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**Press conference
Bertrandt AG**

Stuttgart, December 14th 2017, Dietmar Bichler, CEO

Market Development in the Previous Fiscal Year

*Effective R&D-Budgets
in Automotive Industry*

39 Mrd. EUR

*R&D Expenditures
in Aerospace
Industry*

4 Mrd. EUR

*Medical Engineering
With Moderate
Improvements*



*Other Engineering
Industries
Slightly Under
Previous
Year's Level*



Sources: VDA |Bundesverband der deutschen Luft- und Raumfahrtindustrie e.V.

Improving Safety and Comfort

Bertrandt-Cloud Powered by Microsoft Azure

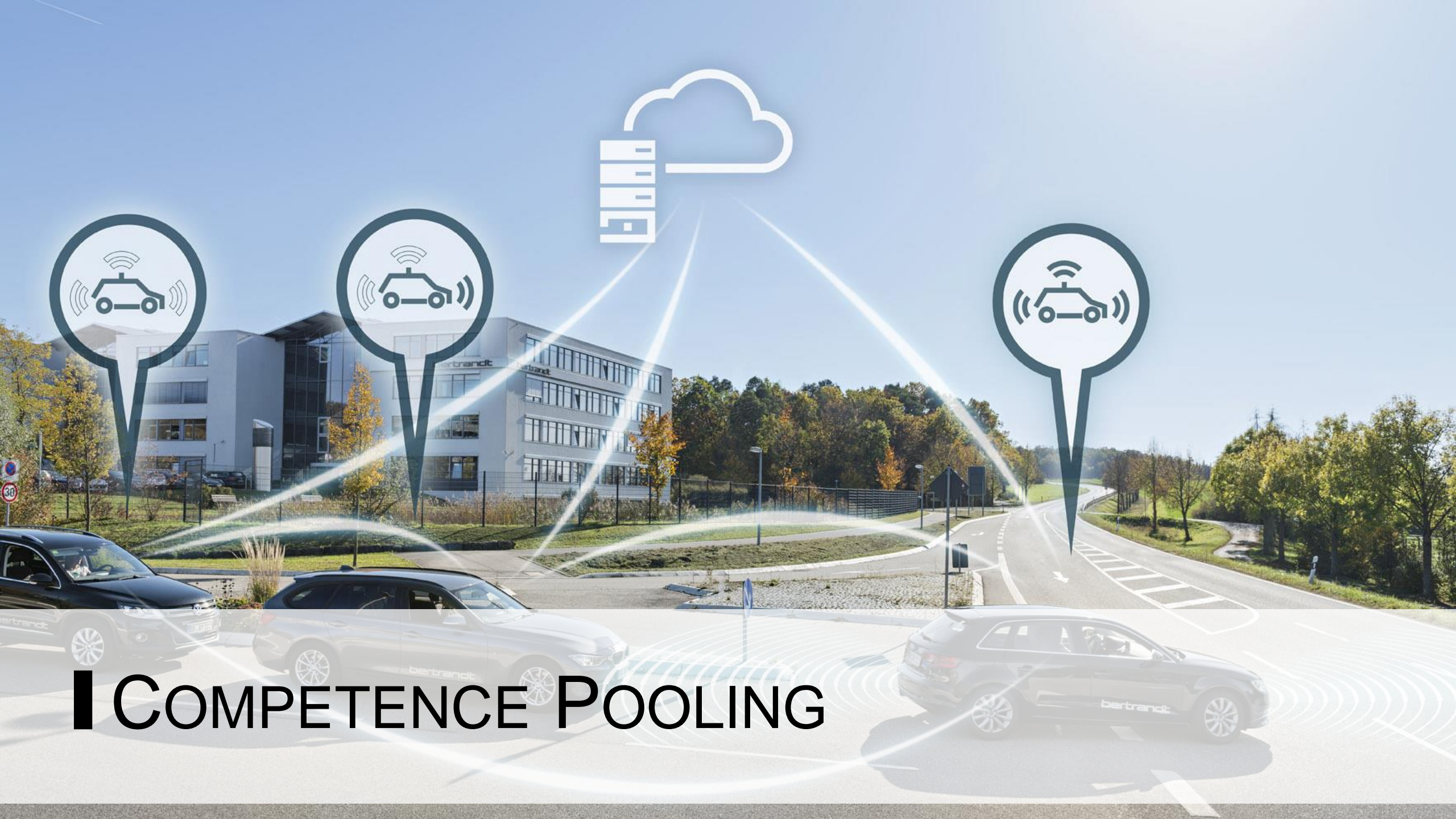


