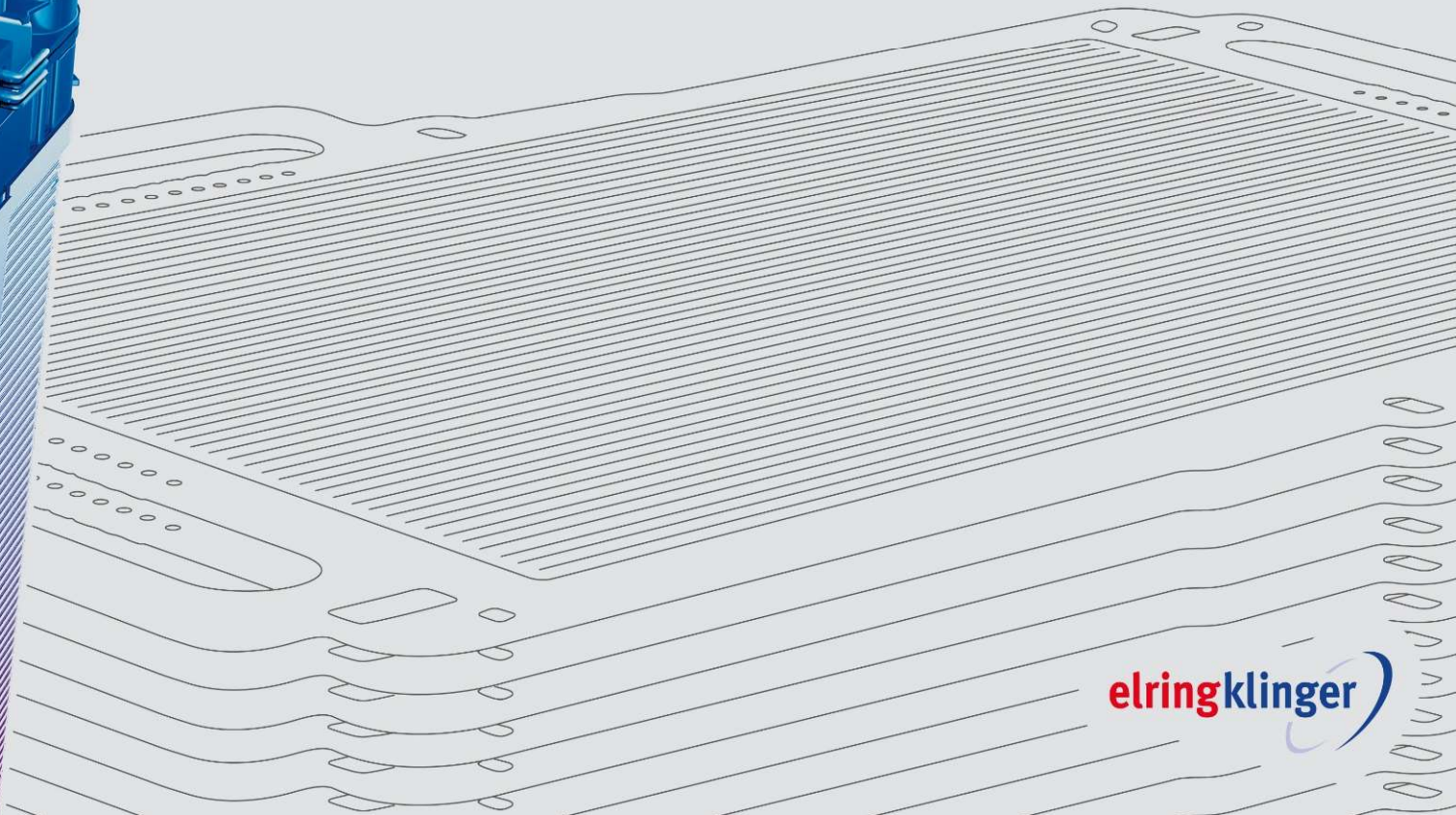
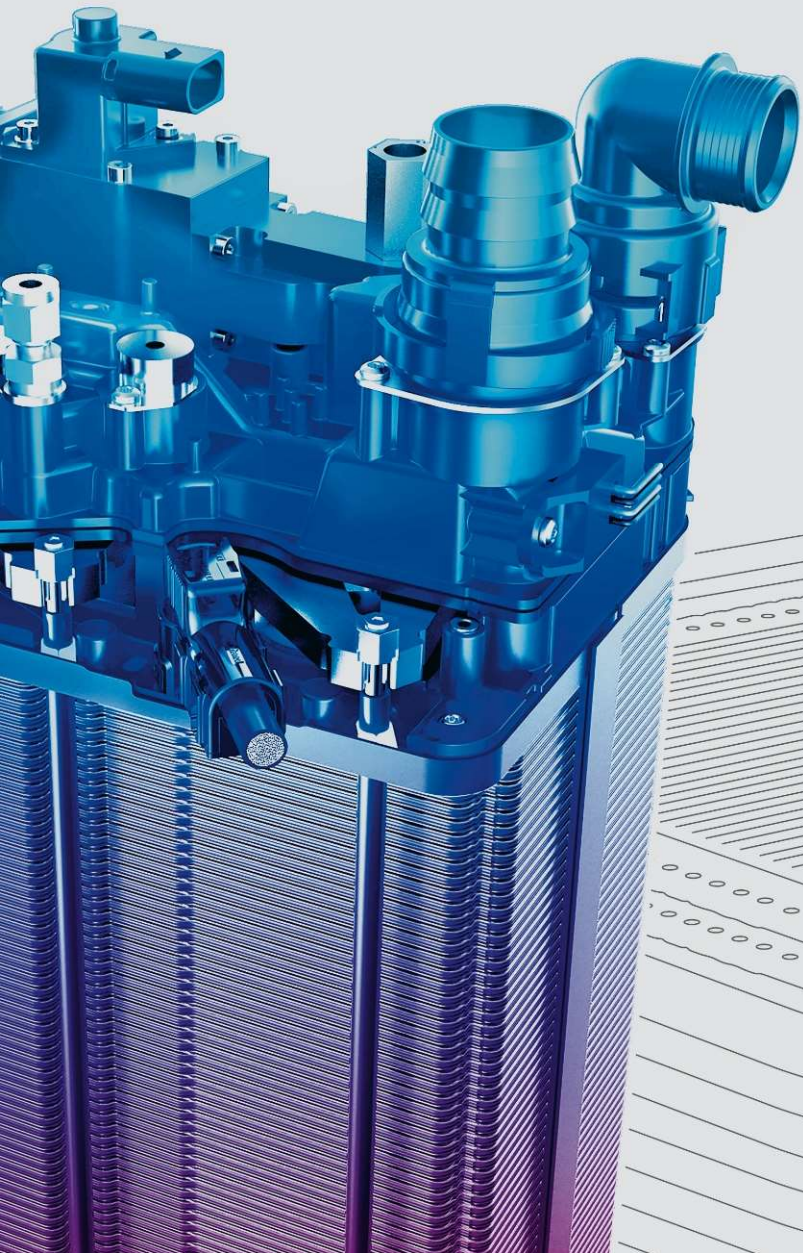


# Analysts' conference

March 30, 2020



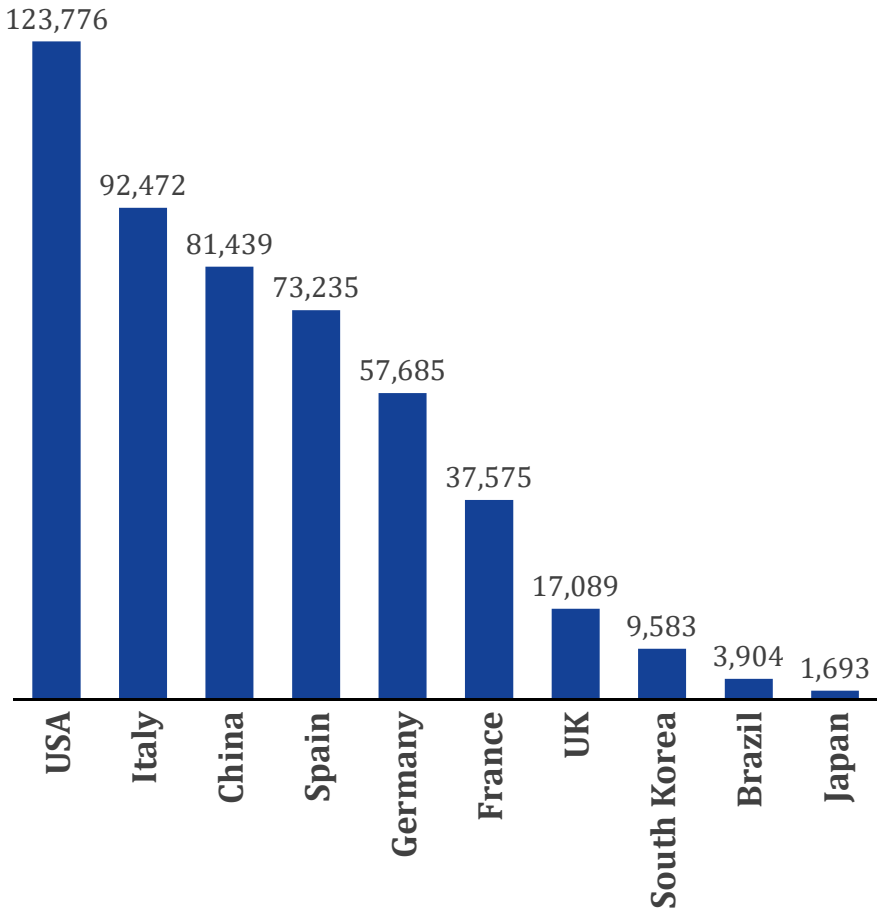
# Coronavirus pandemic holding the world on tenterhooks

- **Unprecedented situation** in Europe, global spread of outbreak without equals
- **Strict rules of conduct for the people to contain the pandemic** – initiated and enforced by governments around the world
- Chancellor Merkel: “**Since the World War II, there has not been a challenge** to our country that depends **so much** on our joint solidarity.”
- **Severe economic consequences to be expected:** Lockdown of public life, shutdown of auto production sites, massive state aid for self-employed and small enterprises
- **ElringKlinger** initiated preventive measures **at a very early stage** incl.:
  - Reporting mechanisms
  - Travel ban
  - Internal coronavirus rules of conduct
  - Canteen shifts per building

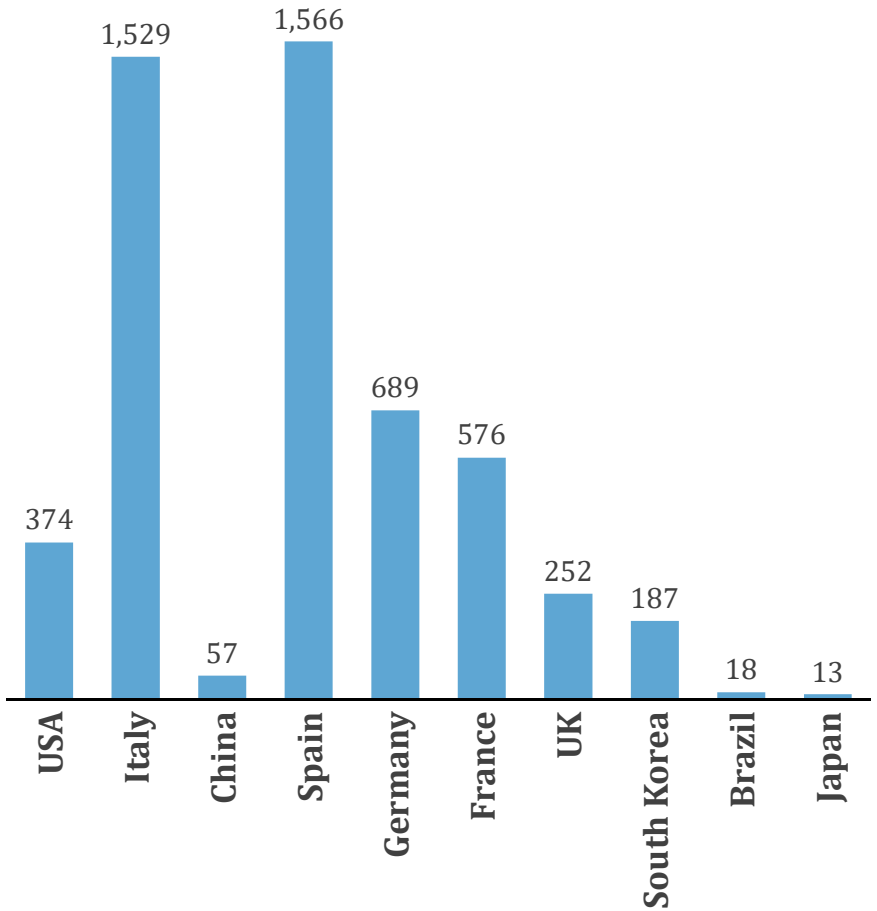
Opening remarks

# Main global auto regions affected by coronavirus pandemic

Total number of confirmed coronavirus cases by country



Total number of confirmed coronavirus cases per 1 million people



Status: March 29, 2020

Source: Johns Hopkins University, Worldometer, ElringKlinger Research

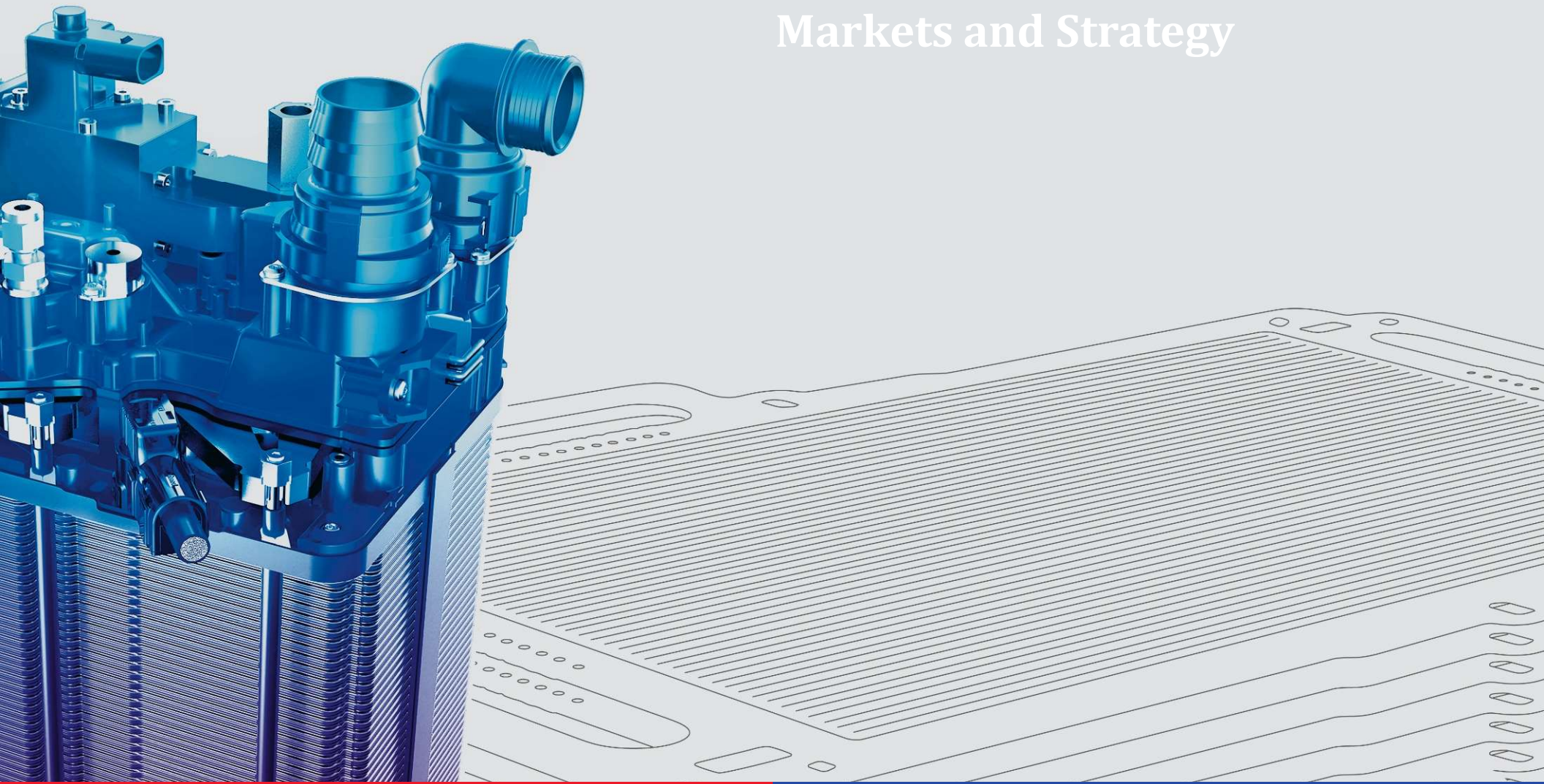
Group

## Highlights FY 2019

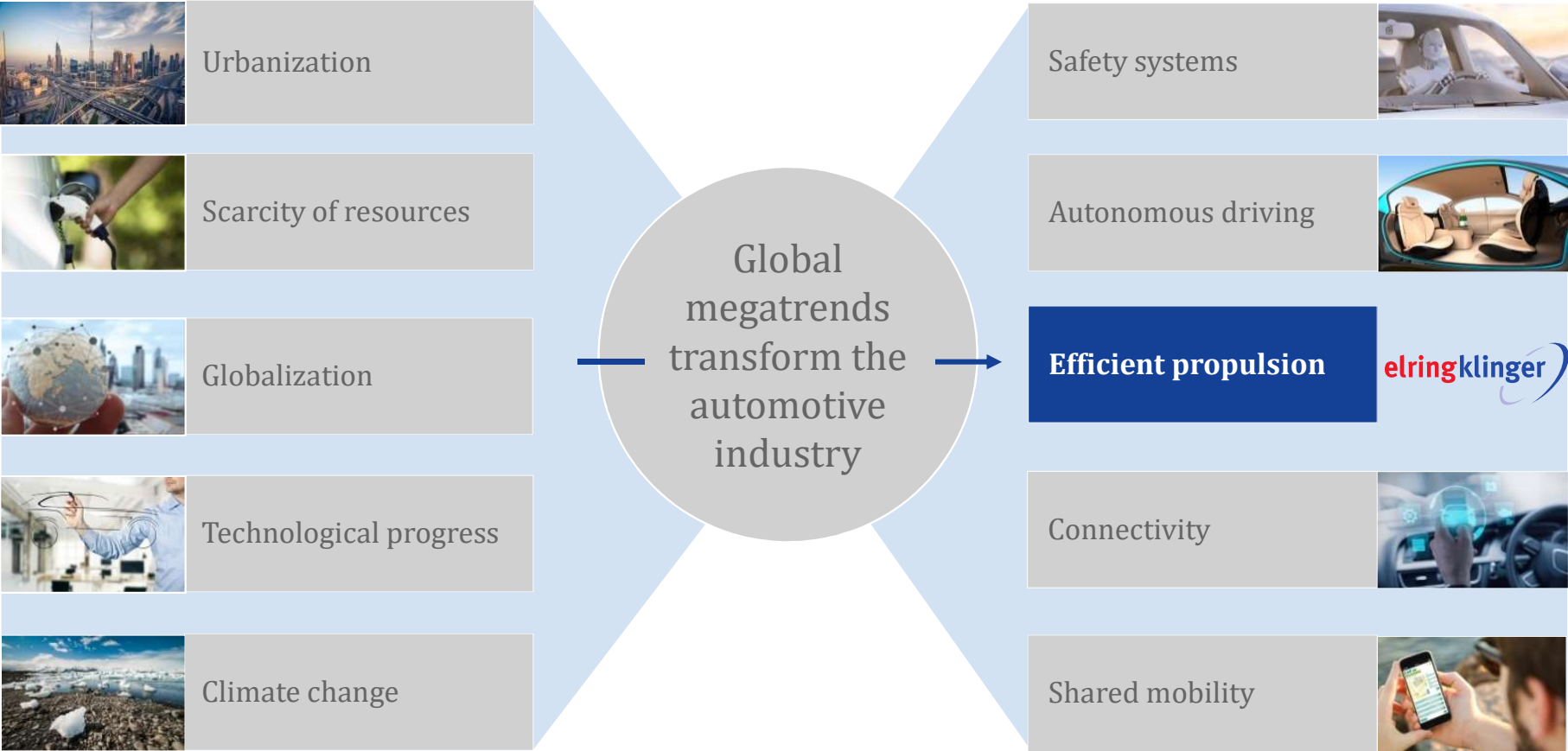
- **Top line growth of 1.6%** to EUR 1,727 million, **organically up by 0.5%**
- **EBIT pre PPA** at EUR 63.2 million, **EBIT margin pre PPA at 3.7 %**;  
cost-cutting measures and real estate sale with positive impact on earnings
- **Operating free cash flow remarkably improved** to EUR 175.8 million, **net debt significantly reduced** to EUR 595.3 million
- **Suspension of dividend** for FY 2019 also against the backdrop of global coronavirus crisis
- **Focus 2020 on strengthening internal fitness:**
  - Comprehensive efficiency program under strong constraints by coronavirus crisis
  - Further standardization of processes group-wide
  - Ramping up business in new technologies with pre-series production



