

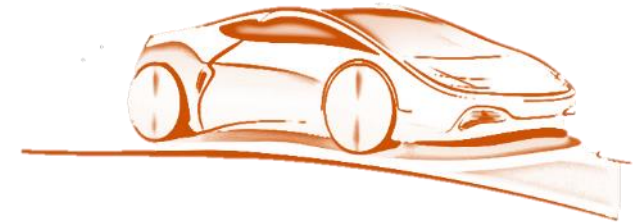
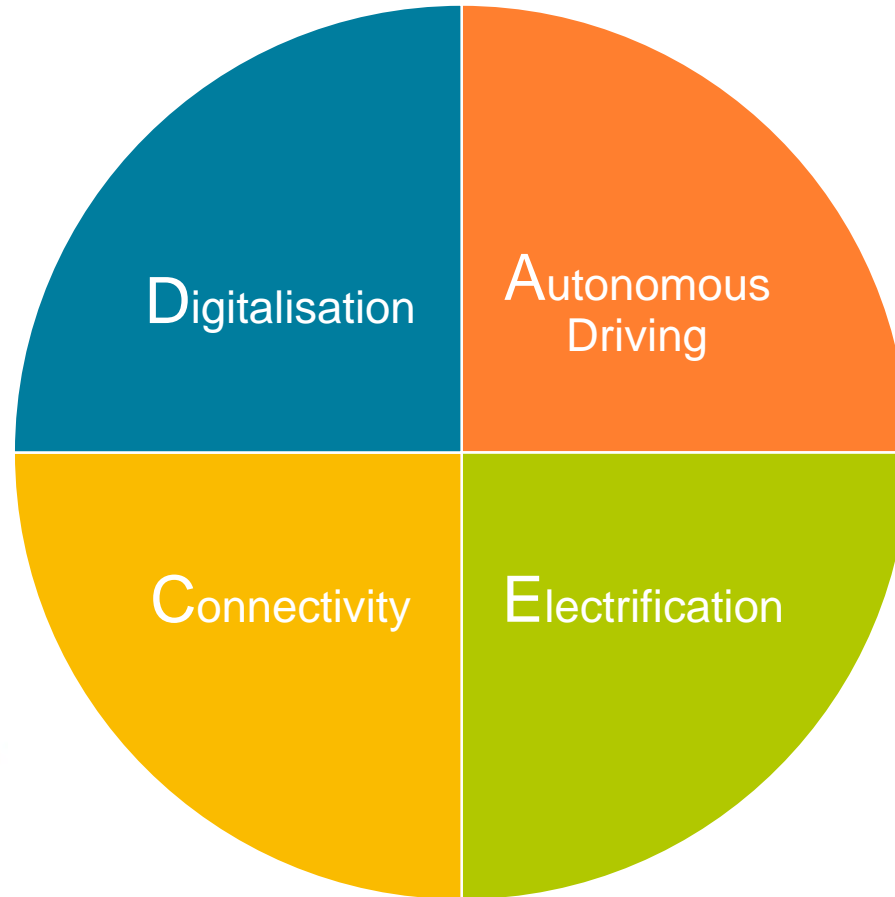
A modern, multi-story building with a prominent glass facade is shown under a clear blue sky. In the foreground, a wireframe model of a car is rendered in a light blue color, appearing to be on a dark, textured surface. The overall scene is bright and professional.

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Welcome to the Capital Market Day 2018
Bertrandt AG