Microsoft and Bertrandt at the IAA 2017 in Frankfurt

Cloud Solutions – Key Technology for Connected Systems

Connected Driving Making Use of Intelligent Sensors and Scalable Cloud Solutions

COOPERATION WITH MICROSOFT



COMPETENCE POOLING



INVESTING IN FUTURE TRENDS

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NEW TEST LABORATORY





EXPANSIONS

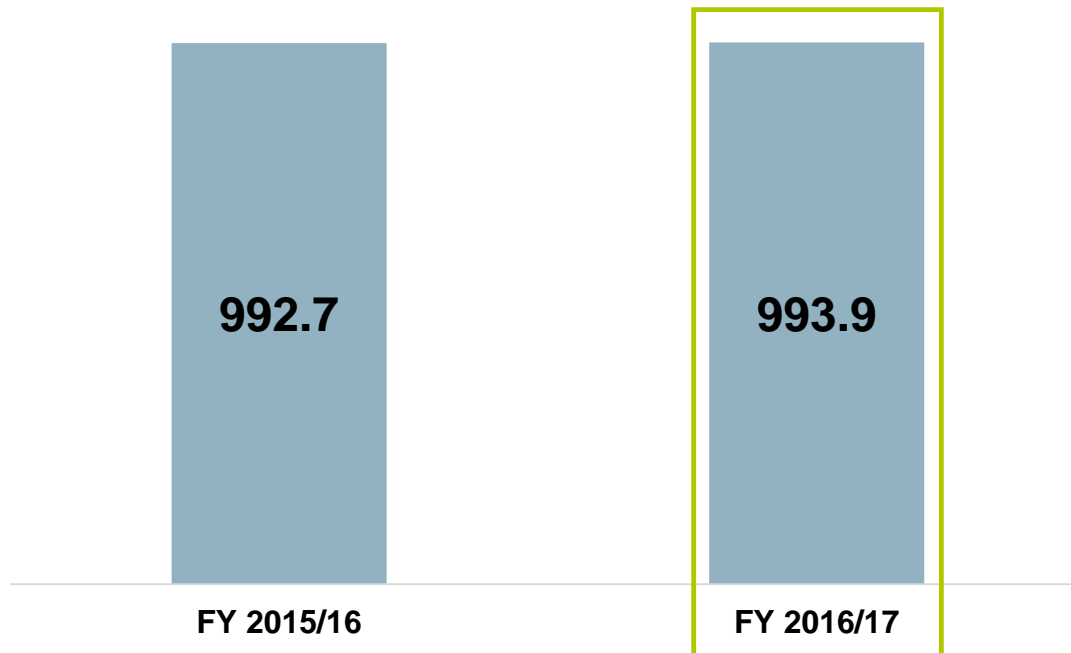


■ ECONOMIC DEVELOPMENT

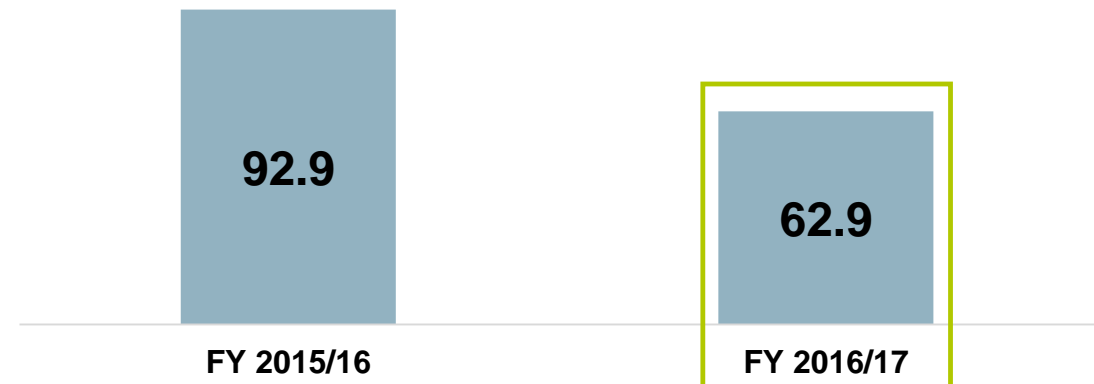
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Total revenues and EBIT

Total revenues
(EUR mn)



EBIT
(EUR mn)