# Markets and Strategy



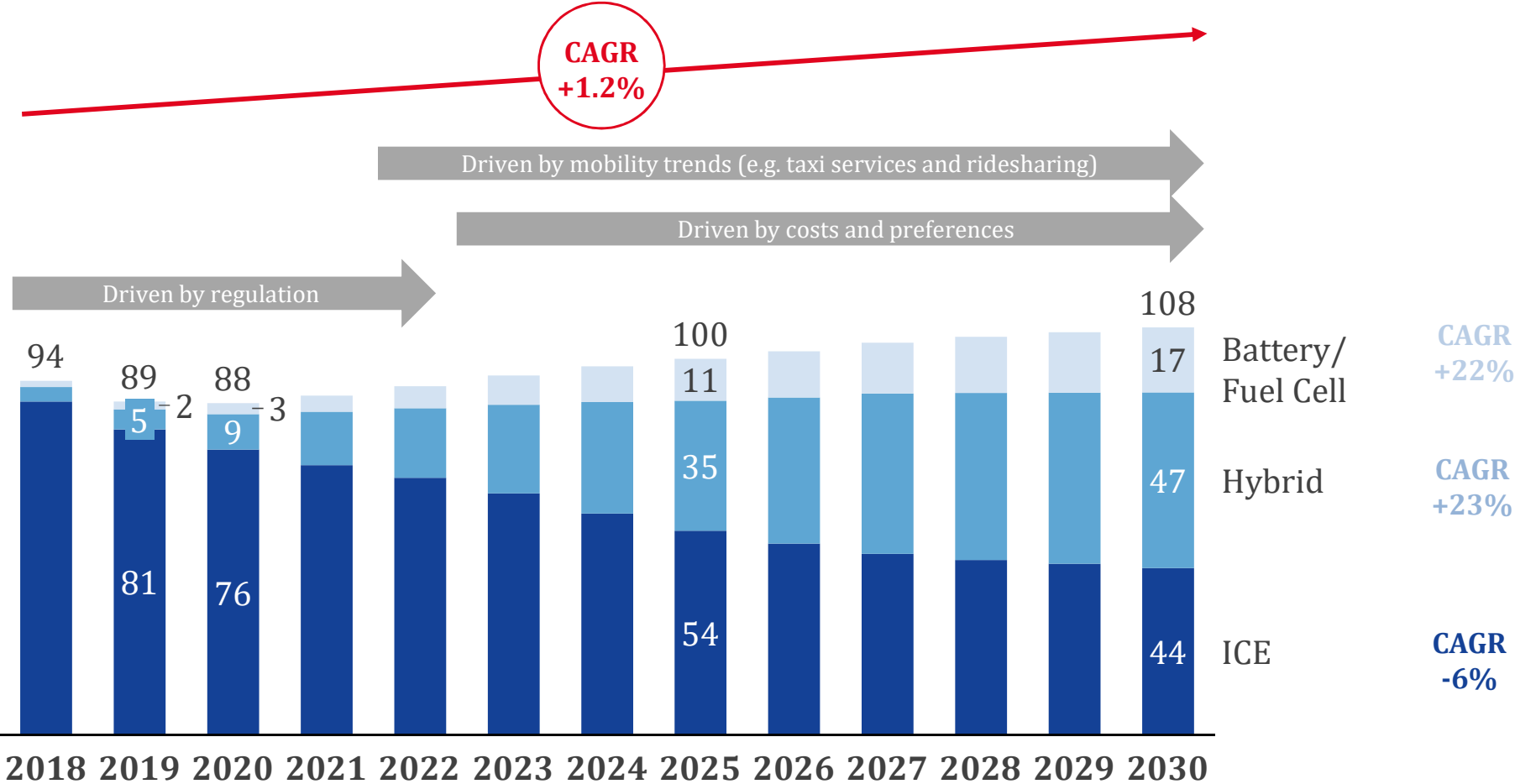
# Megatrends trigger technological transformation process



Markets

# Autos overall a growing market – driven by new drive systems

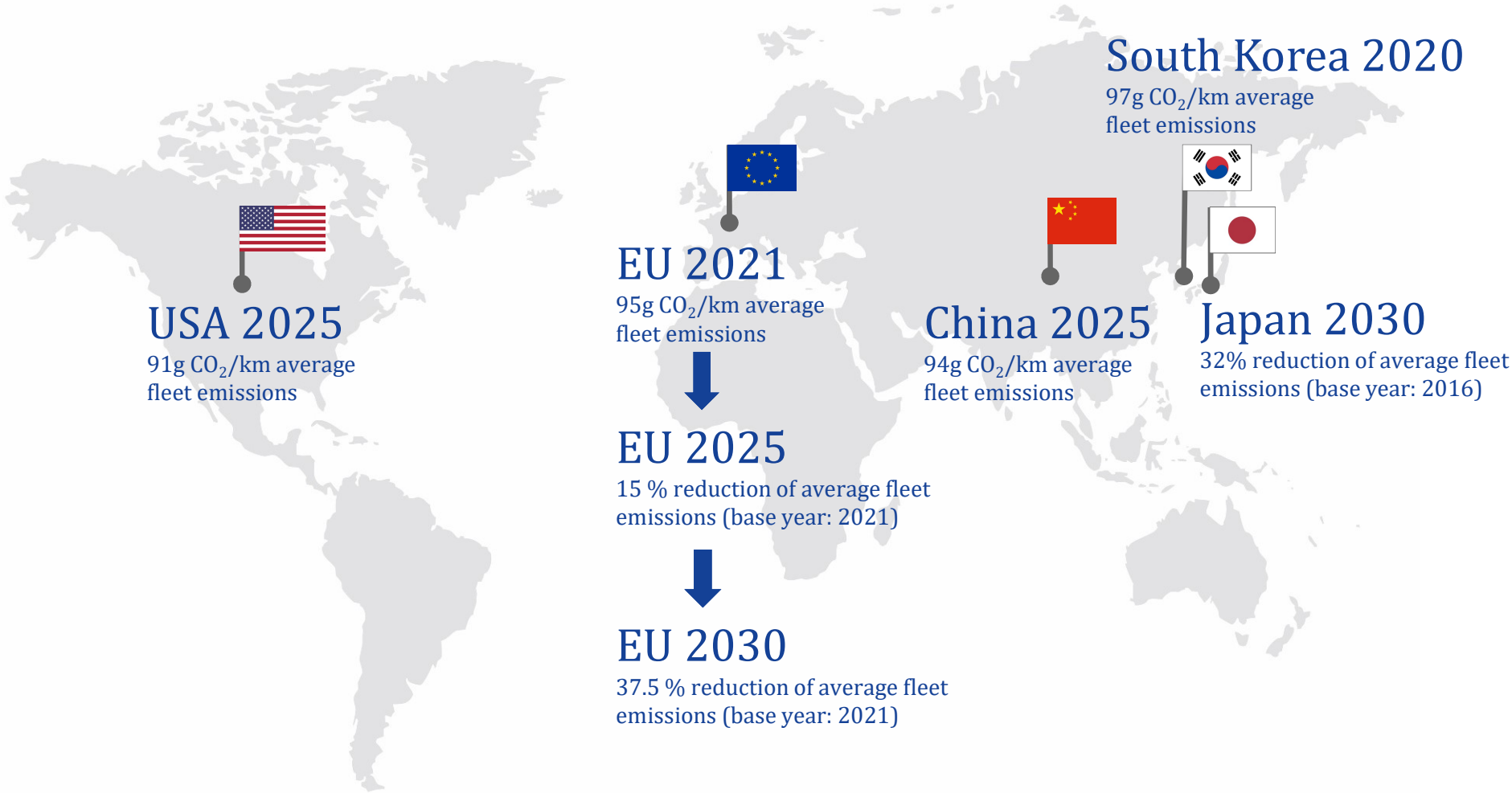
Global light vehicle production per drivetrain – in million units



Source: IHS (02/2020), BCG (2020), ElringKlinger Research

# Emission regulations are the key short-term driver

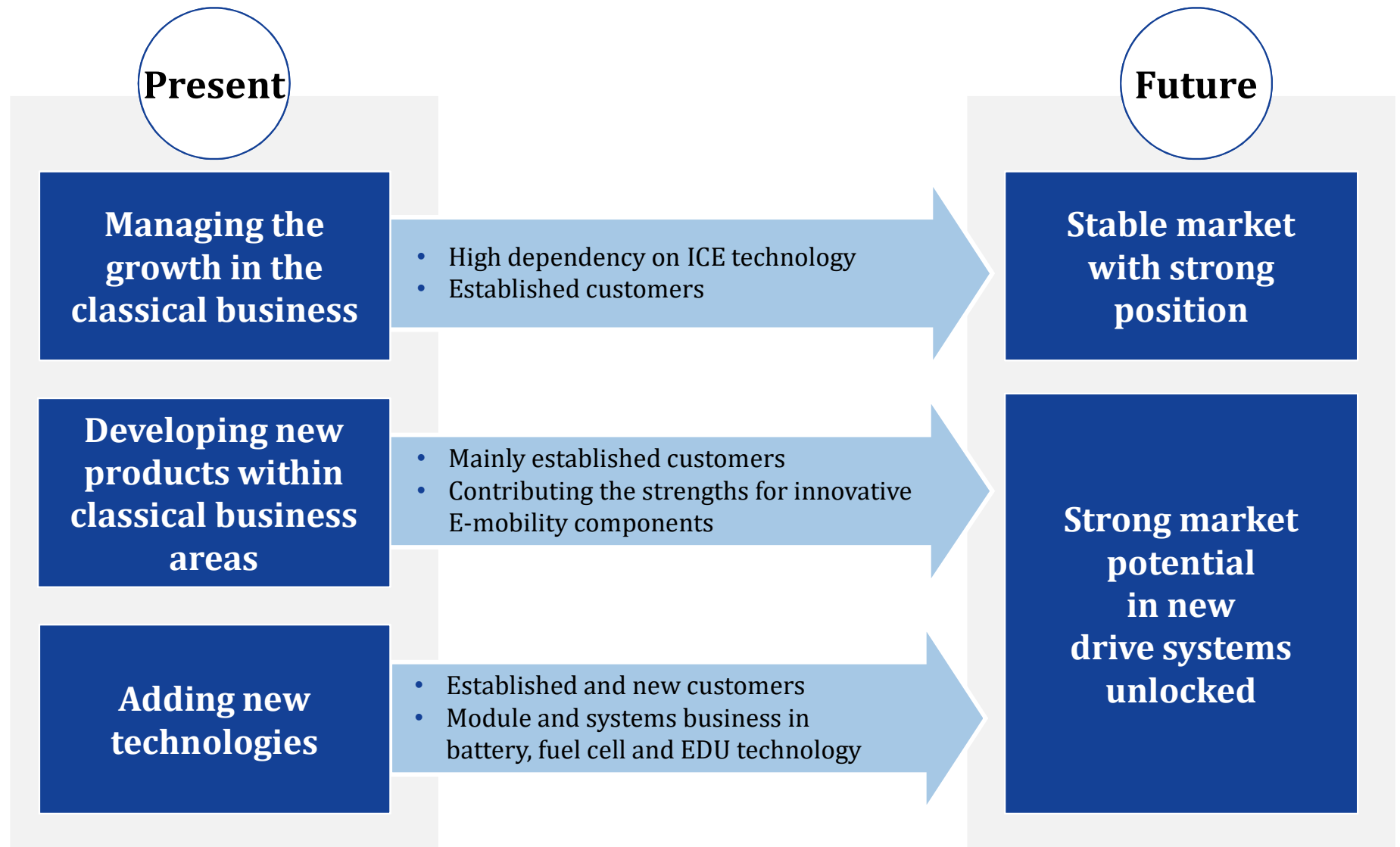
CO<sub>2</sub> limits - in g/km



Source: Fraunhofer ISI, ElringKlinger research

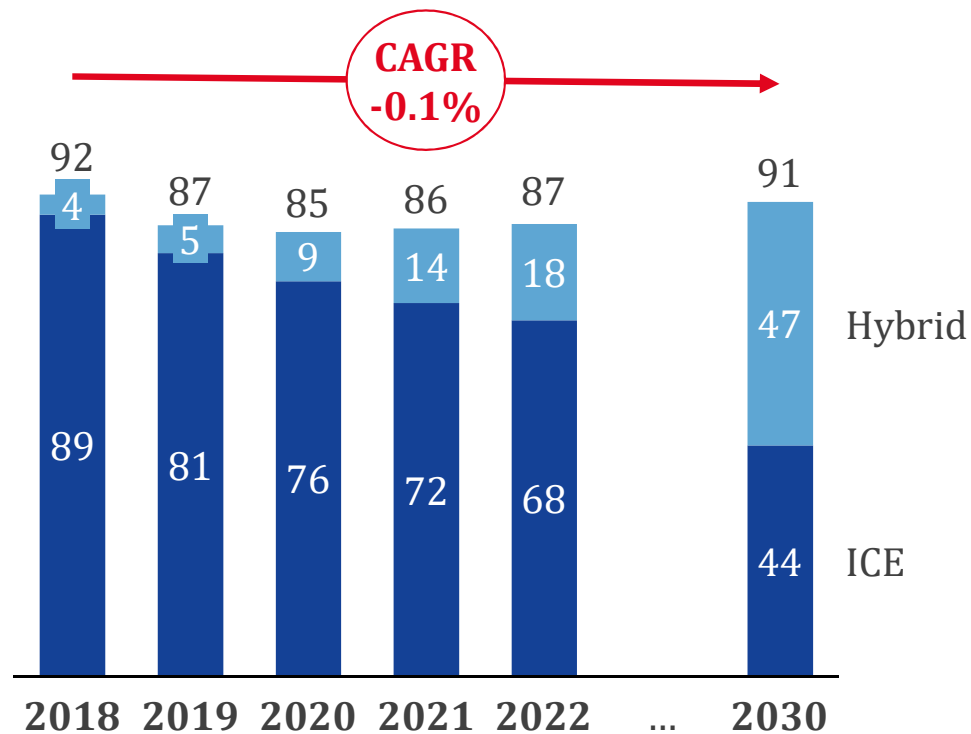


# Roadmap for continuing transformation



# Stable combustion engine market for the next decade

Global LV production by drive systems – in million units

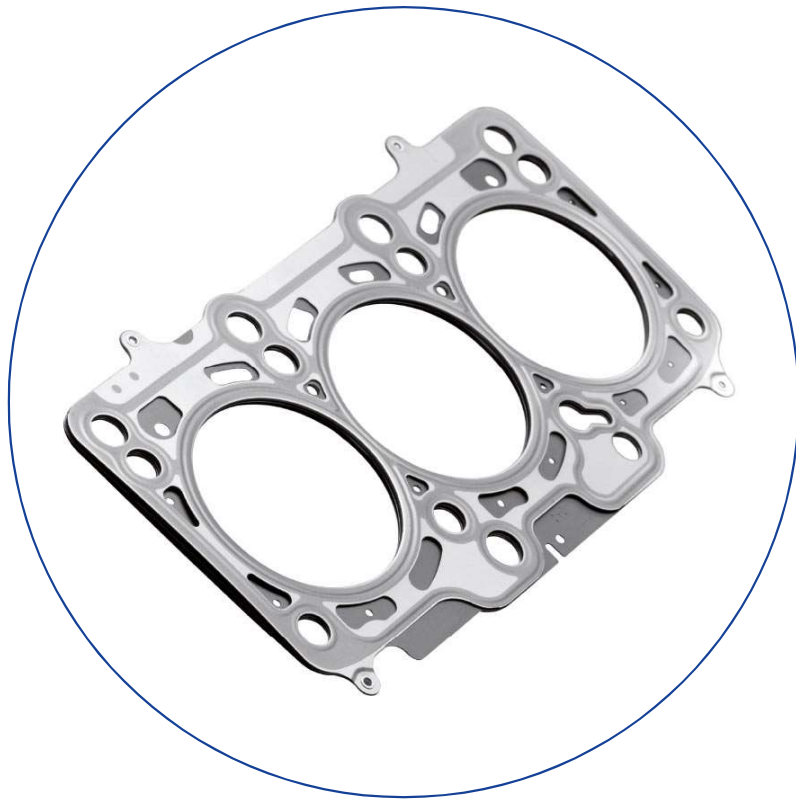


## Key remarks

- **Pure combustion engine** cars are expected to **decrease remarkably**
- **Hybrid** cars will strongly **increase**
- **Total market** for ICE components will be **almost stable** incl. hybrids
- **Different development** by region and by application

Source: IHS (02/2020), ElringKlinger Research

## Product example #1: Cylinder-head gaskets

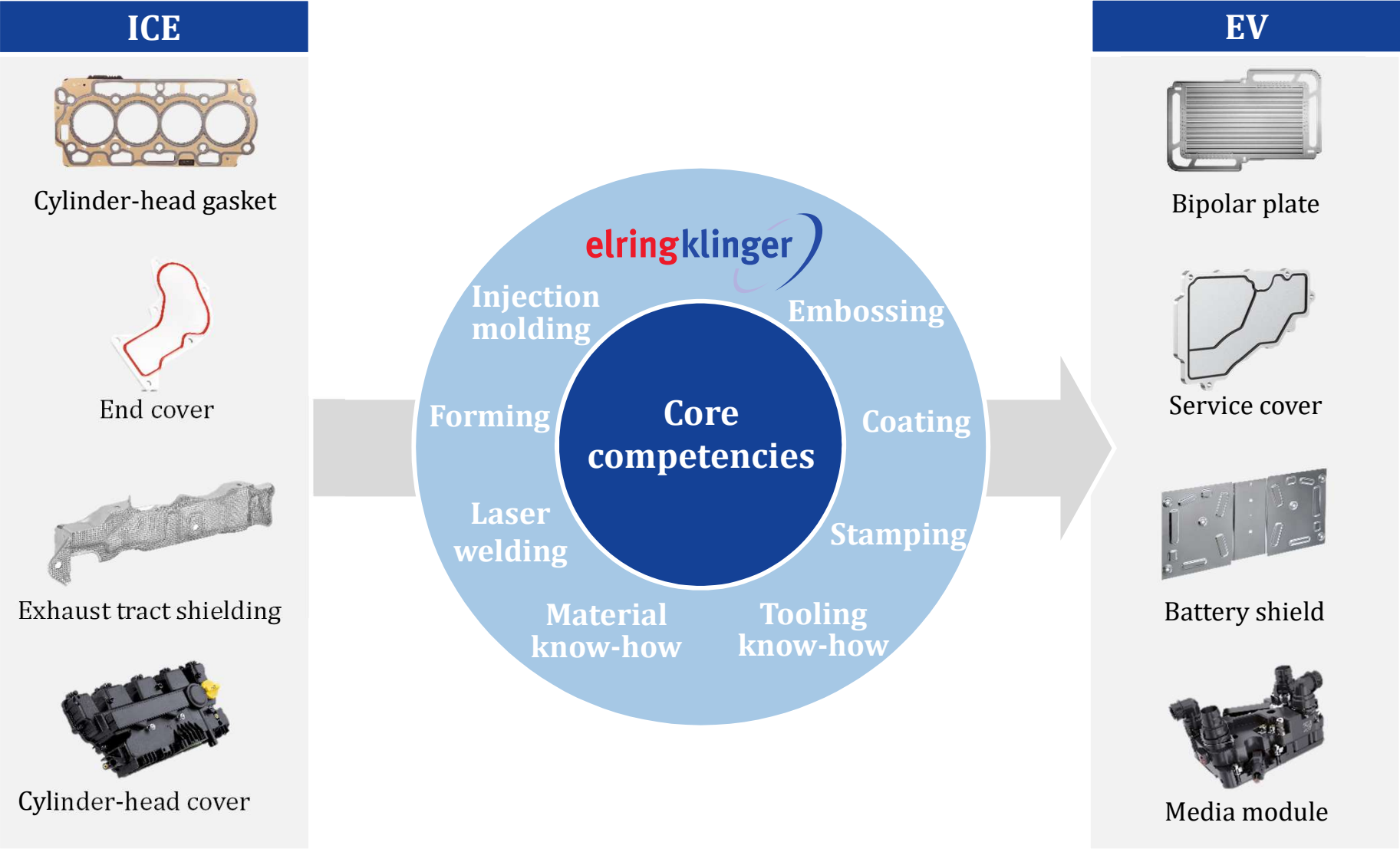


- **Most classical** product of ElringKlinger
- **Strong market position** - almost every second car drives with a cylinder-head gasket by ElringKlinger
- **Reliable sealing through unique technology** with beads for macro sealing, elastomer coating for micro sealing and compensation of high dynamic sealing gap movement

- Strong market position used for generating profitable sales in an almost stable market
- Replacement of ICE cars will differ by region and by application

