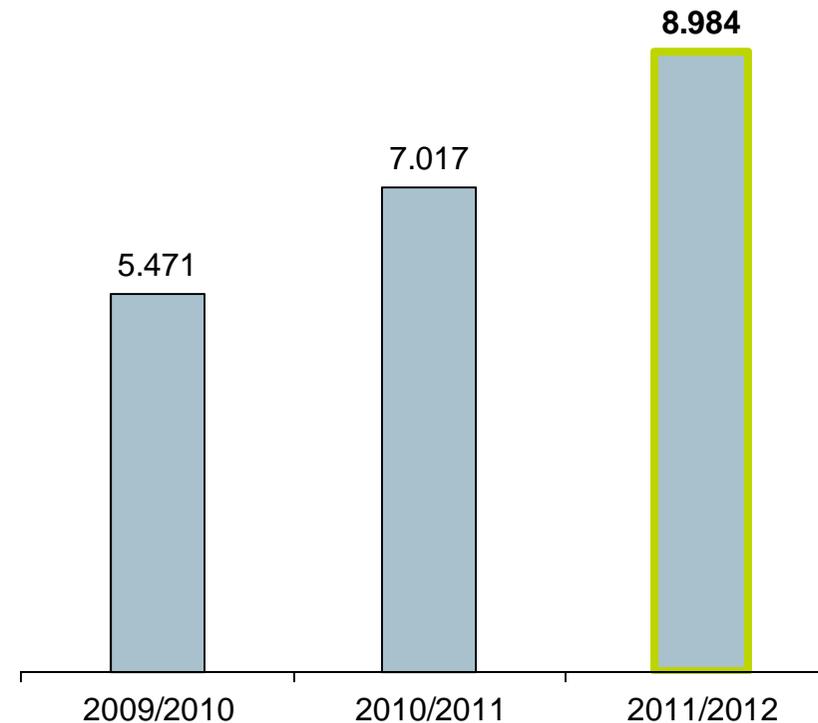
* Financial indicators refer to the Group

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Development employees– first quarter 2011/2012*

In Mio. EUR

- All-time high of staff number
- A total of EUR 8.7 million was invested in training (financial year 2010/11)
- Implementation of employer branding campaign to win qualified employees



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Building blocks for a successful company development

- Broad and deep range of services
- Decentralized organisational structure
- Customer-focused marketing approach
- High quality services
- Longstanding management



Outlook

- Heterogeneous development with OEM is conceivable
 - Premium manufacturers are more optimistic
 - Expansion of market position due to a variety of models and technology
 - Increasing budgets for R&D is likely
- Provided that
 - underlying and sector conditions do move in a favourable direction, the manufacturers invest more in research for and development of new technologies and models,
 - development work continues to be outsourced
 - and that qualified staff is available,

 Bertrandt expects its business to perform well in both the current and the next financial year.

Financial calendar

- 9 May 2012 7th Capital Market Day in Ehningen & 2st quarter 2011/2012
- 14 August 2012 3rd quarter 2011/2012
- 6 December 2012 Annual press and analysts´conference
Annual report 2011/2012
- 20 February 2012 General meeting in Sindelfingen

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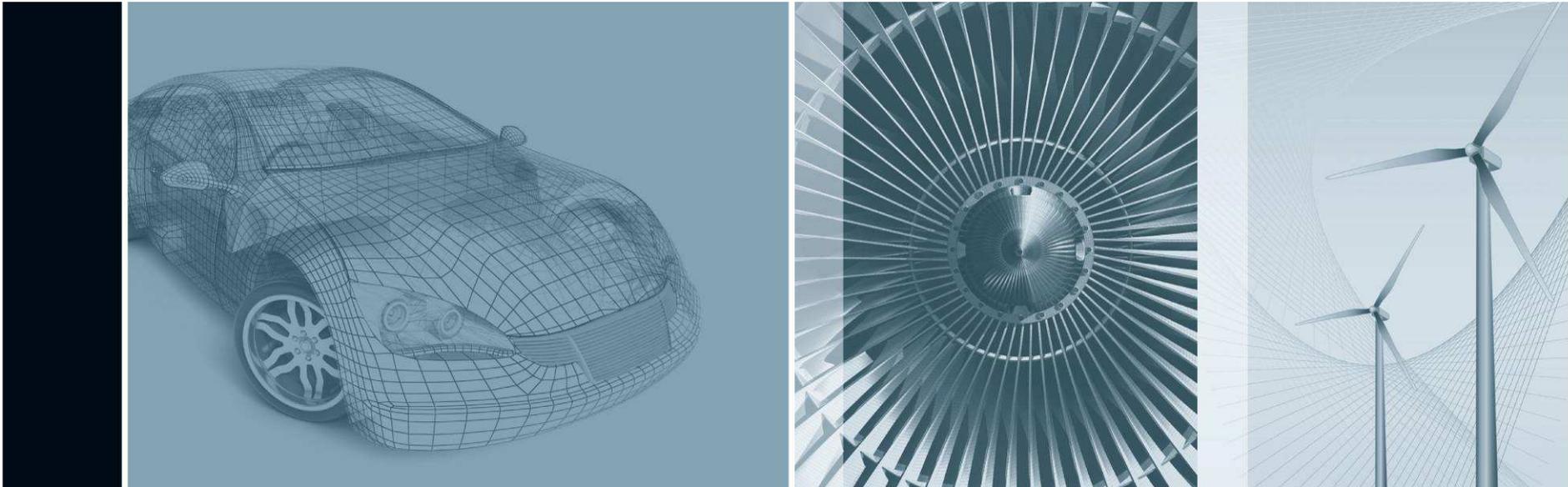
Phone: +49 7034 656-4201

Fax: +49 7034 656-4488

E-mail: sabrina.foerschler@de.bertrandt.com



Thank you for your attention.



This presentation contains forward-looking statements that reflect our current views about future events. The words “anticipate”, “assume”, “expect” and similar expressions are used to identify forward-looking statements. These statements are subjected to certain risks and uncertainties. If any of these risks and uncertainties materialize, or if the assumptions underlying any of our forward-looking statements prove incorrect, then our actual results may be materially different from those we express or imply by such statements. We do not intend or assume any obligation to update these forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made.