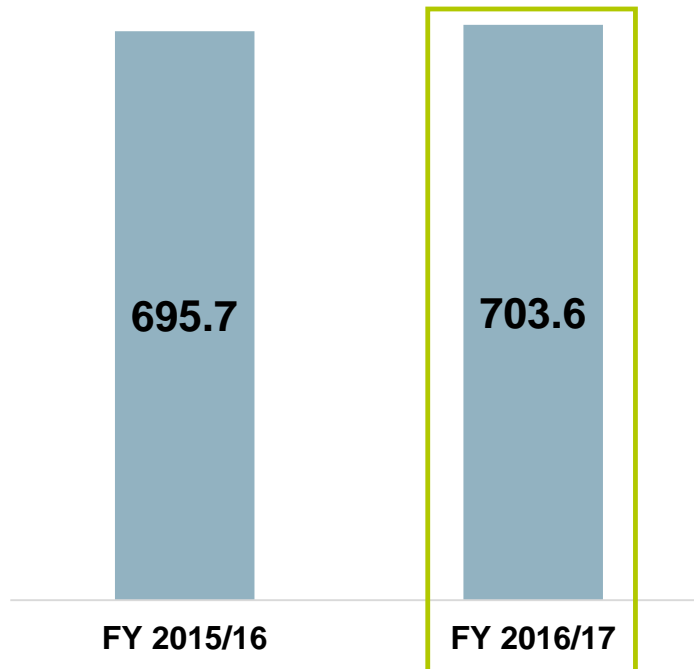


**EBIT-
Margin**

9.4 %

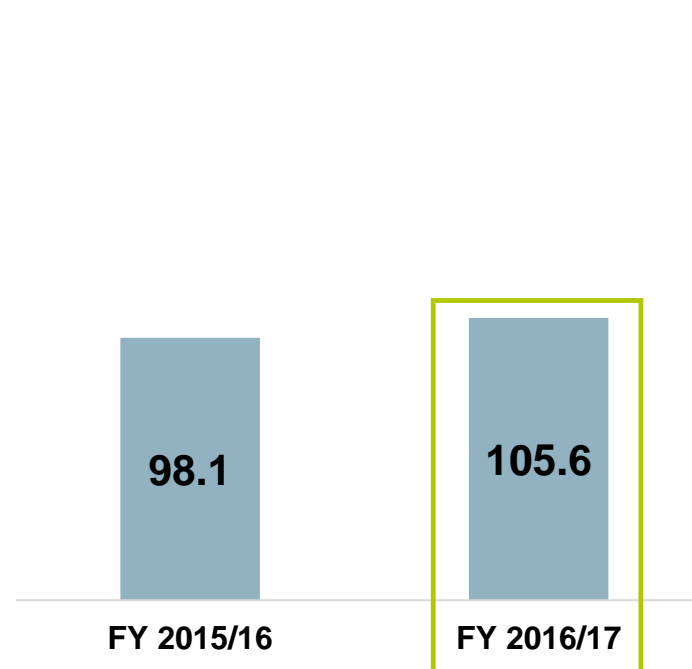
6.3 %

Operating expenditures

Personnel expenditure
(EUR mn)

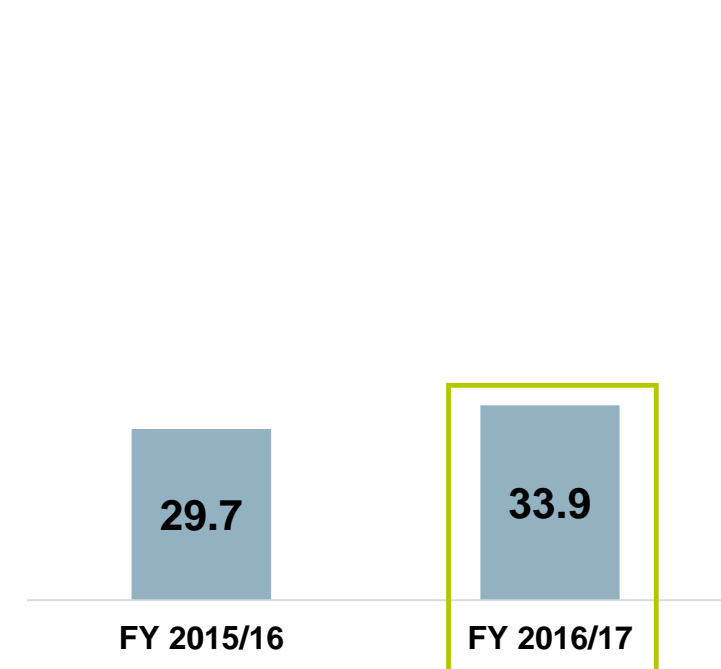
70.1 %

70.8 %

Purchases
(EUR mn)