Transforming the classical business

# Classical business units with components for new technologies





Transforming the classical business

## Product example #2: Disc carrier



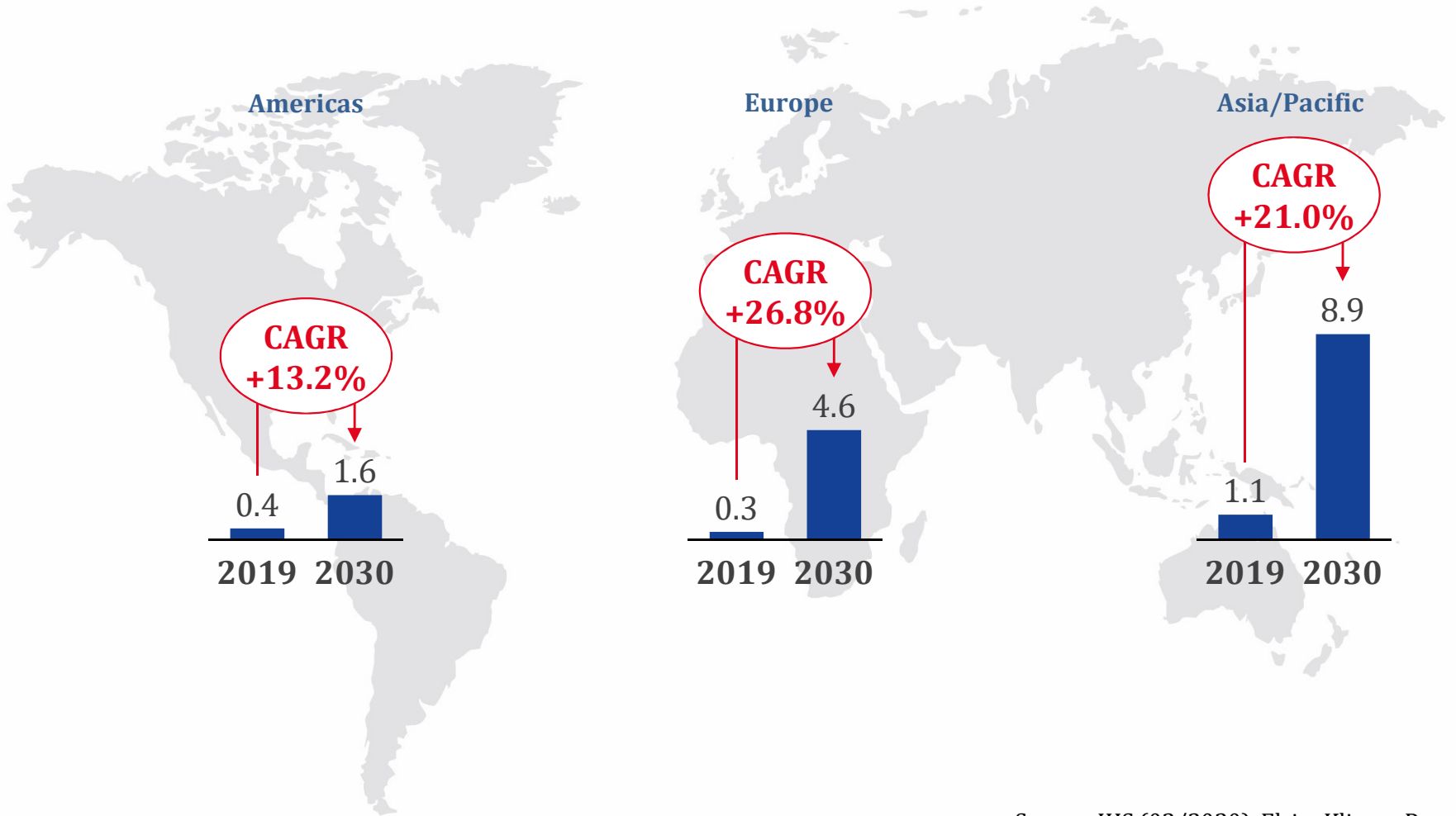
- Developed by **Specialty Gaskets** business unit
- Withstanding very **high mechanical loads and speeds**
- Enabling **weight savings of up to 50%** compared to standard market solutions
- **In series production** for a full-electric vehicle of a German sports car manufacturer

- Classical business units ready for transformation by innovative solutions for new drive systems
- Well-known strengths adopted for resolving different technological challenges

Unlocking the potential of new drive systems

# Strong market potential of EV cars particularly in Asia

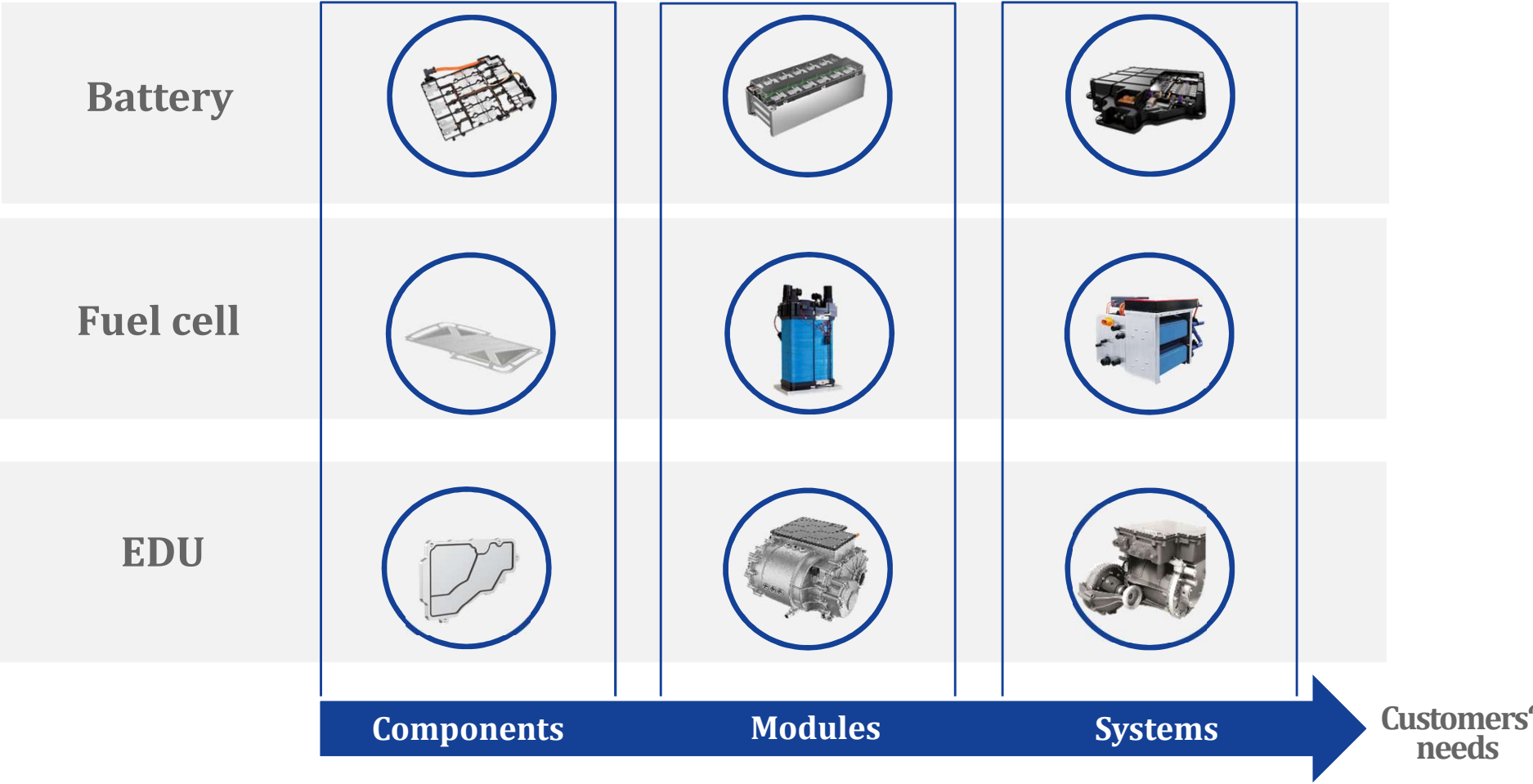
Global EV production by region - in million units



Source: IHS (02/2020), ElringKlinger Research

Unlocking the potential in new drive systems

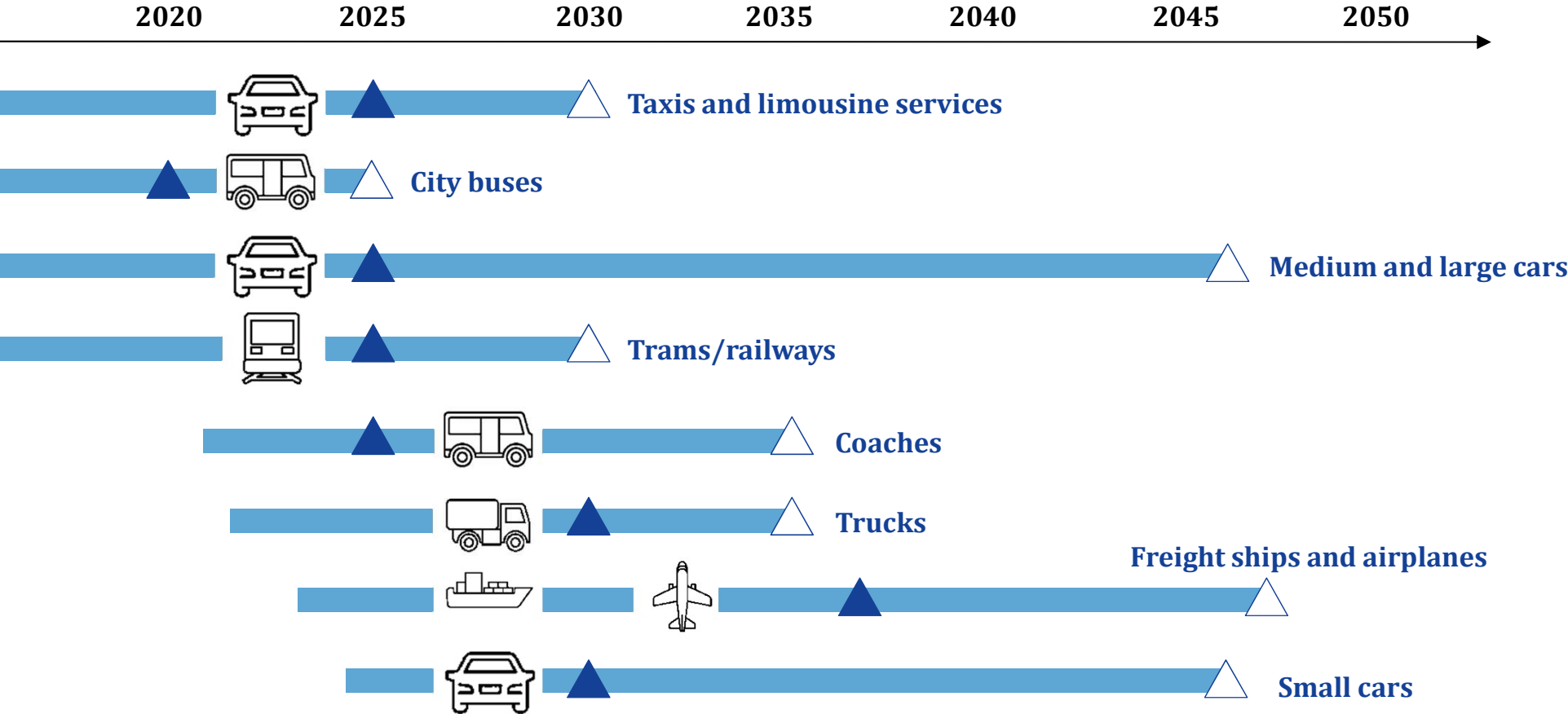
# ElringKlinger with expertise for components, modules and systems



Unlocking the potential of new drive systems

# Broad range of applications for fuel cells

Mass market acceptability of fuel cells



**▲ Ambitious scenario**    **△ Business-as-usual scenario**

Source: Hydrogen Europe, ElringKlinger research



Unlocking the potential of new drive systems

## Product example #3: fuel cell stack



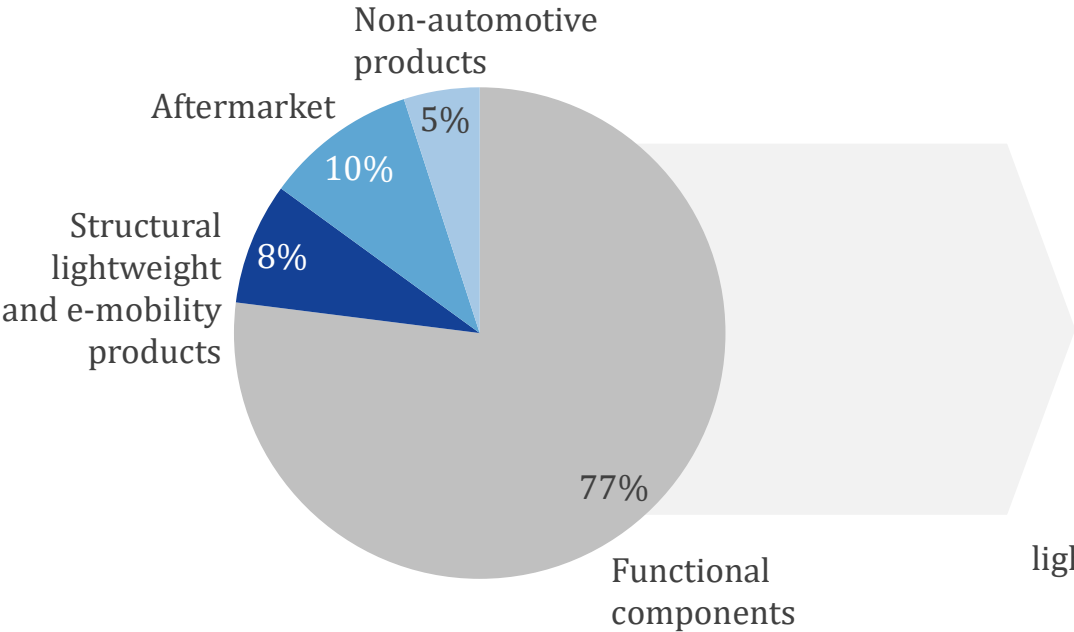
- ElringKlinger with **strong expertise** over almost two decades
- **Ready for series production**
- Electrical output of 2 to 150 kW possible based on **sophisticated metallic bipolar plates**
- Optional integration of **peripheral components and system functionalities** into the module
- ElringKlinger involved in **more than 20 projects in Asia**

- Suitable for long distances and applications with costly recharging downtimes (e.g. buses, trucks)
- New ElringKlinger Technology Center in Dettingen as next step in industrialization process

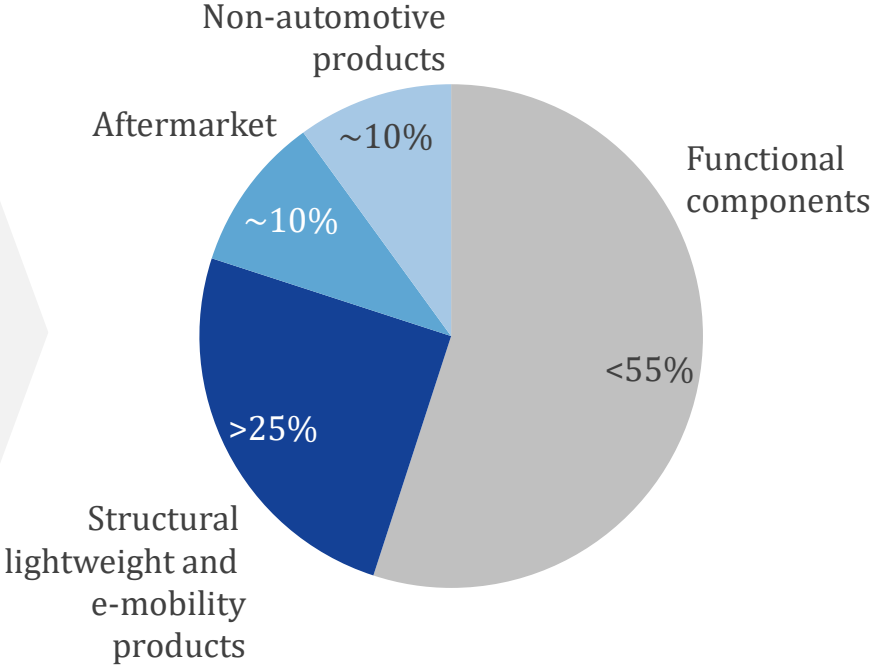
# ElringKlinger's sales structure of products will change

Sales split (actual and ambition) – in % of total sales

Actual 2019



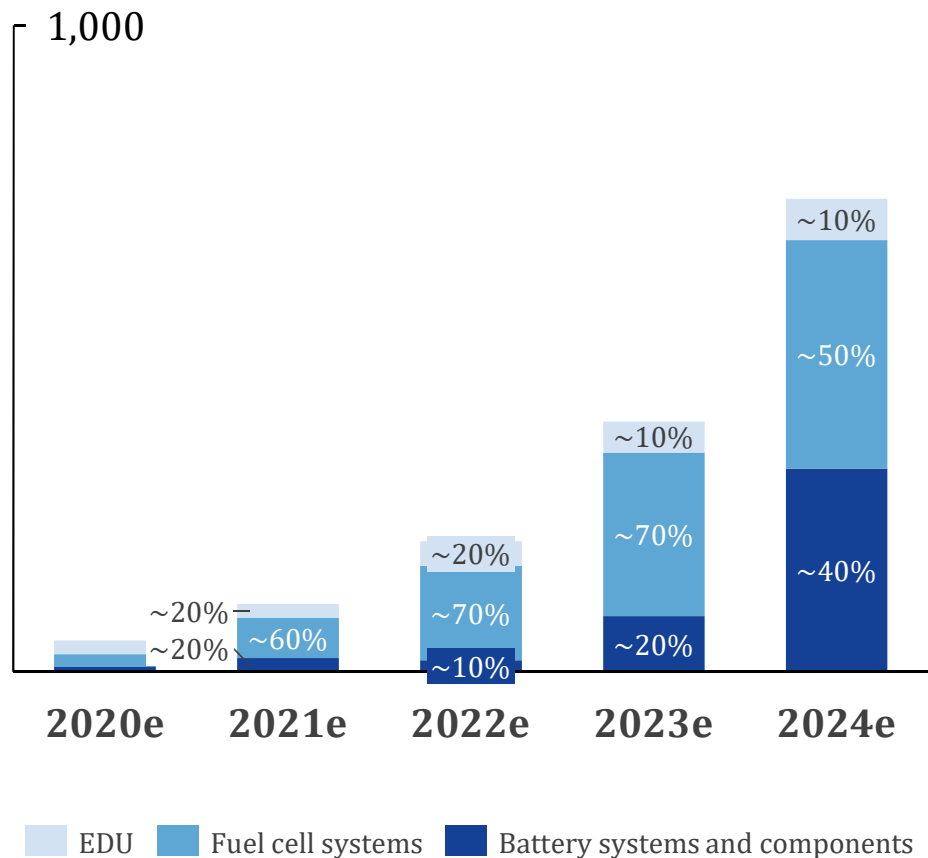
Ambition 2030



## Group strategy

# Nominated e-mobility volumes create a healthy basis for future sales

Nominated volumes\* – in EUR million



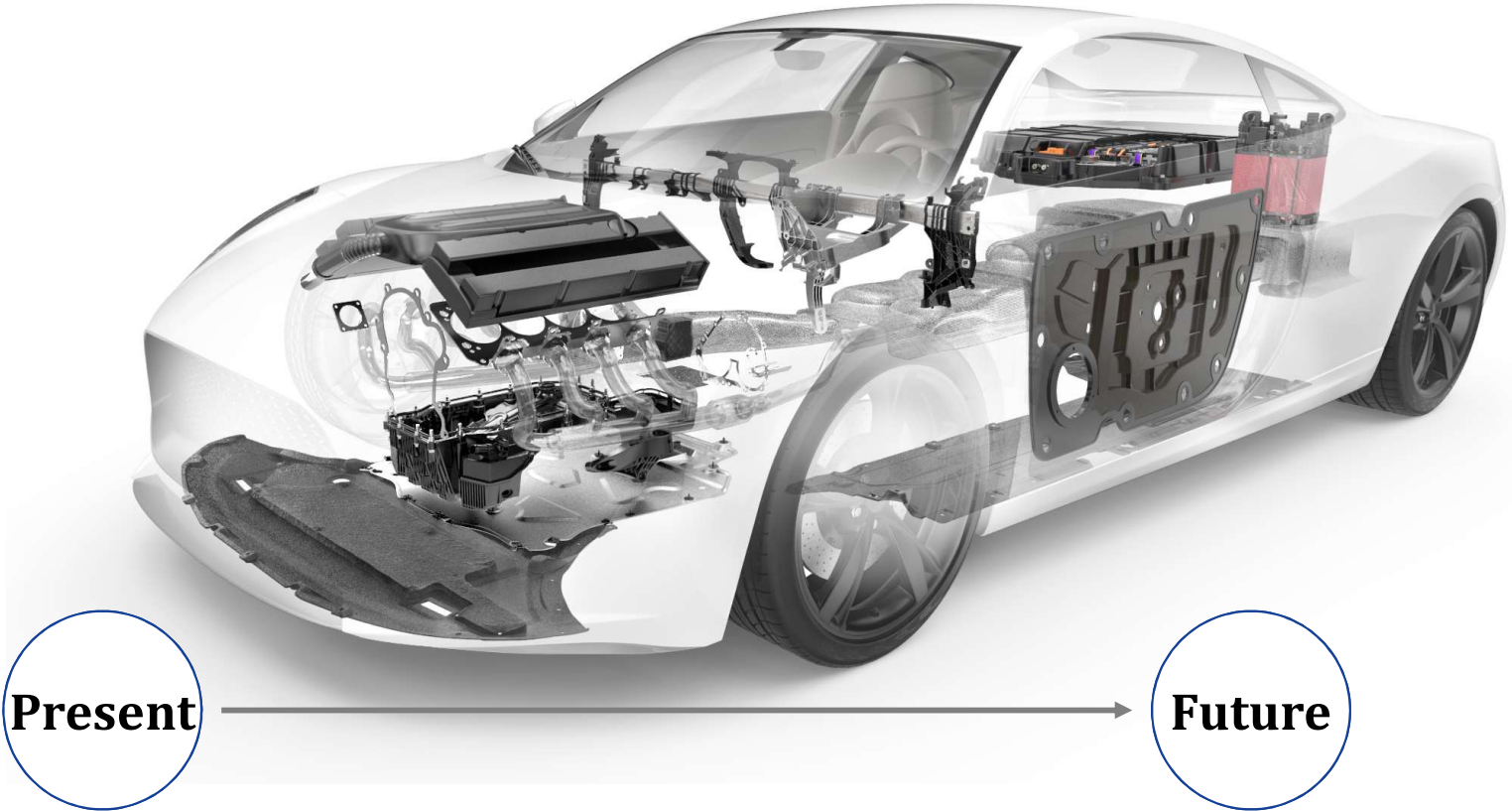
- **Strong growth** particularly in the fuel cell and battery business
- **Acceleration** especially after ramp-up years 2019 and 2020
- Includes **systems as well as components** nominations by different OEMs **worldwide**