Ehningen, 14.06.2018, Dietmar Bichler

4 Megatrends determine current and future areas of focus in mobility industry



Rising R&D expenditures

**Porsche investiert in Startup Home-iX:
Vernetzung vom eigenen Zuhause und
dem Fahrzeug**

COMMERZBANK-VDMA-BRANCHENBERICHT

**High-Tech lässt deutschen
Maschinenbau boomen**

BMW

**Autobauer will mehr Geld für
Forschung ausgeben**

Umsatz mit Industrie 4.0 steigt weiter

**Audi spart 10 Milliarden Euro - und
steckt sie in die Entwicklung von
Elektromotoren**

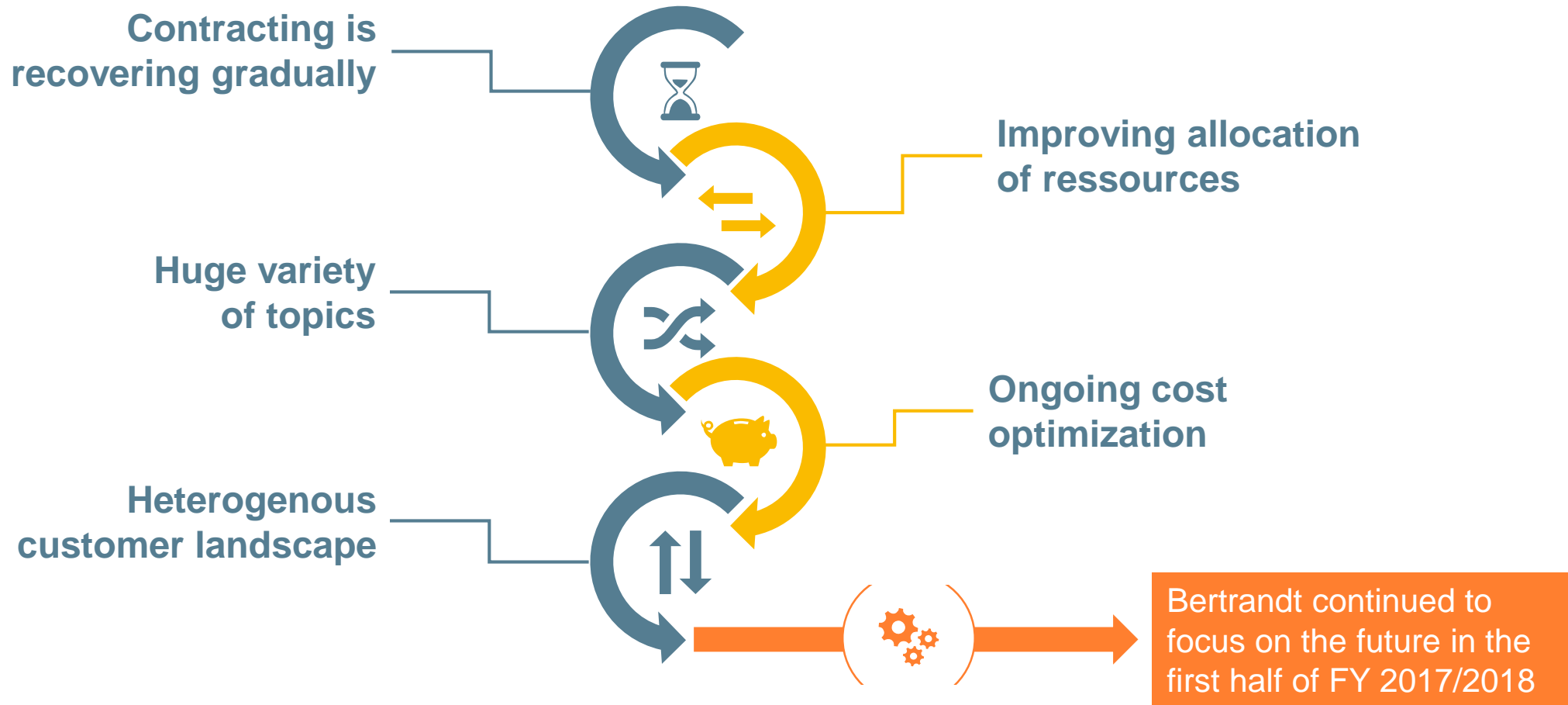
**VW investiert 20 Milliarden
Euro für 80 neue E-Modelle**

Renault gründet Stromnetz-Tochter

Ford und General Motors investieren Milliarden in die Zukunft der Mobilität
und in das autonome Fahren.