9.9 %

10.6 %

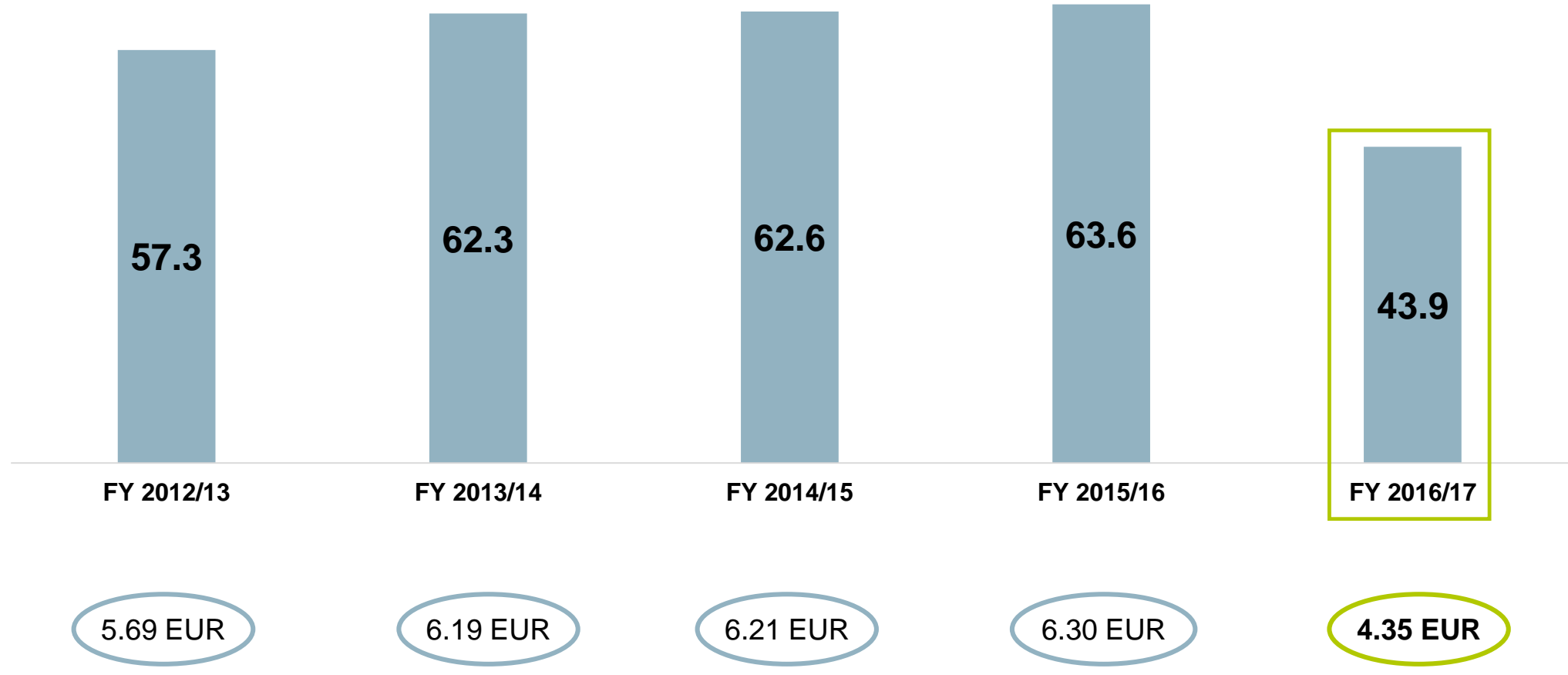
Capital consumption
(EUR mn)