\* Scheduled revenues in e-mobility products according to received OEM nomination letters, final revenues dependent on definitely called volumes

Group strategy

# Higher degree of vertical integration results in more content per car

Content per car – in EUR



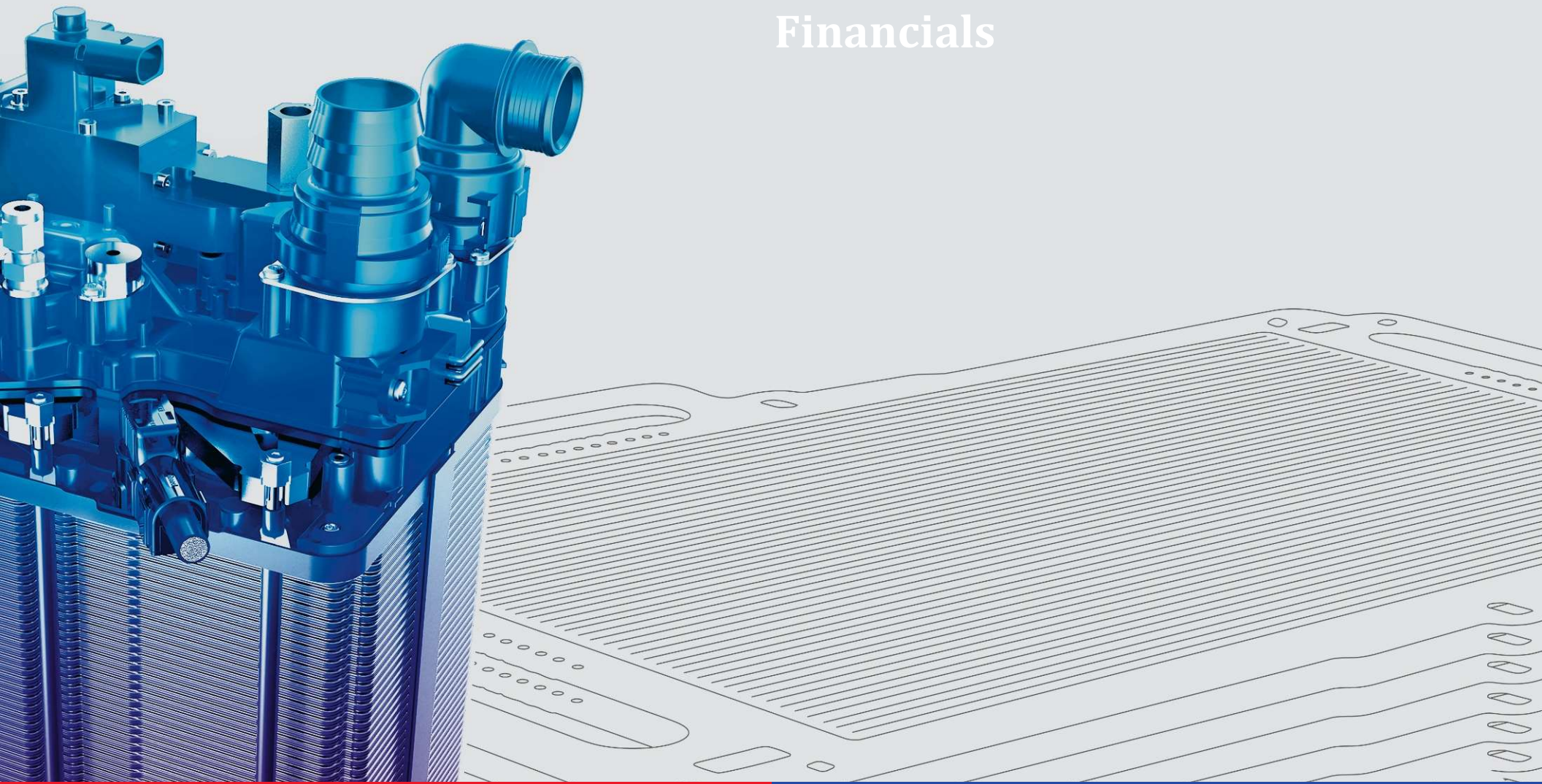
**40 - 60 EUR**  
(100-150 EUR incl. cross-car beam)

Content per car

**100 - 10,000 EUR**



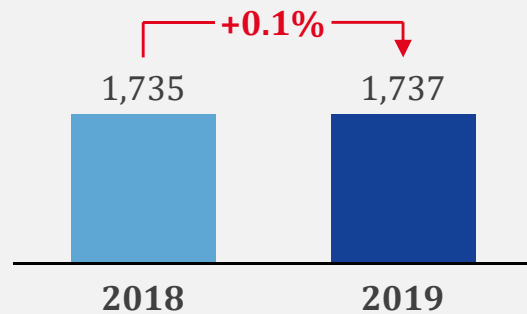
# Financials



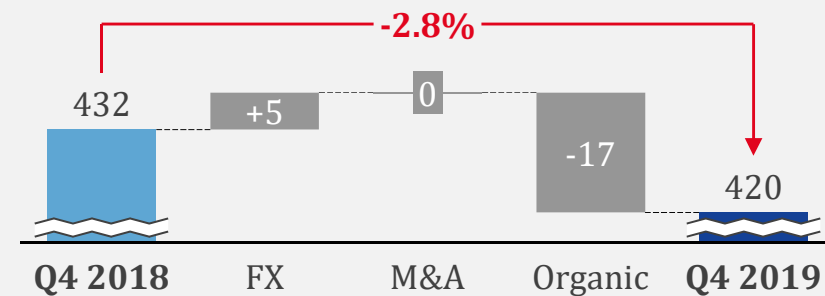
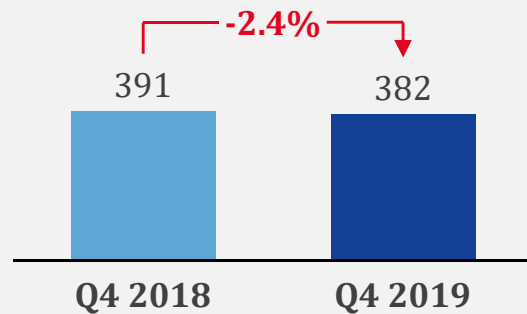
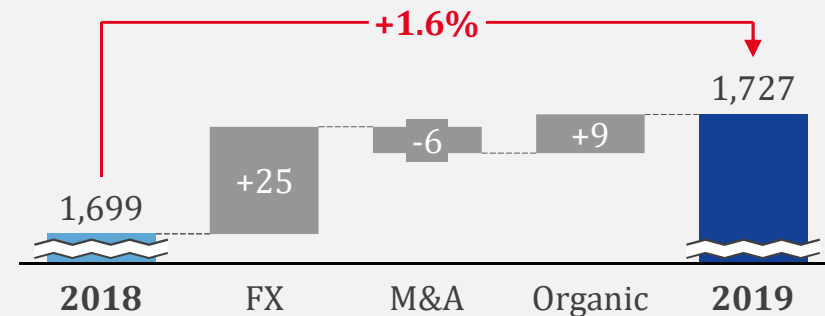
FY 2019: Order intake and sales

## Organic growth in a challenging market environment

Order intake - in EUR million



Sales - in EUR million

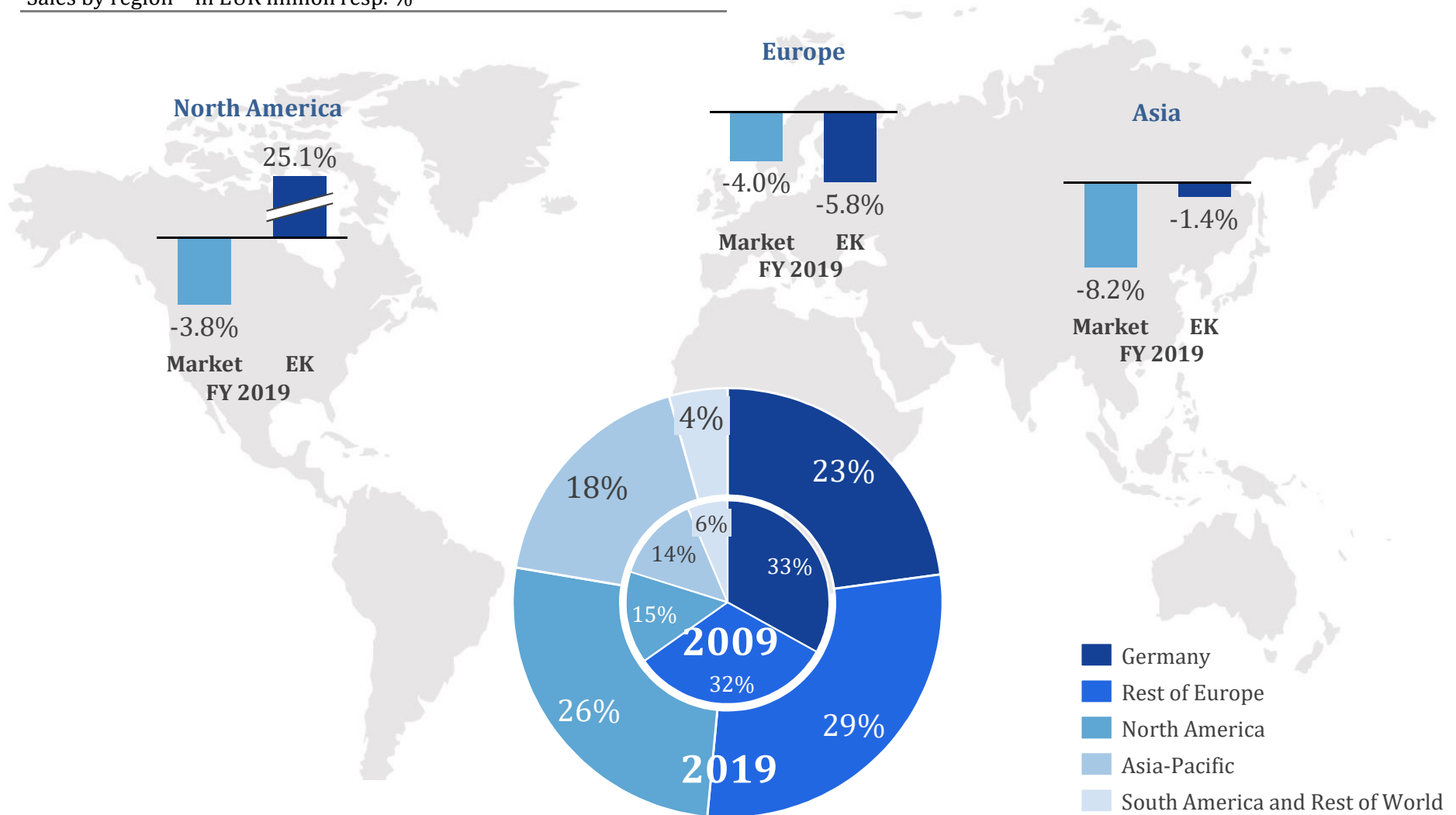


- Major currencies affecting sales: US dollar, Mexican peso, Swiss franc
- Weaker sales in Q4, especially in Europe, due to economic cooling of industry

FY 2019: Sales

# Strong demand in North America triggers sales increase

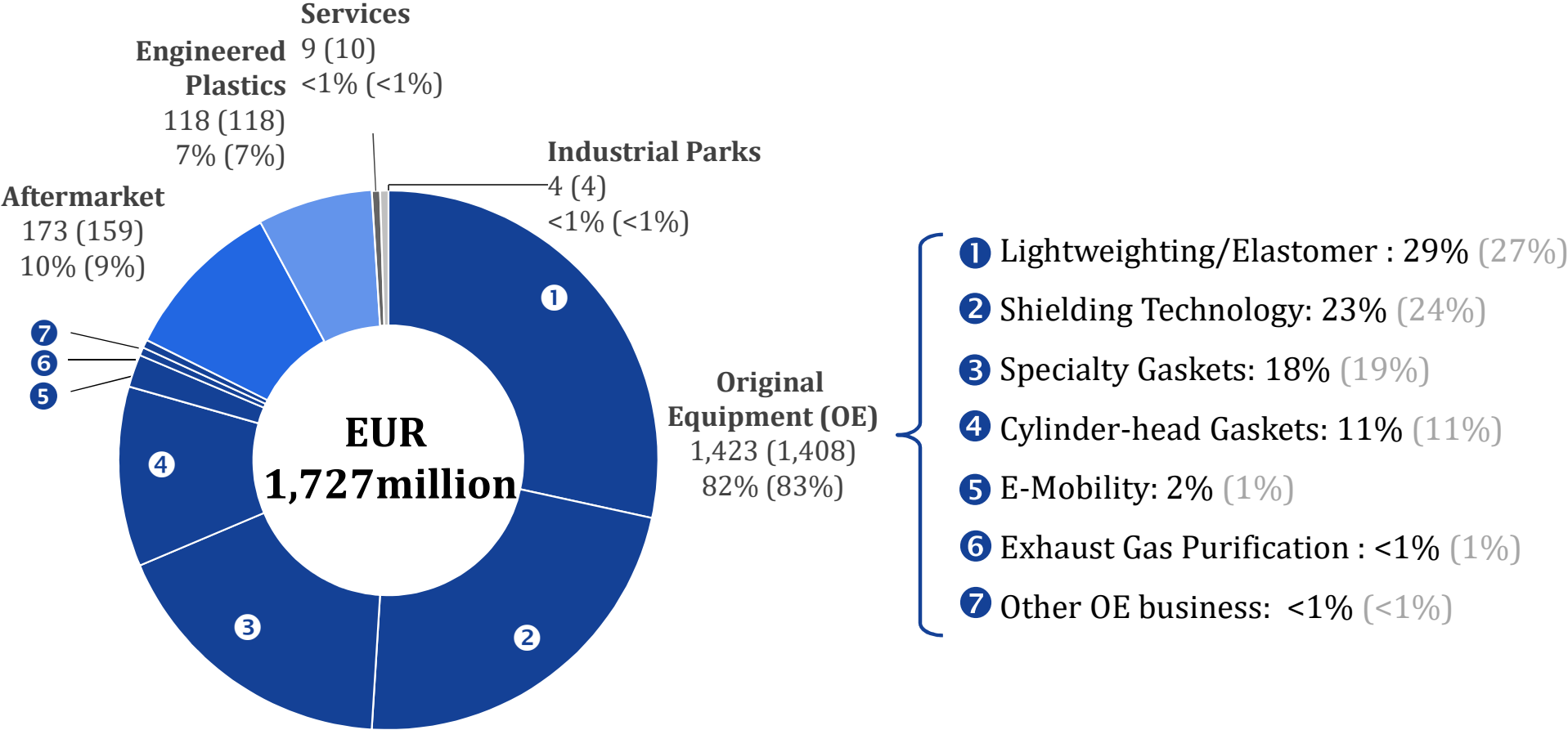
Growth LV production vs. sales ElringKlinger (FX adjusted) – in %  
 Sales by region – in EUR million resp. %



FY 2019: Sales

# OE segment expands in strategic fields of the future

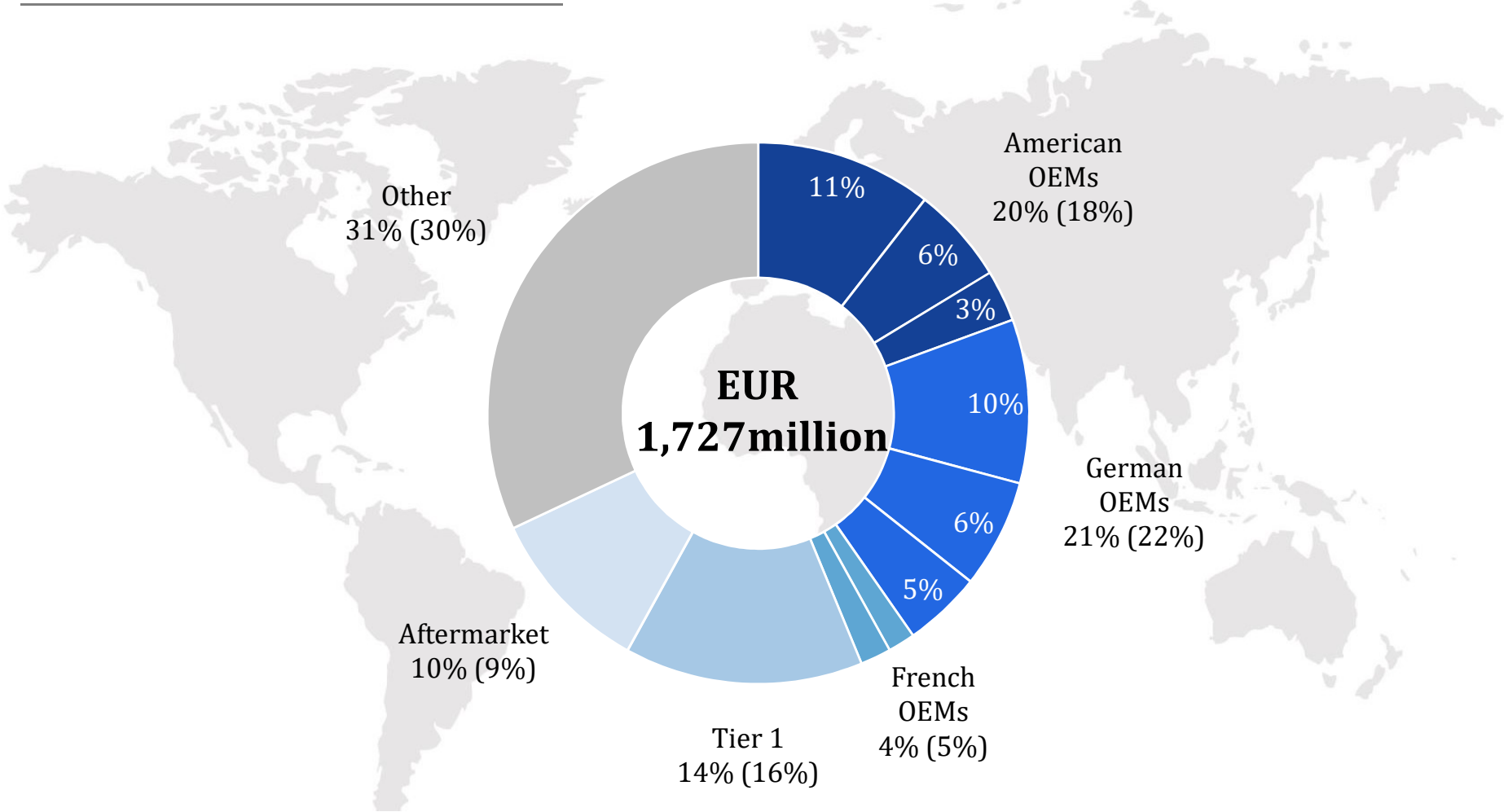
Sales by segment – in EUR million  
Share of total sales – in %



Previous year's figures in brackets

# Global production network supplies broad customer base

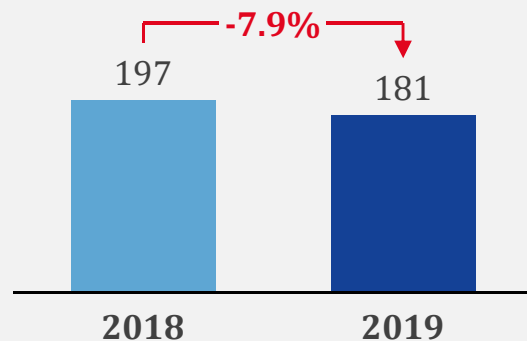
Sales by customer group – in % of total sales