3.0 %

3.4 %

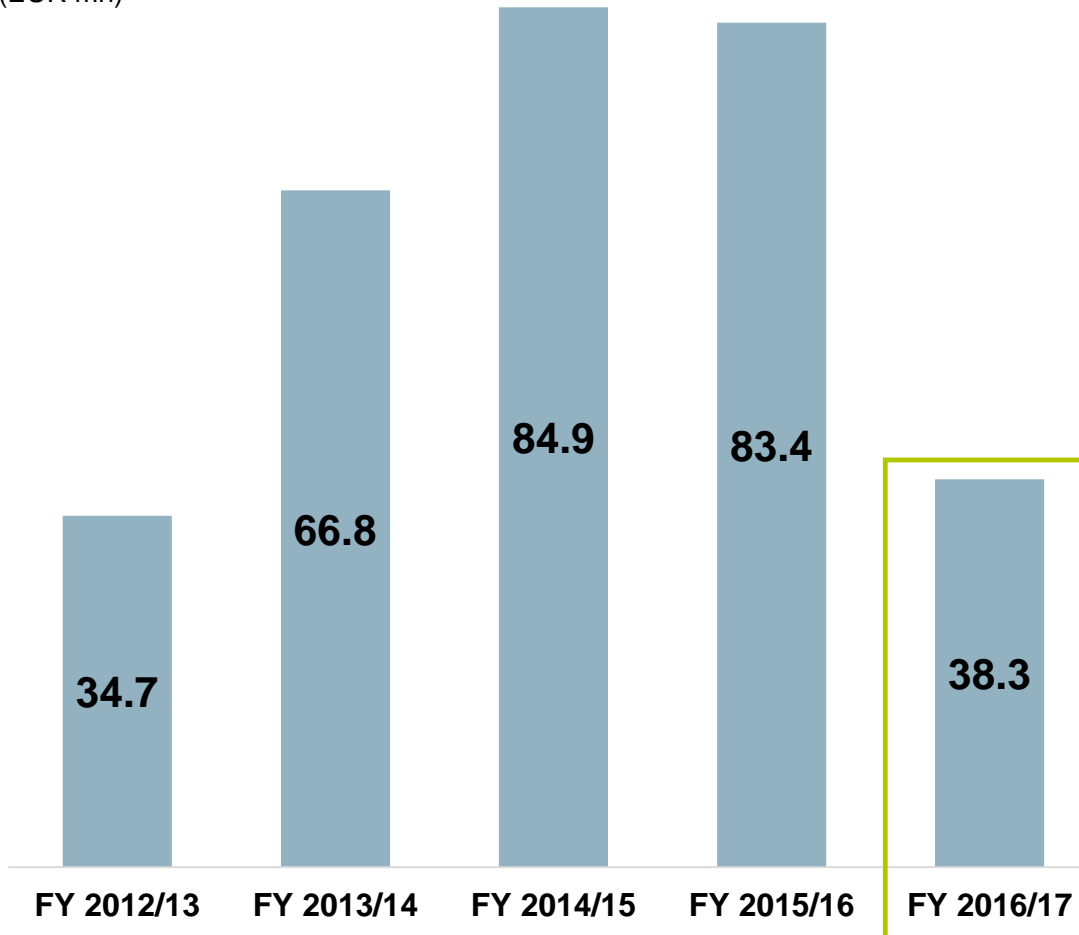
Earnings after income tax

Earnings after income tax
(EUR mn)



Focused investments in future technology

Capital spending
(EUR mn)



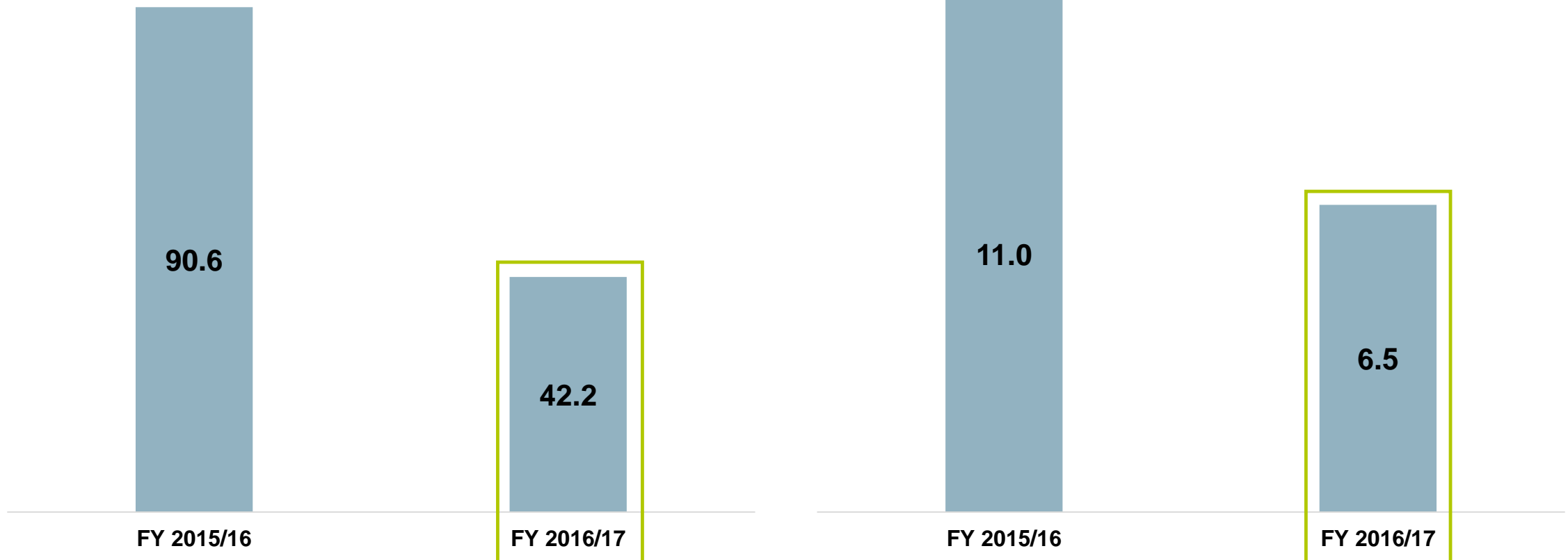
Over 300 Mio. € Total
Volume in the Last 5
Years

Realised Growth

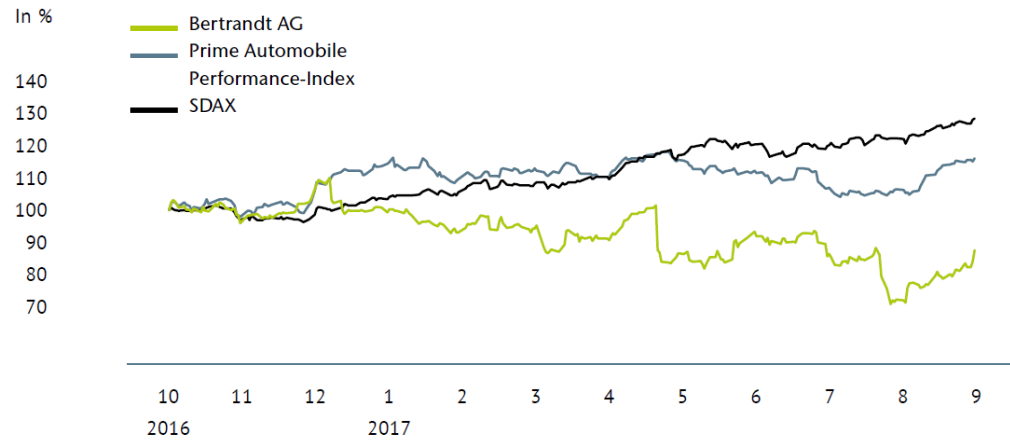


Established the Base for
the Future

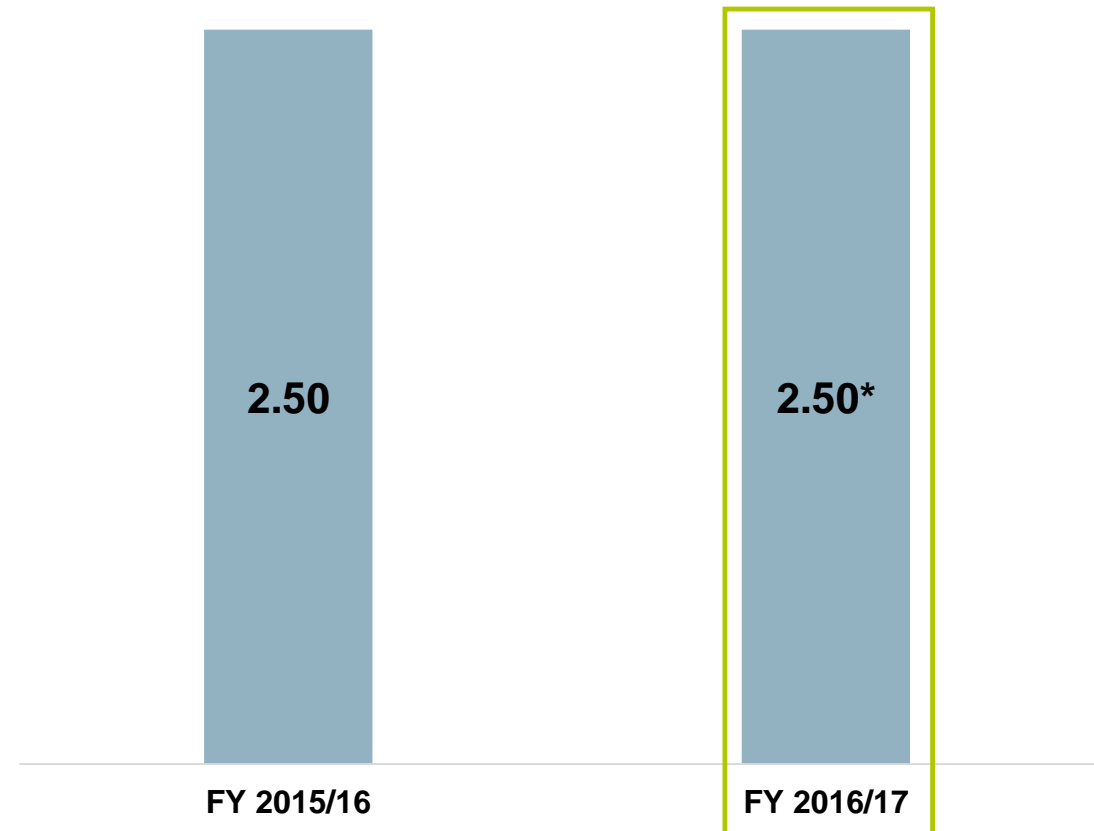
Development of Cashflows

Operating cashflow
(EUR mn)Free cashflow
(EUR mn)