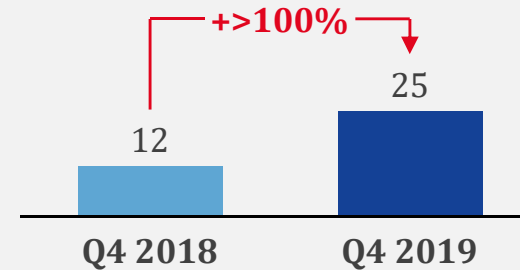
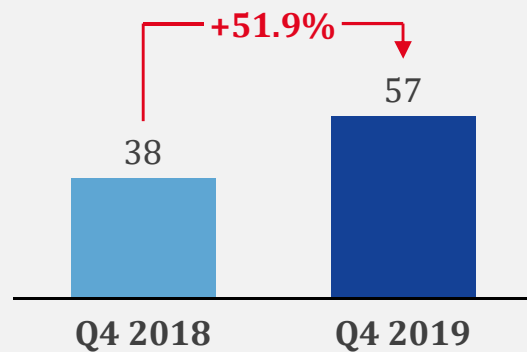
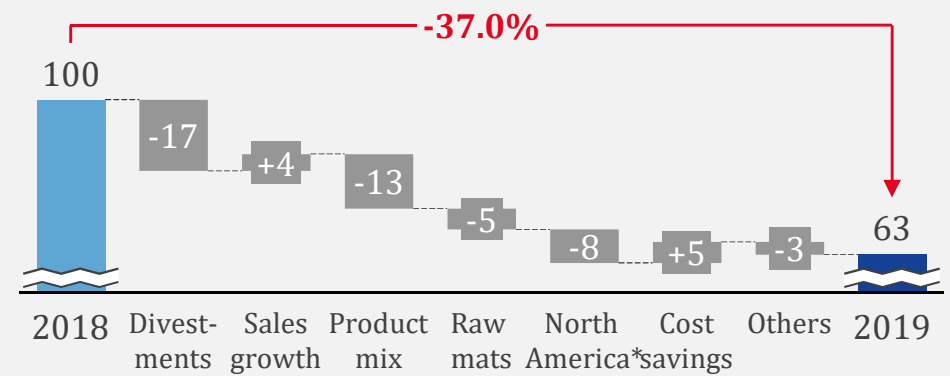
## FY 2019: Earnings

# Product mix effects and raw material prices impacted earnings

EBITDA – in EUR million



EBIT pre PPA – in EUR million



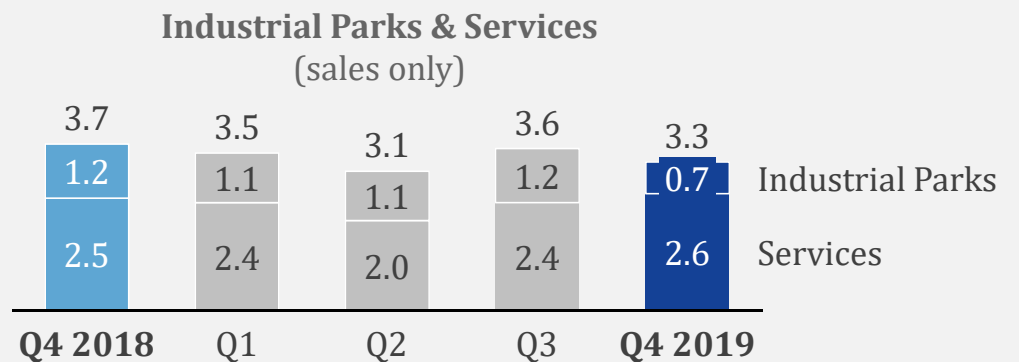
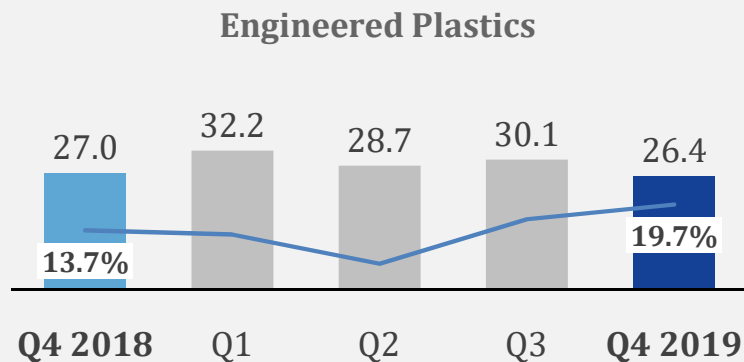
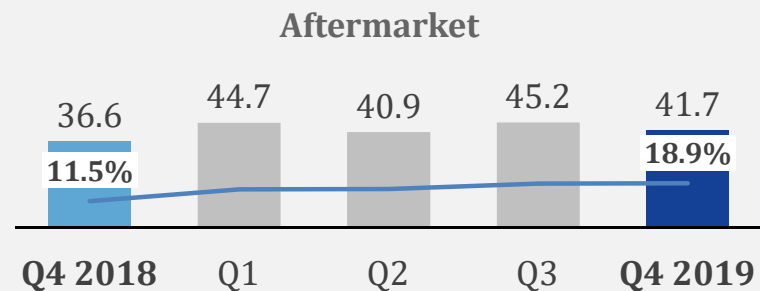
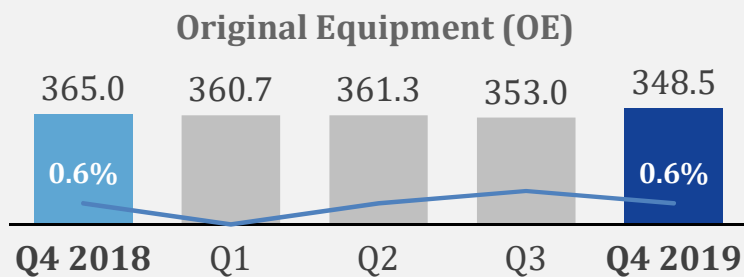
\*incl. ramp-ups

- Comprehensive cost saving measures with positive effect on EBIT
- Q4 2019 earnings include the proceeds from the sale of the industrial park in Hungary

## FY 2019: Segments

# Aftermarket and Engineered Plastics with strong margins

Sales – in EUR million  
 EBIT margin – in % of segmental sales



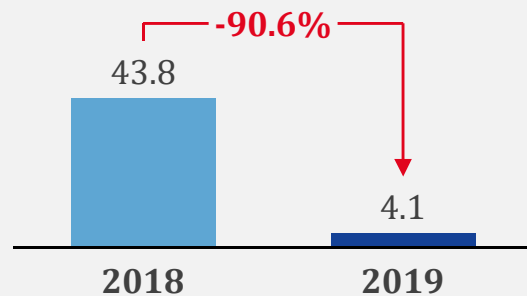
- Market downturn and high commodity prices impacted OE and engineered plastics segment
- Strong earnings contribution by the Aftermarket segment, fueled by strong flow of revenue



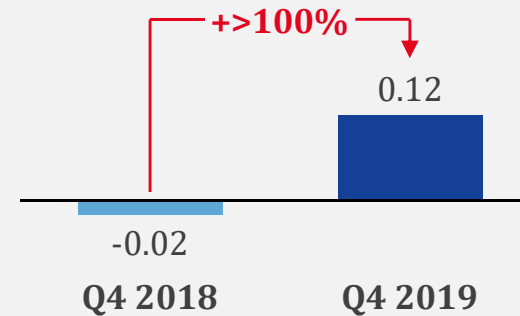
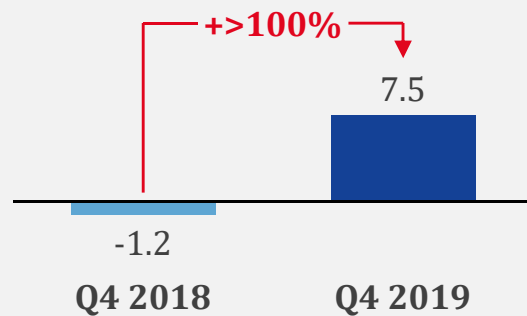
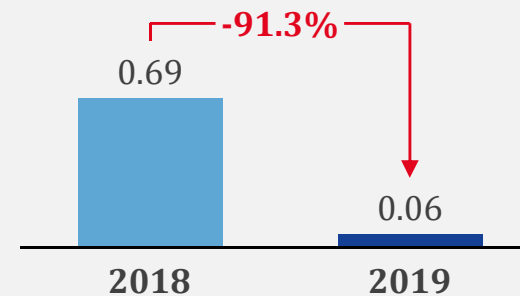
FY 2019: Earnings

## Net income affected by taxes and currency effects

Net income (attributable to shareholders)- in EUR

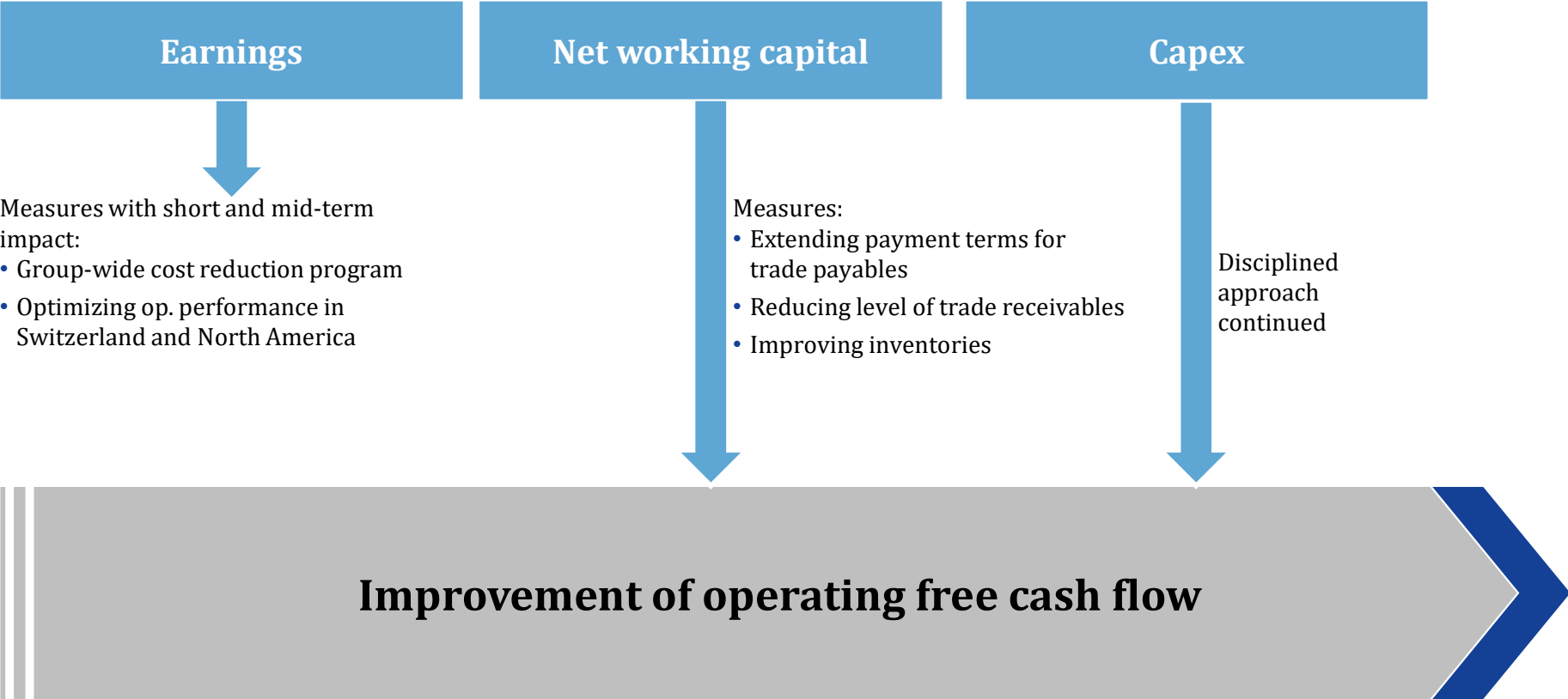


Earnings per share (EPS) - in EUR



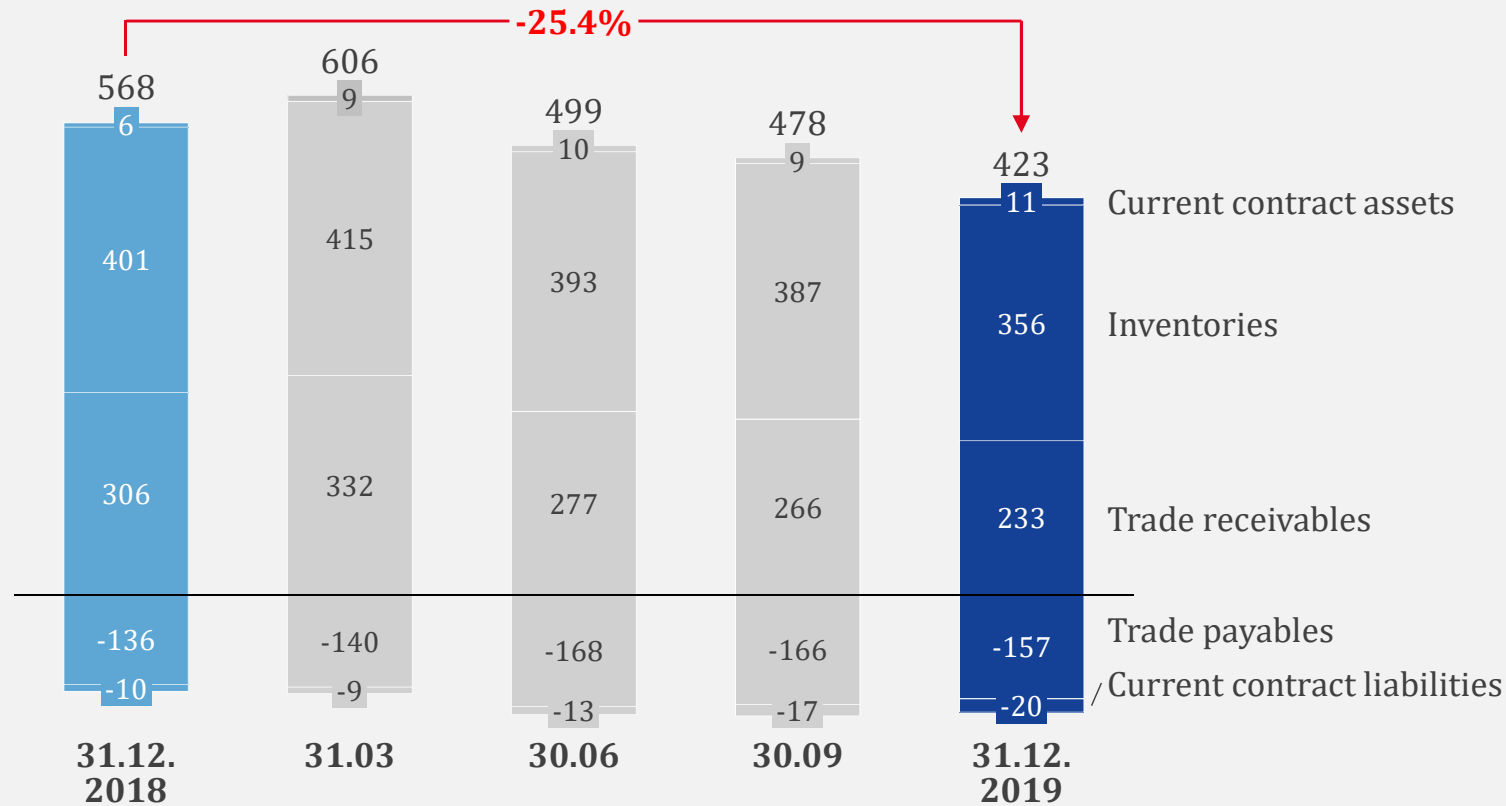
- High tax rate was attributable to losses for which no deferred tax assets were recognizable
- Dividend suspended for FY 2019 to strengthen the financing of transformation process

# Comprehensive efficiency program implemented in 2019



# Initiated optimization measures show effects

Net working capital- in EUR million

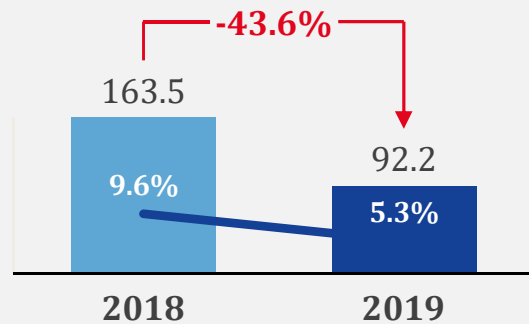


Numerous measures implemented: more centralized approach to inventories, strict receivables management, use of factoring instruments, extension of payment terms with suppliers

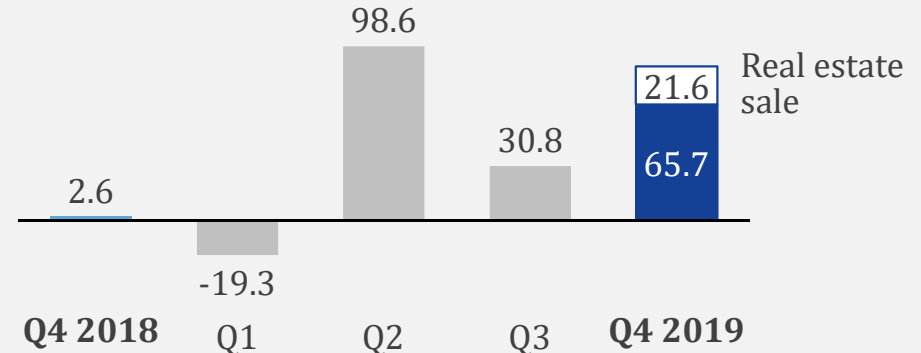
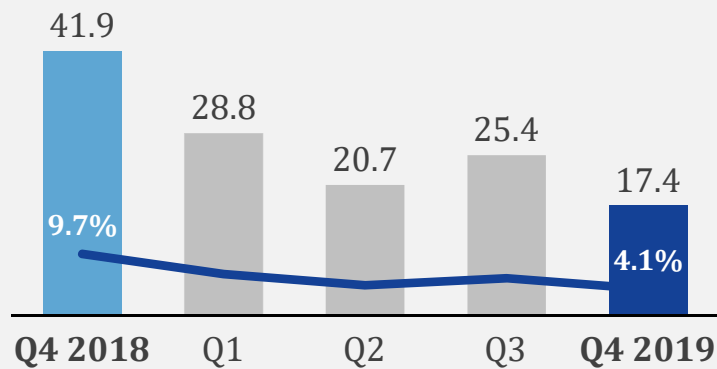
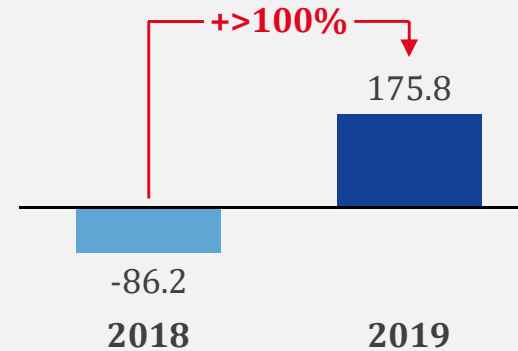
## FY 2019: Cash flow statement

# Free cash flow significantly improved

Capex – in EUR million  
Capex ratio – in % of total sales



Operating free cash flow – in EUR million



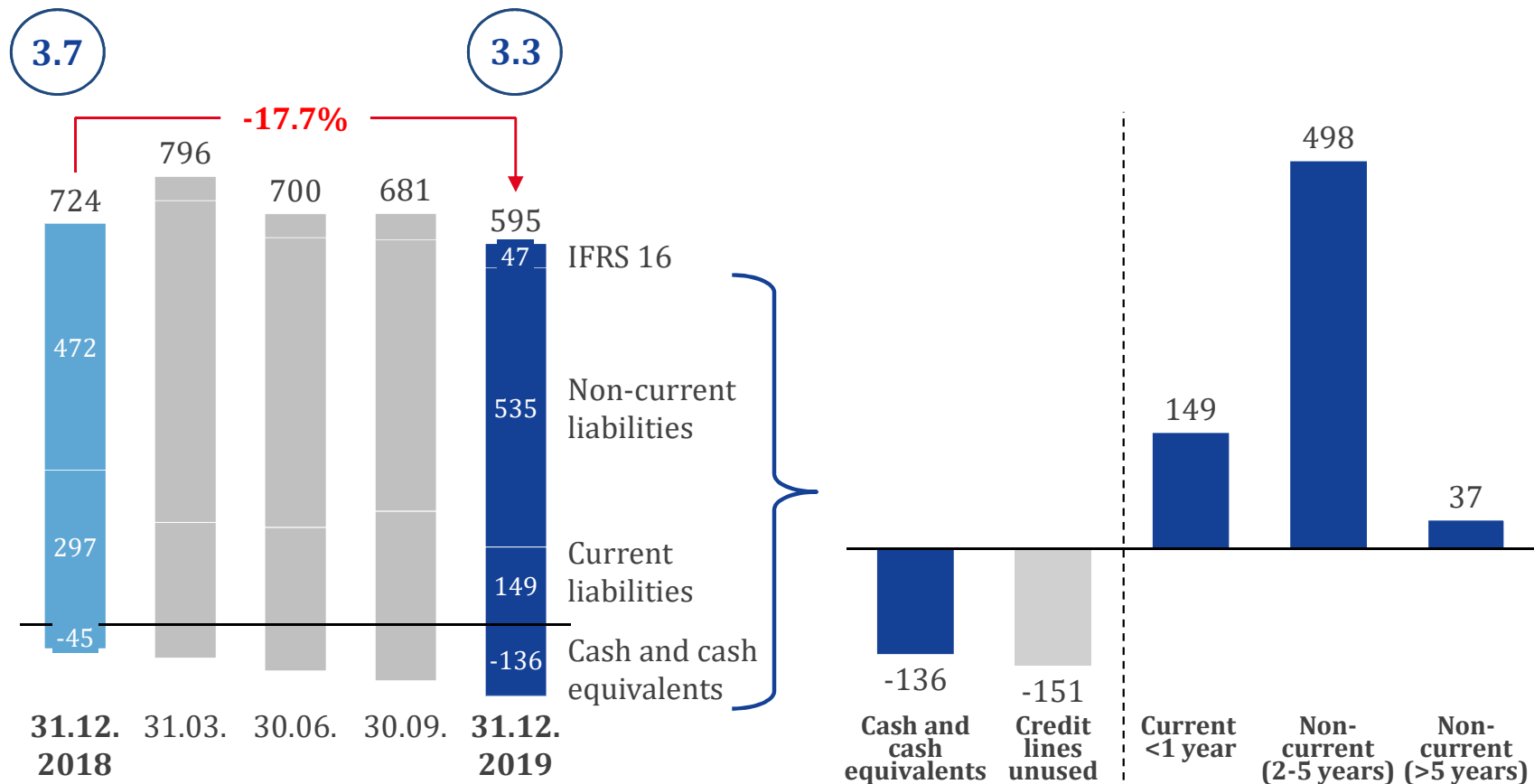
- Focused investments in strategic business fields of e-mobility and structural lightweighting
- Comprehensive measures of the efficiency program with positive effects on op. free cash flow