Development of the Shareprice and Pattern of Dividends



Dividend (EUR)



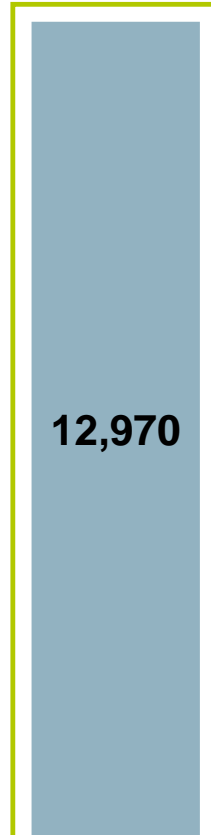
Attractive Pattern of Dividends in shareholders favour

* Proposal at the annual shareholders meeting

Human Resources | Development and Management



FY 2015/16



FY 2016/17



Cross-functional project teams and multiple development opportunities

Expenses for HR development

10.2
Mio. EUR



Awarded for „Excellent Employer“

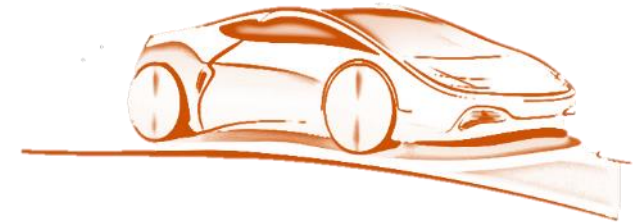
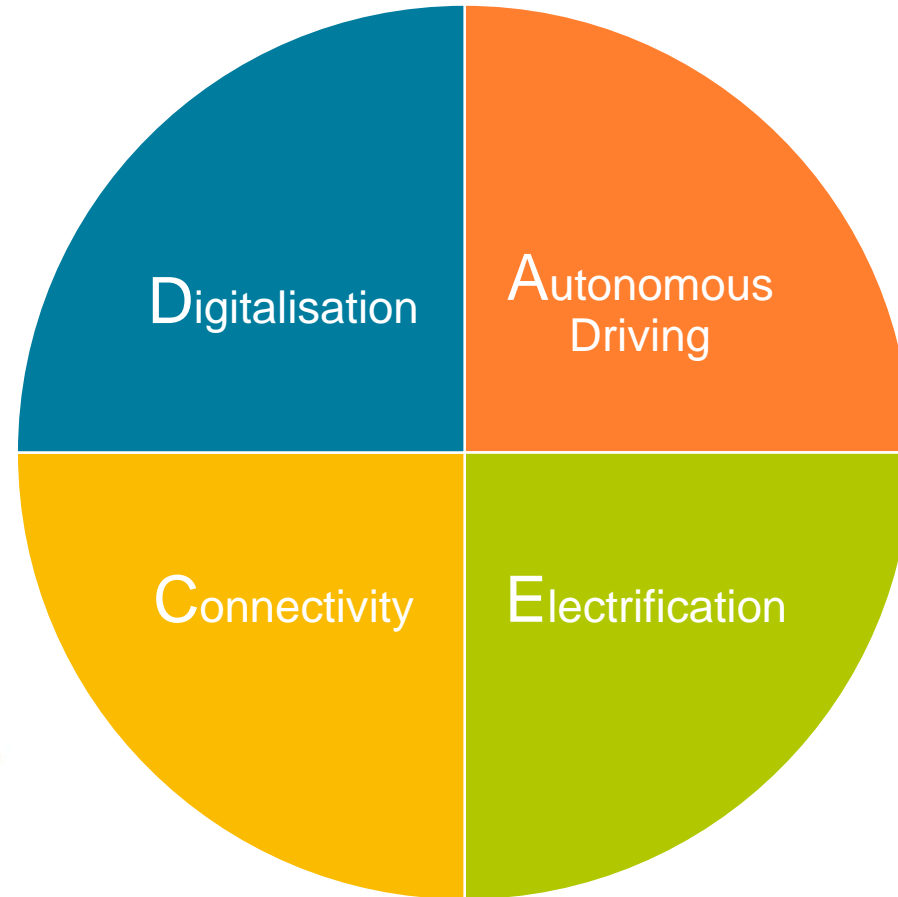
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■ POTENTIALS OF THE FUTURE

4 Megatrends Determine Current and Future Areas of Focus in Mobility Industry



Model Diversity

Complexity

Industry 4.0

Increasing Investments due to the Transformation of the Automotive Industry



Rund sieben Milliarden Euro

BMW erhöht Investitionen für Forschung und Entwicklung

Elektromobilität

Continental will ins Batteriezellen-Geschäft einsteigen

DAIMLER

Allein in den Jahren 2017 und 2018 will Daimler weltweit mehr als 16 Milliarden Euro in entsprechende Forschungs- und Entwicklungsprojekte stecken.