## FY 2019: Net financial debt and maturity structure

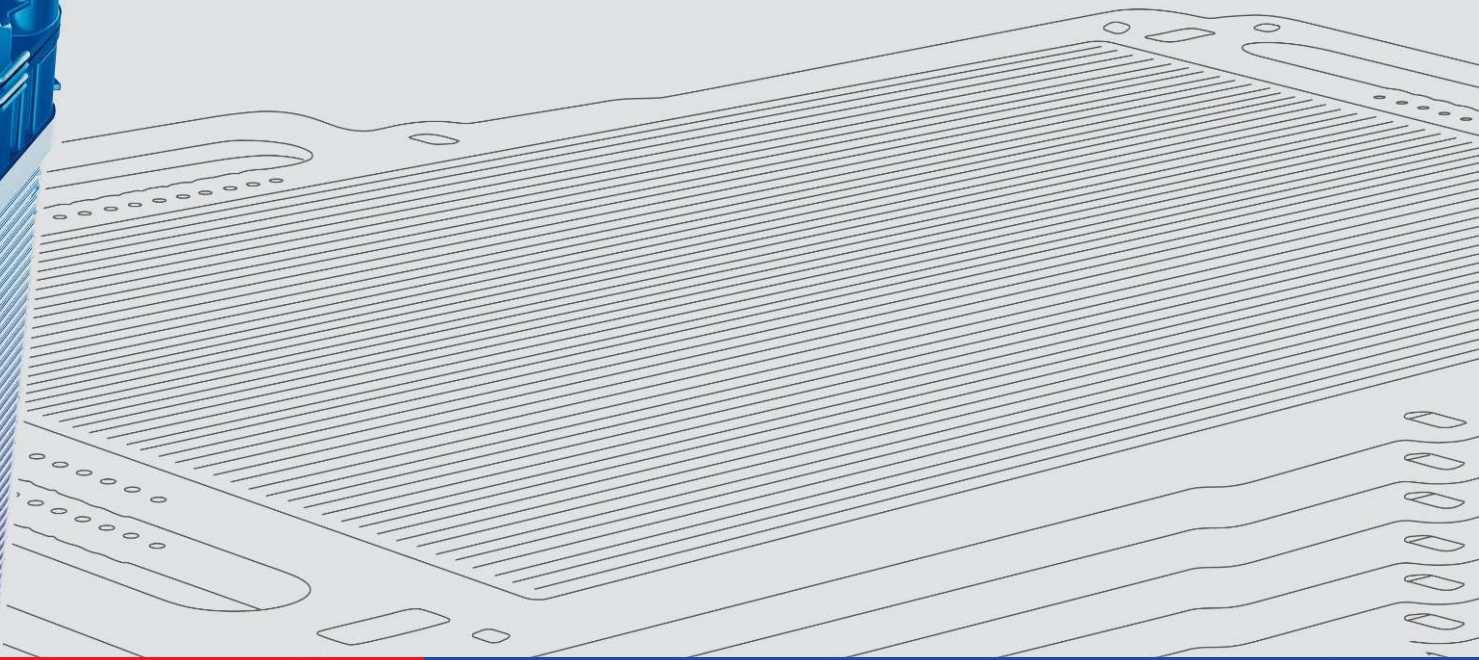
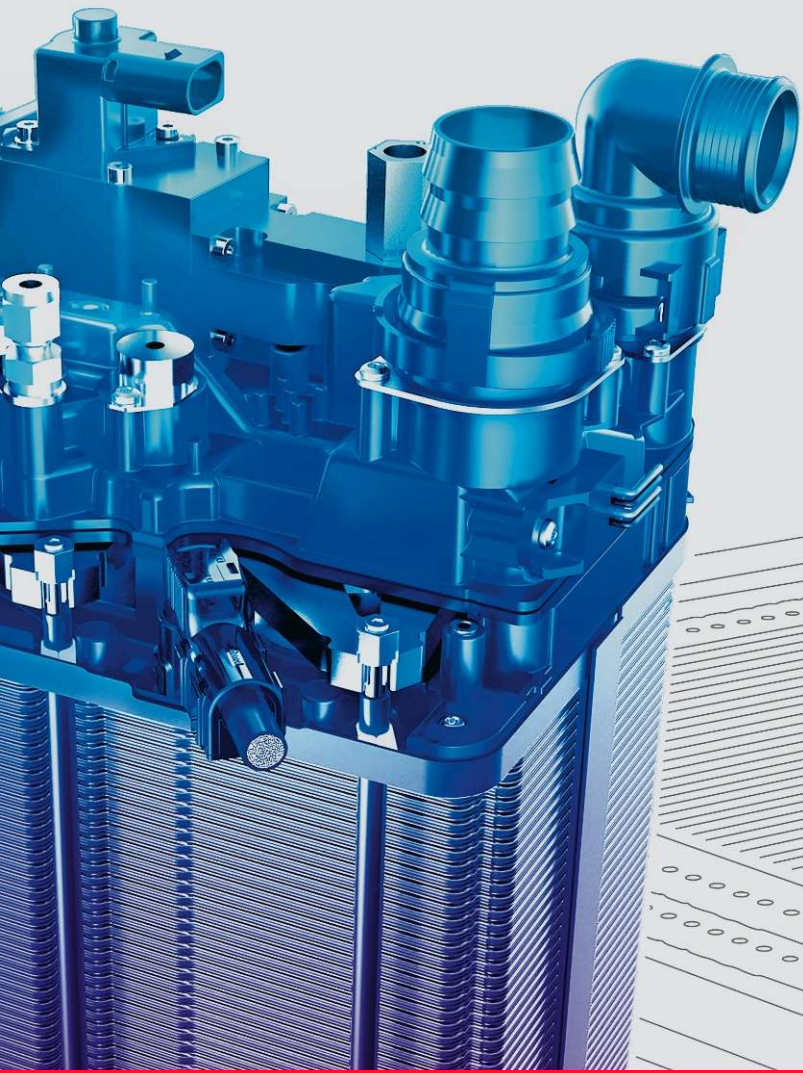
# Improved maturity structure through syndicated loan

Net financial debt – in EUR million  
 Net financial debt/EBITDA

Maturity structure of financial debt (excl. IFRS 16) – in EUR mn



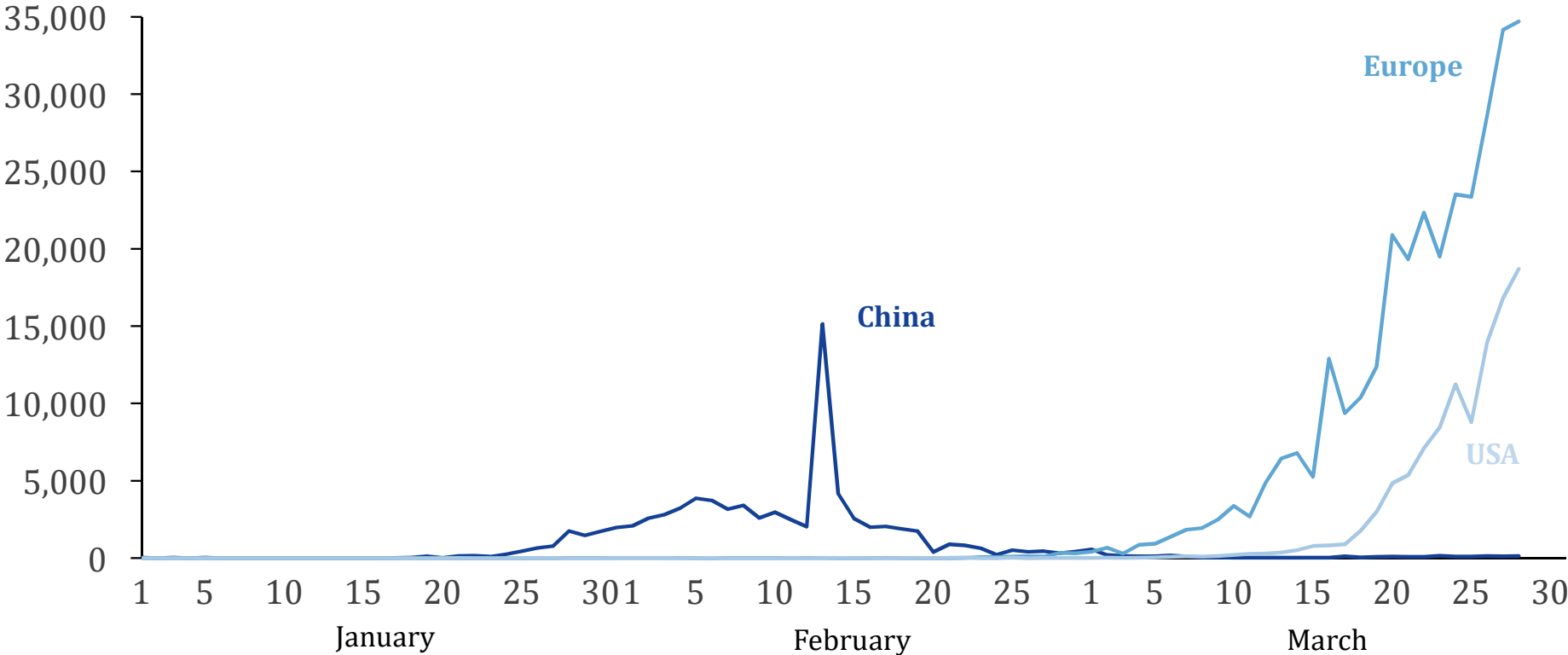
# Outlook



Coronavirus crisis impacts auto industry

# China was the starting point , rest of the world follows

Number of confirmed coronavirus cases



- In China, the outbreak has been contained according to official numbers
- Europe forms the next infection wave, USA is going to follow with a 10-days delay

Status: March 28, 2020

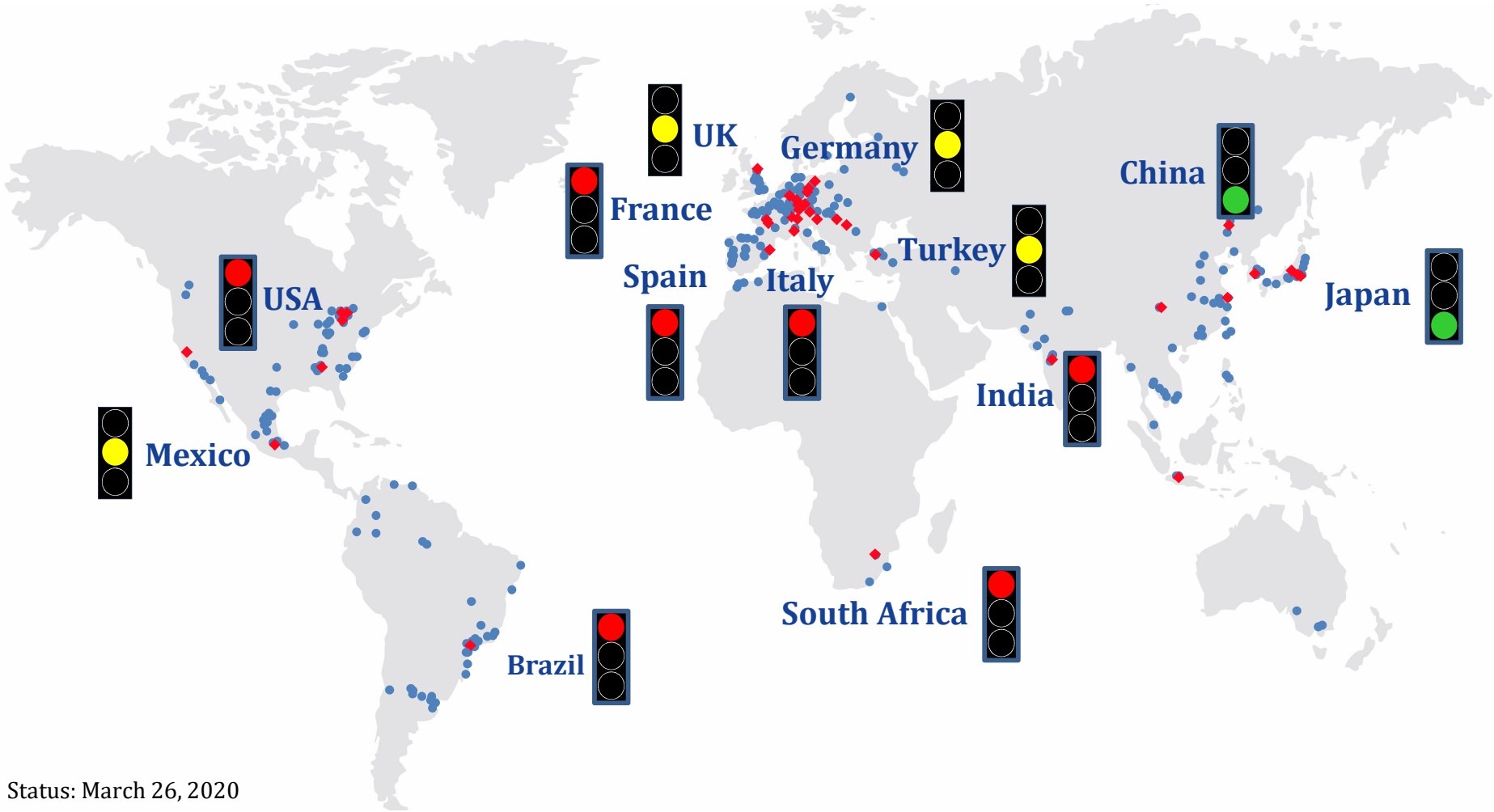
Source: ECDC, ElringKlinger Research



Coronavirus crisis impacts auto industry

# Production halted by most OEMs in Europe and North America

Production locations of global top 15 OEMs (●)  
ElringKlinger production sites (◆)

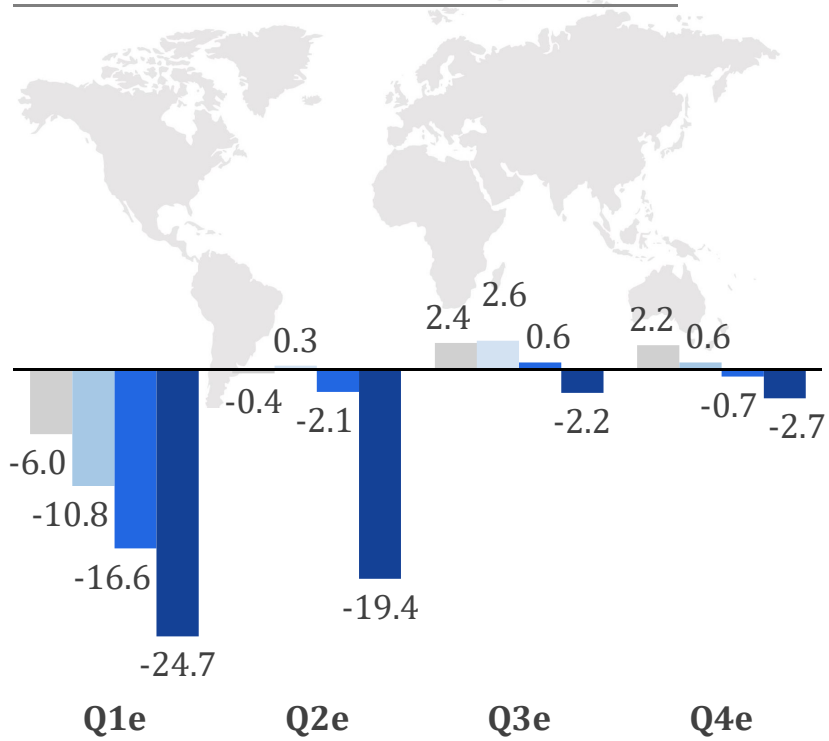


Status: March 26, 2020

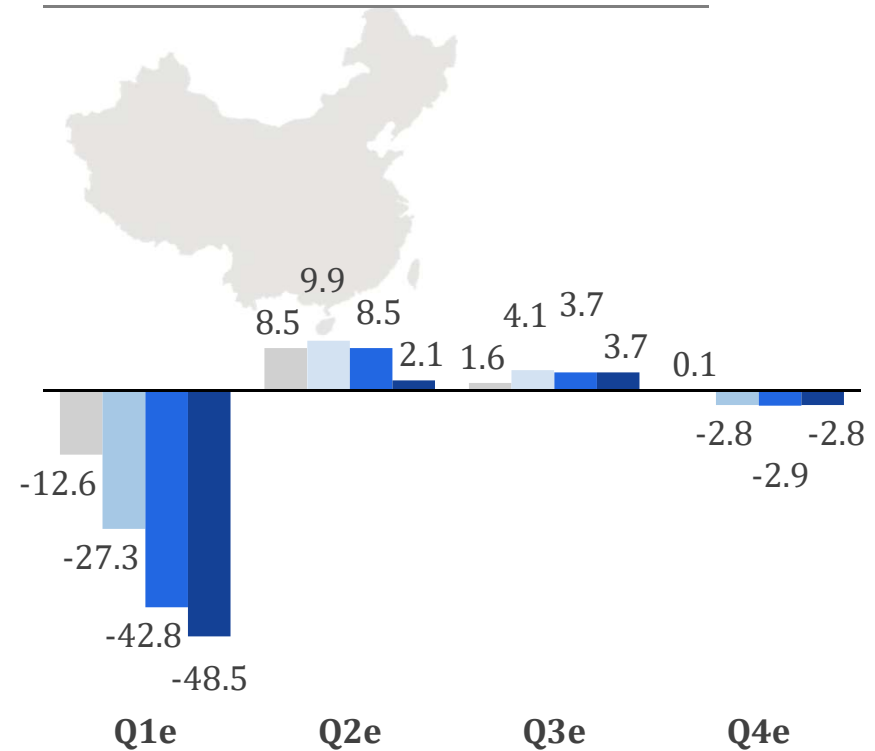
## Coronavirus crisis impacts auto industry