Digitale Transformation

Bosch will IT zur Kernkompetenz machen

VOLKSWAGEN

AKTIENGESELLSCHAFT

MILLIARDEN FÜR DIE ENTWICKLUNG
VW demonstriert seine Elektromacht

Studie von Eco und ADL

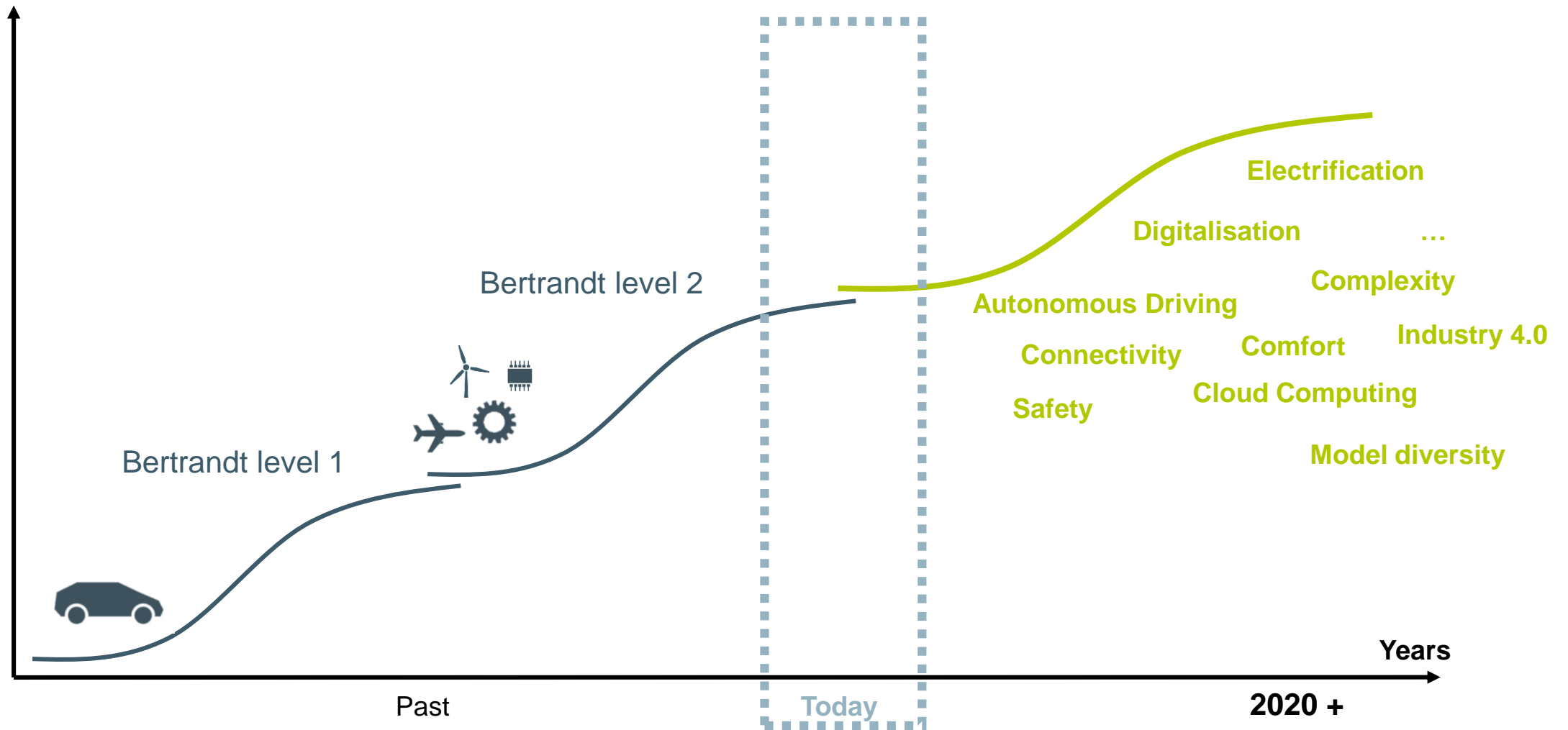
Der Umsatz mit Industrial IoT soll massiv wachsen

COMMERZBANK-VDMA-BRANCHENBERICHT

High-Tech lässt deutschen Maschinenbau boomen

Quellen: Automobilwoche | Handelsblatt | autogazette | auto.de | Industrie.de | Produktion | Markt und Mittelstand

New Technologies and Sustainable Management Provide Basis for Established Business Model



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Thank you!

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