# Production estimates significantly revised each month

Forecasts global auto production 2020 – in %



Forecasts auto production China 2020 – in %

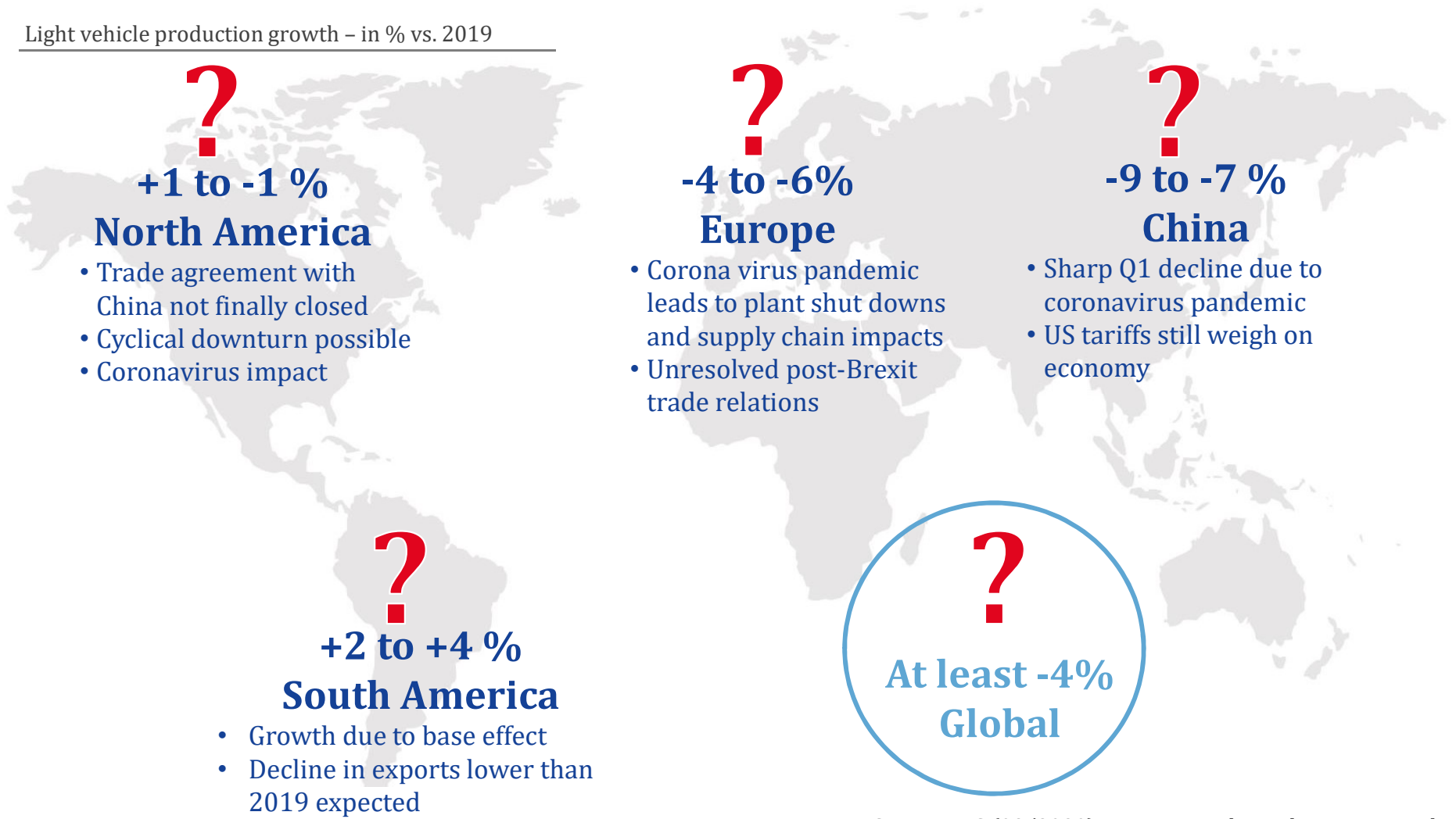


Estimation in  Jan 20  Feb 20  Mar 20 (1)  Mar 20 (2)

Source: JP Morgan, IHS (02/2020), ElringKlinger Research

# Market forecast for FY 2020 uncertain due to coronavirus crisis

Light vehicle production growth – in % vs. 2019



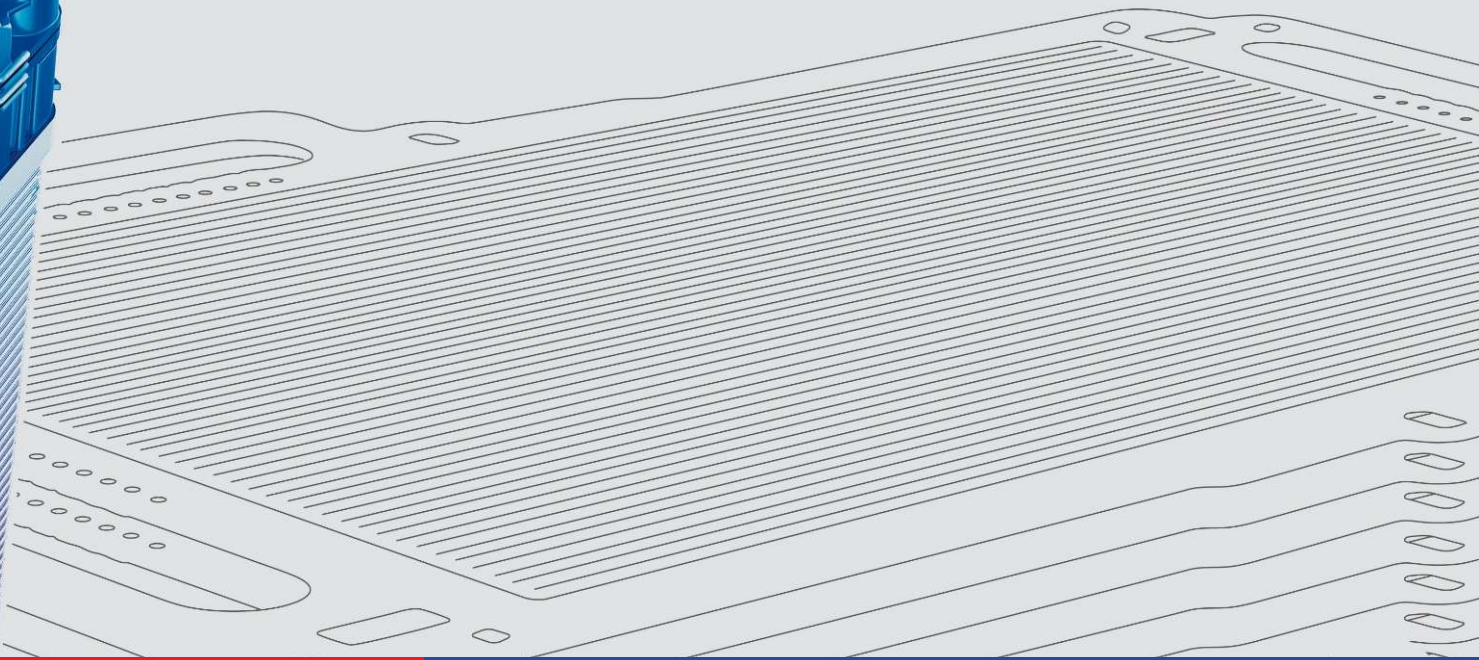
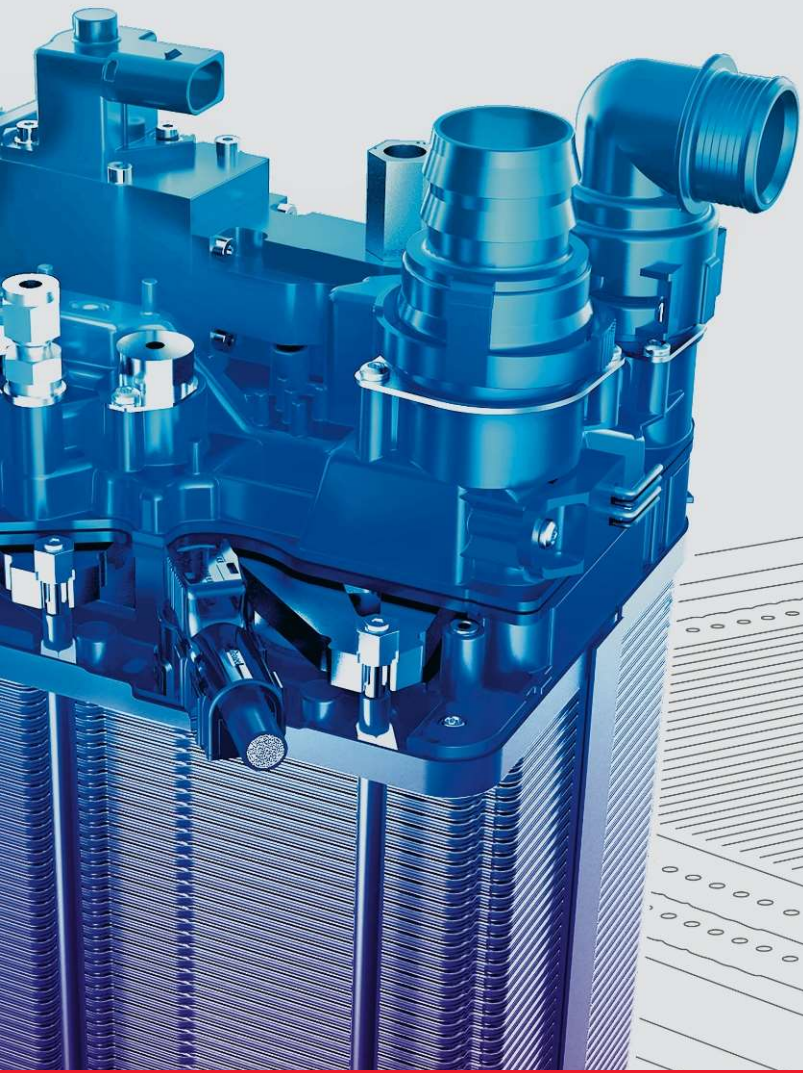
Source: IHS (02/2020), JP Morgan, ElringKlinger Research

## Economic effects cannot be determined reliably and accurately



ElringKlinger refrains from giving an outlook today. It will follow when there is more visibility on the consequences of coronavirus pandemic.


# Appendix



# Structural overview

## ElringKlinger Group

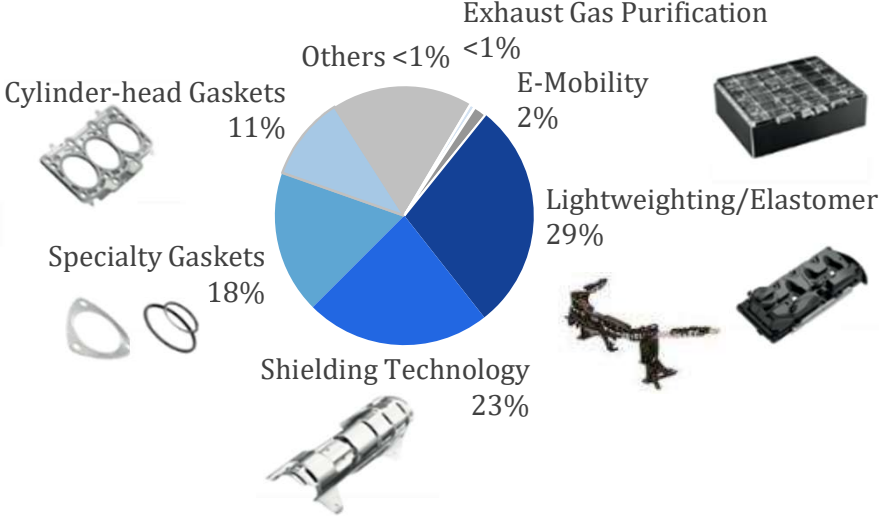
Sales	EUR 1,727 million	EBIT (pre PPA)	EUR 63.2 million
Employees	10,393	EBIT margin (pre PPA)	3.7 %



**82%**  
of Group sales

### Original Equipment

Sales: EUR 1,423 million  
Employees: 9,176



Product Category	Percentage
Lightweighting/Elastomer	29%
Specialty Gaskets	18%
Shielding Technology	23%
Cylinder-head Gaskets	11%
Others	<1%
Exhaust Gas Purification	<1%
E-Mobility	2%



**10%**  
of Group sales

### Aftermarket

Sales: EUR 173 million  
Employees: 227



**7%**  
of Group sales

### Engineered Plastics

Sales: EUR 117 million  
Employees: 783



**<1%**  
of Group sales

### Services

Sales: EUR 9 million  
Employees: 205



**<1%**  
of Group sales

### Industrial Parks

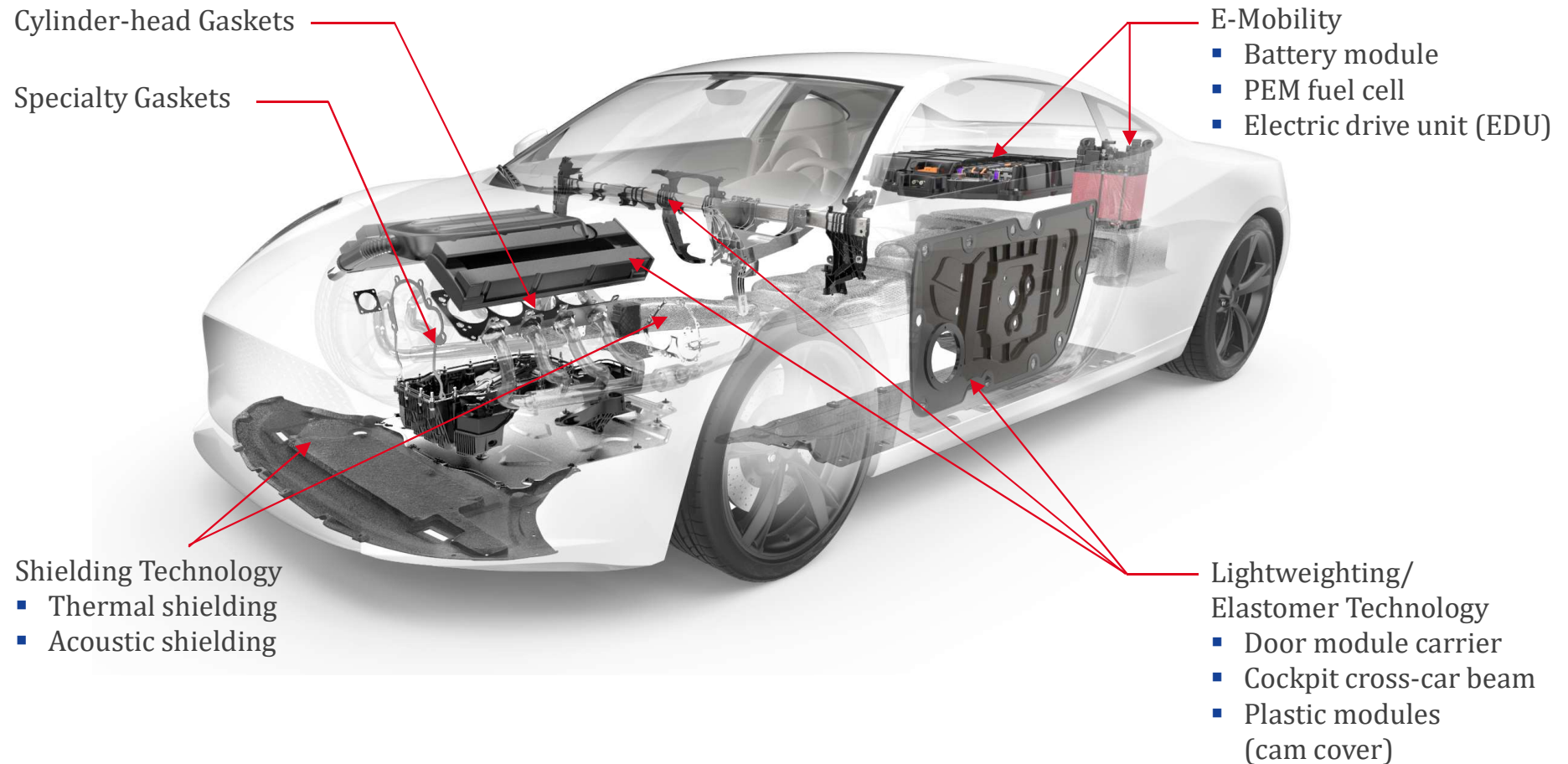
Sales: EUR 4 million  
Employees: 2

All figures refer to FY 2019



Group

## Product portfolio





Group – FY 2019

## Consolidated income statement

	2019	2018
<b>Sales revenue</b>	<b>1,727</b>	<b>1,699</b>
Cost of sales	-1,402	-1,329
<b>Gross profit</b>	<b>325</b>	<b>370</b>
Gross margin	18.8	21.8
		in %
Selling expenses	-133	-147
General and administrative expenses	-85	-84
Research and development costs	-64	-76
Other operating income	34	46
Other operating expenses	-15	-13
<b>Operating result (EBIT)</b>	<b>61</b>	<b>96</b>
Finance income	23	33
Finance costs	-43	-43
Share of result of associates	1	-5
<b>Net finance costs</b>	<b>-20</b>	<b>-15</b>
<b>Earnings before taxes (EBT)</b>	<b>42</b>	<b>81</b>
Income tax expenses	-37	-34
<b>Net income</b>	<b>5</b>	<b>48</b>
of which: attributable to non-controlling interests	1	4
of which: attributable to shareholders of ElringKlinger AG	4	44
<b>Basic and diluted earnings per share (EPS)</b>	<b>0.06</b>	<b>0.69</b>
		in EUR

All figures in EUR million unless otherwise describe, differences due to rounding

Group – FY 2019

## Consolidated statement of financial position

Assets	As of Dec 31, 2019	As of Dec 31, 2018	Liabilities and equity	As of Dec 31, 2019	As of Dec 31, 2018
Intangible assets	208	190	Share capital	63	63
Property, plant, and equipment	1,044	998	Capital reserves	118	118
Investment property	3	17	Revenue reserves	725	721
Financial assets	4	3	Other reserves	-52	-50
Shares in associates	24	23	<b>Equity attr. to shareh. of ElringKlinger AG</b>	<b>854</b>	<b>853</b>
Non-current income tax assets	0	0	Non-controlling interest in equity	37	37
Other non-current assets	16	15	<b>Equity</b>	<b>891</b>	<b>890</b>
Deferred tax assets	15	12	Provisions for pensions	148	124
<b>Non-current assets</b>	<b>1,314</b>	<b>1,257</b>	Non-current provisions	19	20
Inventories	356	401	Non-current financial liabilities	570	472
Current contract assets	11	6	Deferred tax liabilities	16	15
Trade receivables	233	306	Other non-current liabilities	21	12
Current income tax assets	8	9	<b>Non-current liabilities</b>	<b>774</b>	<b>642</b>
Other current assets	90	49	Current provisions	18	11
Cash and cash equivalents	136	45	Trade payables	157	136
<b>Current assets</b>	<b>832</b>	<b>816</b>	Current financial liabilities	160	297
Assets held for sale	0	6	Current contract liabilities	20	10
<b>Total assets</b>	<b>2,147</b>	<b>2,080</b>	Tax payable	17	12
			Other current liabilities	110	81
			<b>Current liabilities</b>	<b>482</b>	<b>547</b>
			Liabilities in connection with assets held for sale	0	0
			<b>Total liabilities and equity</b>	<b>2,147</b>	<b>2,080</b>

All figures in EUR million unless otherwise describe, differences due to rounding

Group – FY 2019

## Consolidated statement of cash flows

	2019	2018		2019	2018
Earnings before taxes (EBT)	42	81	Proceeds from disposals of PPE, intangible assets and investment property	10	1
Depreciation/amortization (less write-ups) of non-current assets	120	100	Proceeds from disposals of financial assets	6	3
Net interest	20	15	Proceeds from the disposal of subsidiaries	22	57
Change in provisions	6	-6	Payments for investments in intangible assets	-19	-15
Gains/losses on disposal of non-current assets	2	0	Payments for investments in PPE and investment property	-92	-164
Share of result of associates	-1	5	Payments for investments in financial assets	-10	-3
Change in inventories, trade receivables and other assets not resulting from financing and investing activities	83	-52	Payments for the acquisition of associates	0	0
Change in trade payables and other liabilities not resulting from financing and investing activities	67	20	Payments made/received for the acquisition of subsidiaries and other entities	0	0
Income taxes paid	-28	-31	<b>Net cash from investing activities</b>	<b>-84</b>	<b>-121</b>
Interest paid	-17	-12	Dividends paid to shareholders and to non-controlling interests	-1	-34
Interest received	1	1	Proceeds from addition of long-term loans	167	77
Other non-cash expenses and income	-17	-30	Payments for the repayment of long-term loans	107	-73
<b>Net cash from operating activities</b>	<b>278</b>	<b>92</b>	Changes in current loans	163	60
			<b>Net cash from financing activities</b>	<b>104</b>	<b>30</b>
			Changes in cash	89	1
			Effects of currency exchange rates on cash	1	-1
			Cash at beginning of the period	45	45
			<b>Cash at end of period</b> (as per financial statement)	<b>136</b>	<b>45</b>

All figures in EUR million unless otherwise describe, differences due to rounding

## Group – Last 5 years

# Key figures

	2019	2018	2017	2016	2015
Order intake	1,737	1,735	1,732	1,694	1,615
Order backlog	1,030	1,020	1,001	933	796
Sales	1,727	1,699	1,664	1,557	1,507
EBITDA	181	197	238	231	223
(Adjusted) EBIT pre PPA	63	100	142	140	140
(Adjusted) EBIT margin pre PPA <i>in %</i>	3.7	5.9	8.5	9.0	9.3
EBIT (reported)	61	96	137	136	135
EBT	42	81	110	124	129
Net income attributable to shareholders	4	44	70	79	92
Earnings per share <i>in EUR</i>	0.06	0.69	1.10	1.24	1.45
Dividend per share <i>in EUR</i>	0.00	0.00	0.50	0.50	0.55
Capex (in PPE)	92	164	156	171	176
Operating free cash flow	176	-86	-67	-4	-65
ROCE <i>in %</i>	3.4	5.5	8.2	8.7	9.5
Net working capital	423	567	553	525	523
Equity ratio <i>in %</i>	41.5	42.8	44.0	47.2	48.5
Net financial debt	595	724	655	539	487
Employees (as at Dec. 31)	10,393	10,429	9,611	8,591	7,912

All figures in EUR million unless otherwise describe, differences due to rounding

Group – Last 5 years

## Segmental figures

		2019	2018	2017	2016	2015
<b>Group</b>	<b>Sales</b>	1,727	1,699	1,664.0	1,557.4	1,507.3
	<b>EBIT (reported)</b>	61.2	96.2	137.3	135.6	135.2
	<b>EBIT margin</b> <i>in %</i>	3.5	5.7	8.3	8.7	9.0
<b>Original Equipment</b>	Sales	1,423.4	1,407.7	1,382.4	1,294.3	1,255.8
	EBIT (reported)	5.1	50.7	86.3	88.9	91.2
	EBIT margin <i>in %</i>	0.4	3.6	6.2	6.9	7.3
<b>Aftermarket</b>	Sales	172.6	159.5	156.7	147.3	142.2
	EBIT (reported)	30.4	24.9	31.8	30.5	28.2
	EBIT margin <i>in %</i>	17.6	15.6	20.3	20.7	19.8
<b>Engineered Plastics</b>	Sales	117.5	117.8	111.1	101.7	96.6
	EBIT (reported)	15.9	19.5	18.5	14.9	13.2
	EBIT margin <i>in %</i>	13.5	16.6	16.7	14.7	13.7
<b>Services</b>	Sales	9.4	9.7	9.5	9.7	8.3
	EBIT (reported)	0.7	0.7	1.2	1.6	2.0
	EBIT margin <i>in %</i>	7.4	7.2	12.6	16.5	24.1
<b>Industrial Parks</b>	Sales	4.1	4.3	4.3	4.5	4.3
	EBIT (reported)	9.2*	0.3	-0.5	-0.3	0.7
	EBIT margin <i>in %</i>	>100*	7.0	n.a.	n.a.	16.3

All figures in EUR million unless otherwise describe, differences due to rounding

\* incl. EUR 8.6 mn from the sale of the industrial park in Hungary

## Group – Last 5 quarters

# Key figures

	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
Order intake	382	438	420	498	391
Order backlog	1,030	1069	1,063	1,077	1,020
Sales	420	432	434	441	432
EBITDA	57	50	39	35	38
EBIT pre PPA	24.8	20.8	10.7	6.9	11.8
EBIT margin pre PPA (in %)	5.9	4.8	2.5	1.6	2.7
EBIT (reported)	24.3	20.3	10.2	6.4	10.6
EBT	19.5	15.3	1.5	5.4	7.2
Net income attributable to shareholders	7.5	6.7	-8.6	-1.5	-1.2
Earnings per share (in EUR)	0.12	0.11	-0.14	-0.02	-0.02
Capex (in PPE)	17.4	25.4	20.7	28.8	41.9
Operating free cash flow	65.7	30.8	98.6	-19.3	2.6
Net working capital	423*	478*	499*	606*	567
Equity ratio (in %)	41.5	40.7	40.7	40.9	42.8
Net financial debt	595	682	700	796	724
Employees (as at quarter-end)	10,393	10,492	10,411	10,485	10,429

All figures in EUR million unless otherwise described, differences due to rounding

\* Incl. current contract assets, less current contract liabilities

## Group – Last 5 quarters

# Segmental figures

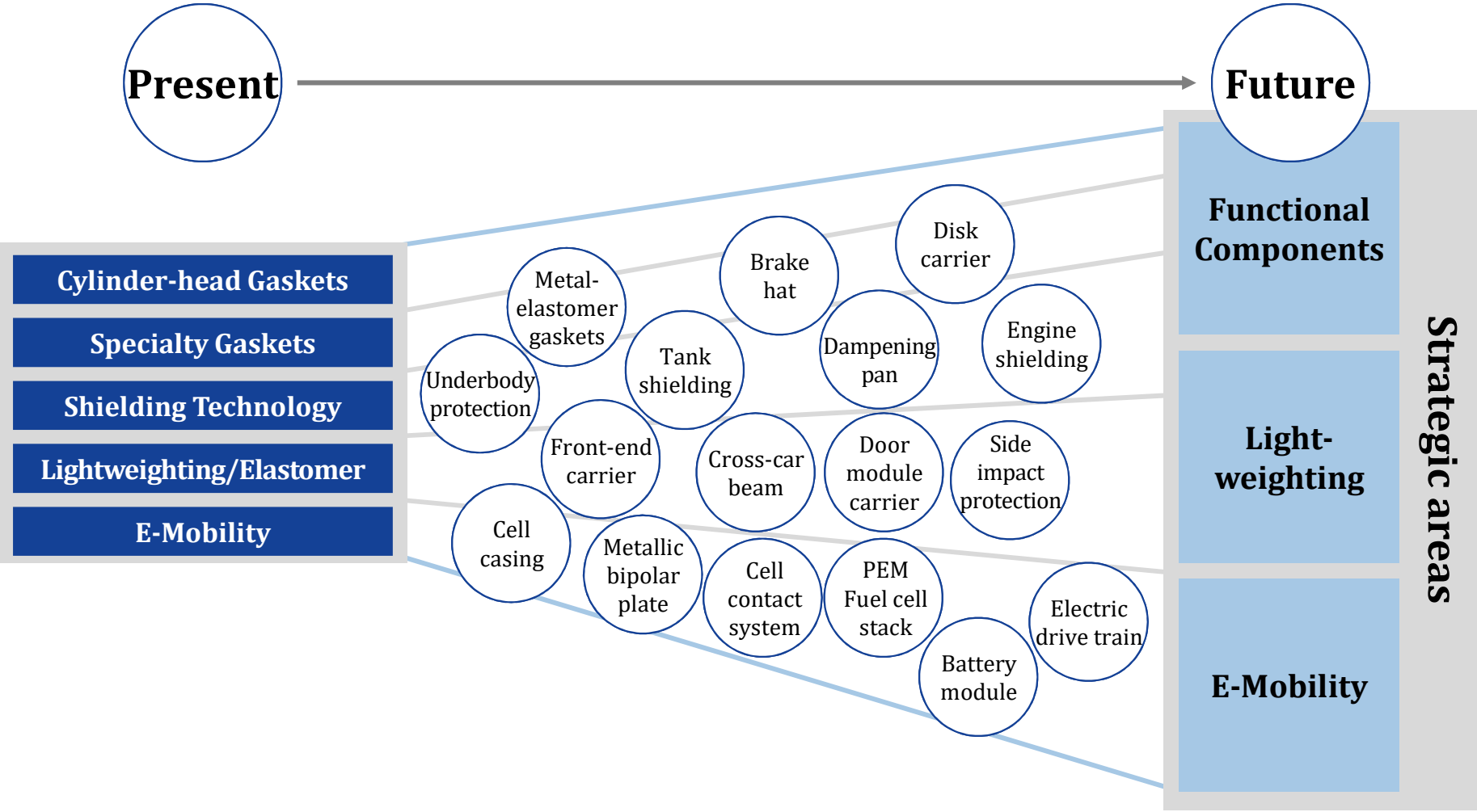
		Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
<b>Group</b>	<b>Sales</b>	<b>420</b>	432	434	<b>441</b>	<b>432</b>
	<b>EBIT (reported)</b>	<b>24.2</b>	20.3	10.2	<b>6.4</b>	<b>10.6</b>
	<b>EBIT margin (in %)</b>	<b>5.8</b>	4.7	2.3	<b>1.5</b>	<b>2.5</b>
<b>Original Equipment</b>	Sales	349	353	361	361	365
	EBIT (reported)	2.0	6.4	2.0	-5.3	2.2
	EBIT margin (in %)	0.6	1.8	0.6	-1.5	0.6
<b>Aftermarket</b>	Sales	41.7	45.2	40.9	44.7	36.7
	EBIT (reported)	7.9	8.5	6.7	7.3	4.1
	EBIT margin (in %)	18.9	18.8	16.4	16.3	11.2
<b>Engineered Plastics</b>	Sales	26.4	30.1	28.7	32.2	27.0
	EBIT (reported)	5.2	4.9	1.7	4.1	3.7
	EBIT margin (in %)	19.7	16.3	5.9	12.7	13.7
<b>Services</b>	Sales	2.6	2.4	2.0	2.4	2.5
	EBIT (reported)	0.5	0.3	-0.4	0.3	0.3
	EBIT margin (in %)	19.2	12.5	-20.0	12.5	10.1
<b>Industrial Parks</b>	Sales	0.7	1.2	1.1	1.1	1.2
	EBIT (reported)	8.8*	0.2	0.1	0.0	0.3
	EBIT margin (in %)	>100.0	16.7	9.1	0.0	27.3

All figures in EUR million unless otherwise described, differences due to rounding

\* incl. EUR 8.6 mn from the sale of the industrial park in Hungary



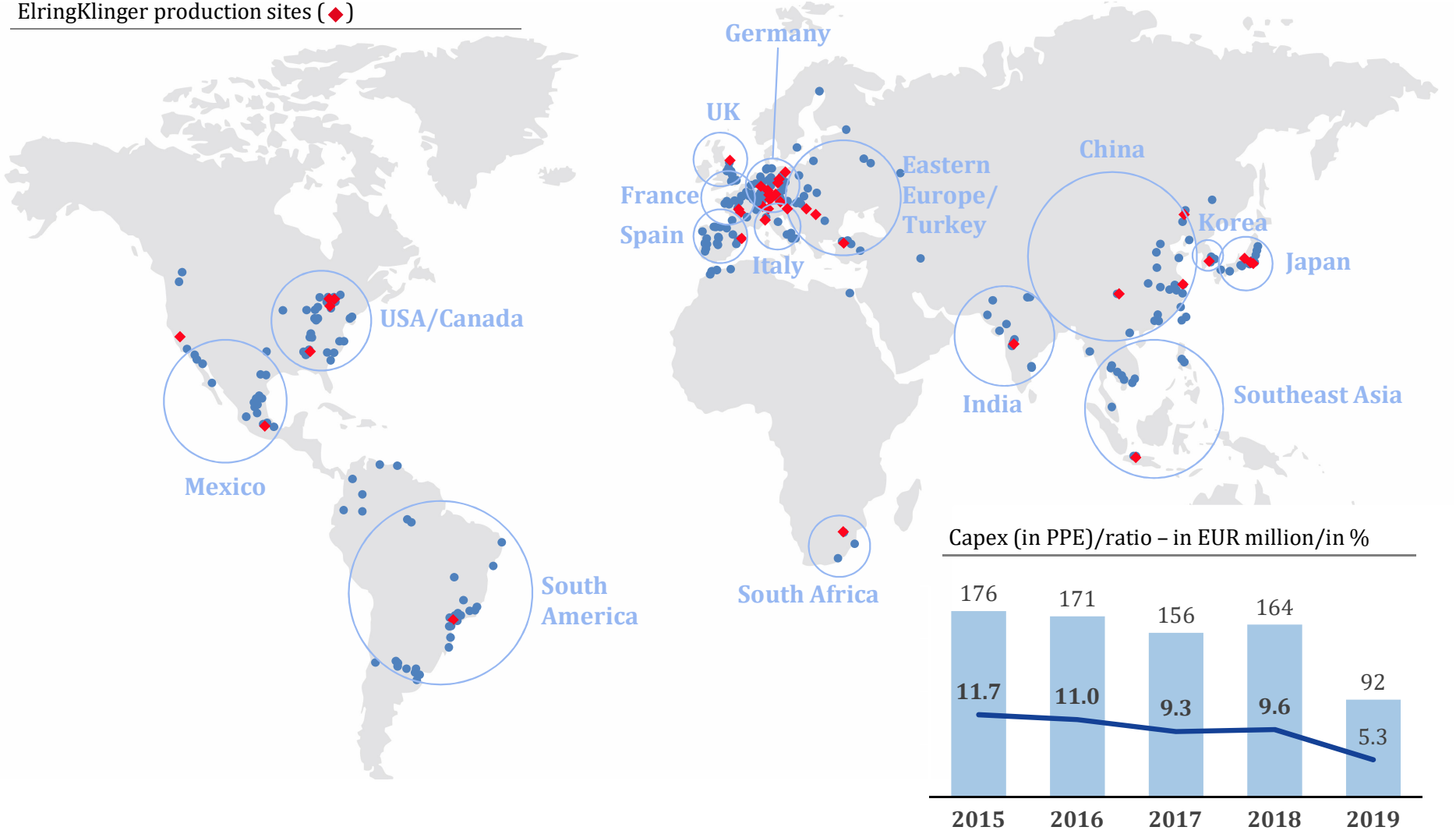
# ElringKlinger provides a transformed portfolio



Group

# ElringKlinger represented in all important auto regions

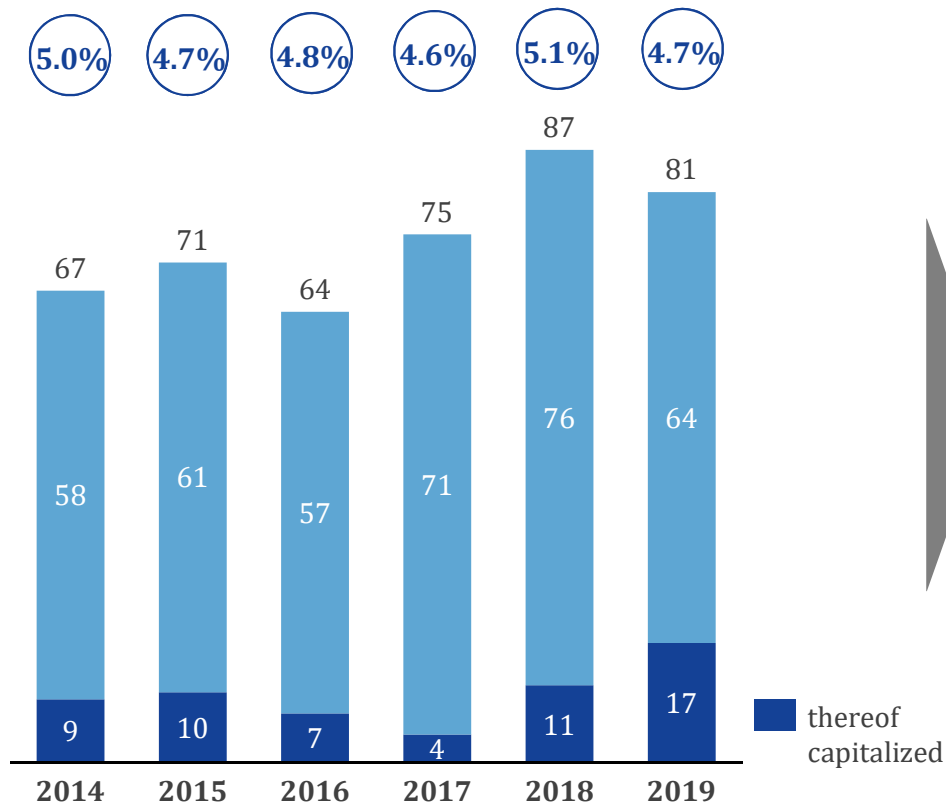
Production locations of global top 15 OEMs (●)  
ElringKlinger production sites (◆)



Group

## Focused R&D activities

R&D – in EUR million  
R&D ratio – in % of total sales



- **Integration of tools implies a technological lead position** in the development of ideas
- **Main focus:** lightweight components, e-mobility
- 611 R&D employees at sites of parent company
- 80 new international patents in 2018
- **Target R&D ratio** (incl. capitalization): 5 – 6% of total sales, capitalization rate ~20%

# Group Senior management



**Theo Becker, CTO**  
(since 1994)

**Central units**  
Purchasing  
Tooling Technology  
Real Estate & Facility Mgmt.

**Business units**  
E-Mobility  
Fuel Cell technology  
Drive train

**Dr. Stefan Wolf, CEO**  
(since 2005)

**Central units**  
Legal & Compliance  
HR  
Strategic Communications  
Marketing & Communications  
Business Development  
OE Sales

**Business units**  
Aftermarket

**Group entities**

**Thomas Jessulat, CFO**  
(since 2016)

**Central units**  
Finance/Controlling  
Strategic IT  
Operational IT  
Logistics

**Business units**  
Industrial parks

**Reiner Drews, COO**  
(since 2018)

**Central units**  
Production Mgmt.  
Quality & Environmental  
Mgmt.

**Business units**  
Cylinder-head Gaskets  
Specialty Gaskets  
Lightweight/ Elastomer  
Technology  
Shielding Technology

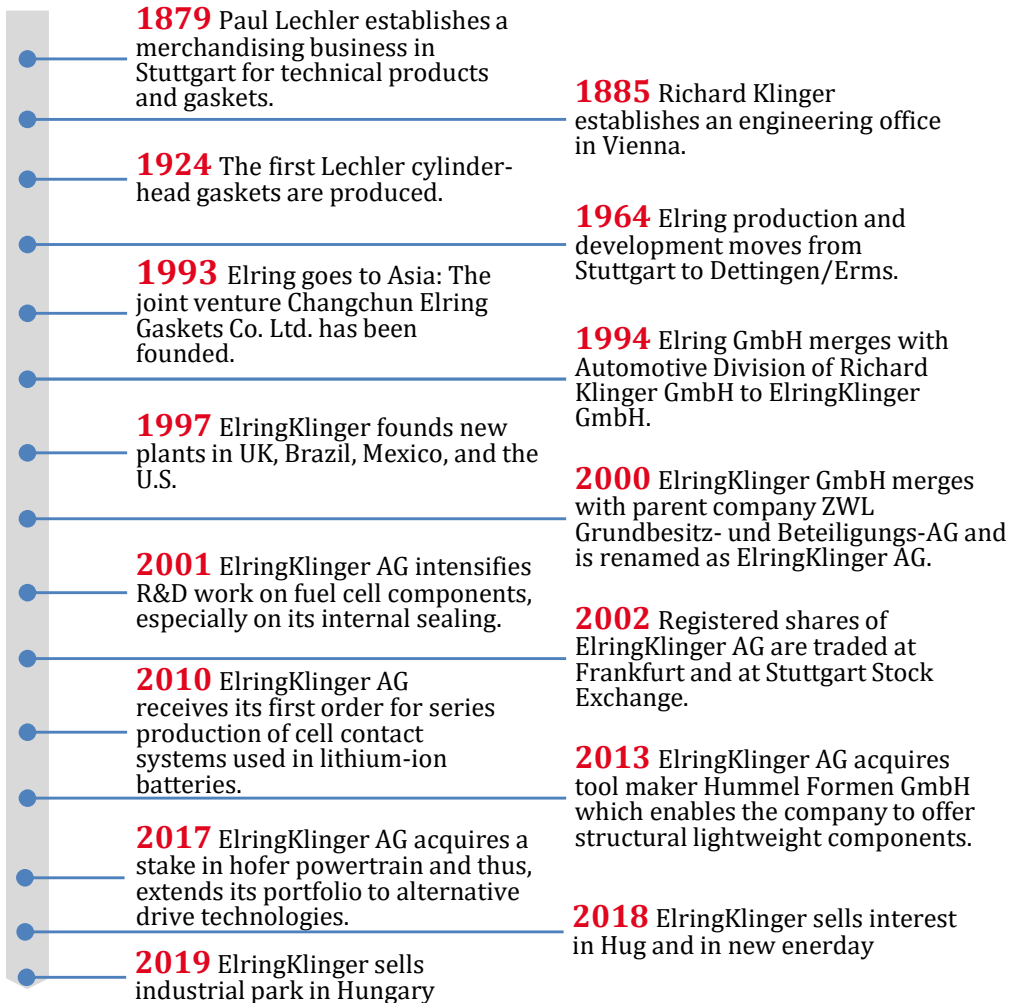
**Domestic plants**  
in the OE segment

Status: Dec. 31, 2019

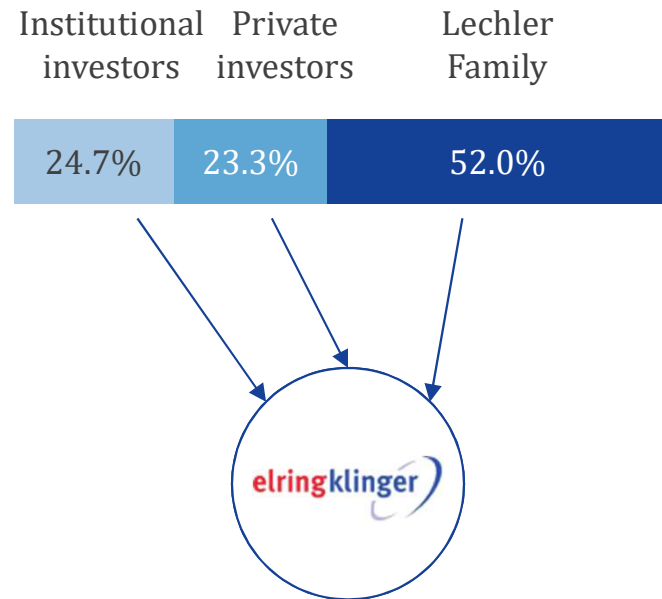
## Group

# More than 140 years of experience and solid shareholder structure

### History of ElringKlinger in very brief



### Shareholder structure as at December 31, 2019





# IR calendar and contact

<b>Date</b>	<b>Event</b>
May 7, 2020	Q1 2020
July 7, 2020	Annual General Meeting
August 11, 2020	Q2 2020
November 10, 2020	Q3 2020



From left to right:  
Heiderose Mall, Christoph Staib, Kathrin Graf, Sabrina Haufler, Dr. Jens Winter

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# Disclaimer

## Forward-looking statements and predictions

This presentation contains statements about the future. These statements are based on current expectations, market evaluations and predictions by the Management Board, and on information that is currently available to them. The statements about the future should not be interpreted as guarantees of the future developments and results that they refer to. Whilst the Management Board is convinced that the statements that have been made, and the convictions and expectations on which they are based, are realistic, they rely on suppositions that may conceivably prove to be incorrect; future results and developments are dependent on a multitude of factors, they involve various risks and imponderabilities that can affect whether the ongoing development deviates from the expectations that have been expressed. These factors include, for example, changes to the general economic and business situation, variations of exchange rates and interest rates, poor acceptance of new products and services, and changes to business strategy.