**PSA heißt Start-ups willkommen:
Das "Business Lab" sucht die besten Ideen**

General conditions in the first half of FY 2017/2018



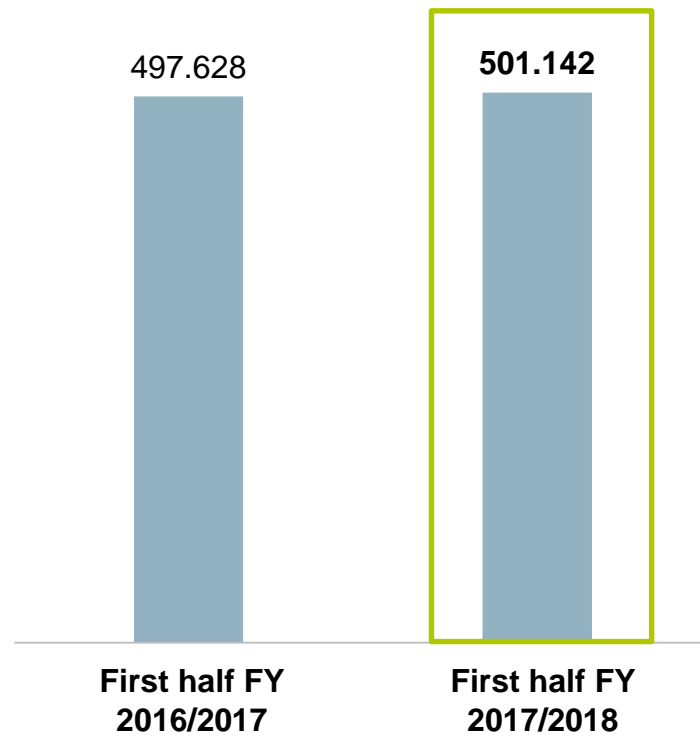


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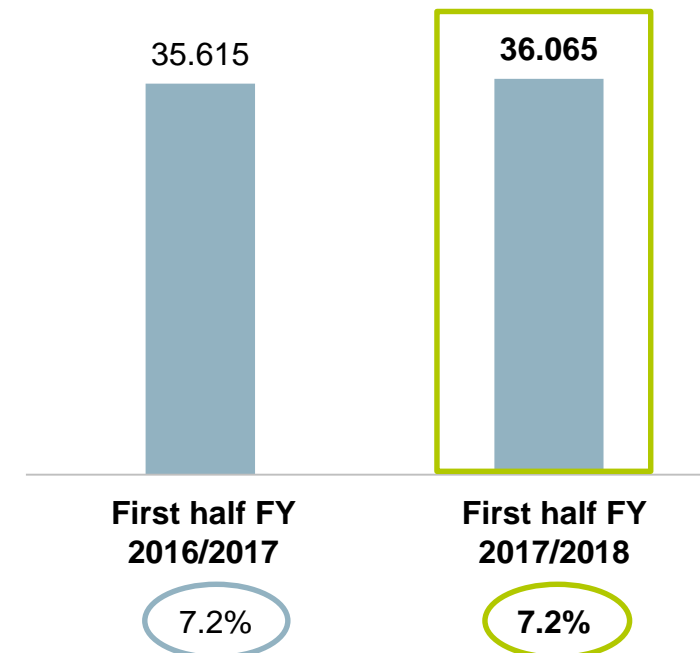
■ FIRST HALF FY 2017/2018

Total revenues and EBIT

Total revenues*
(EUR million)



EBIT*
(EUR million)



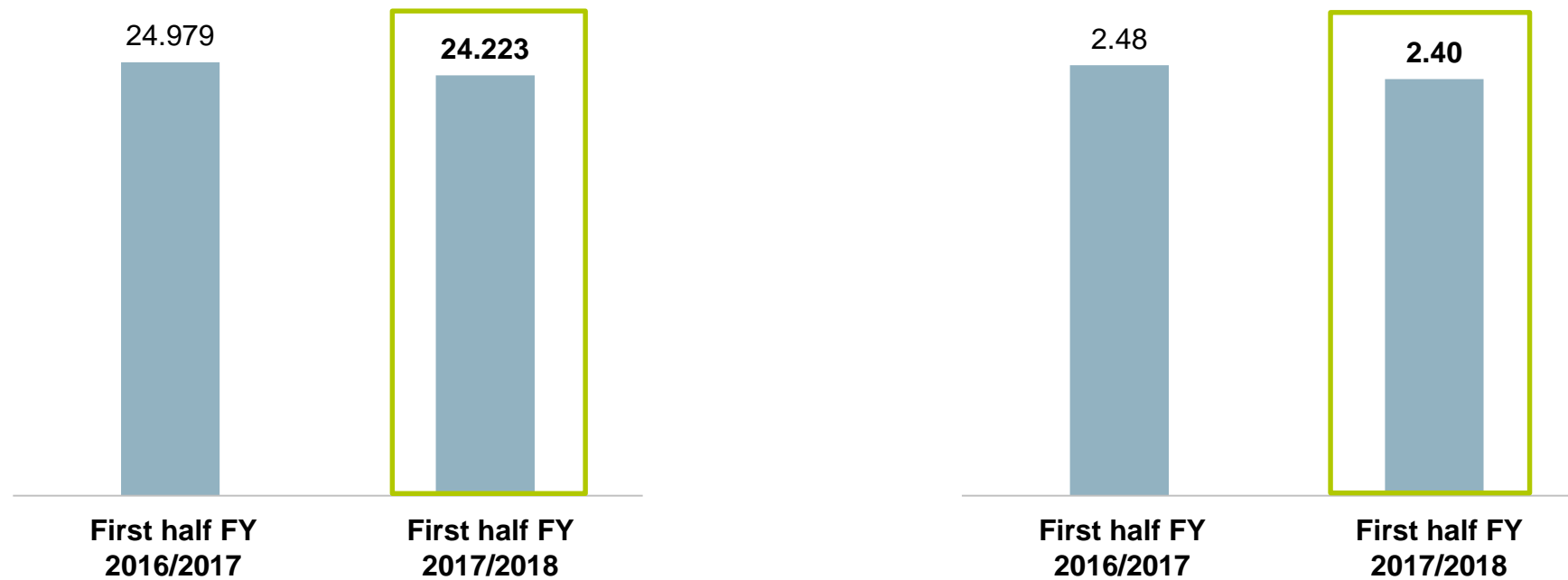
Margin

*Numbers refer to the Group

Earnings after income tax and EPS

Earnings after income tax *
(EUR million)

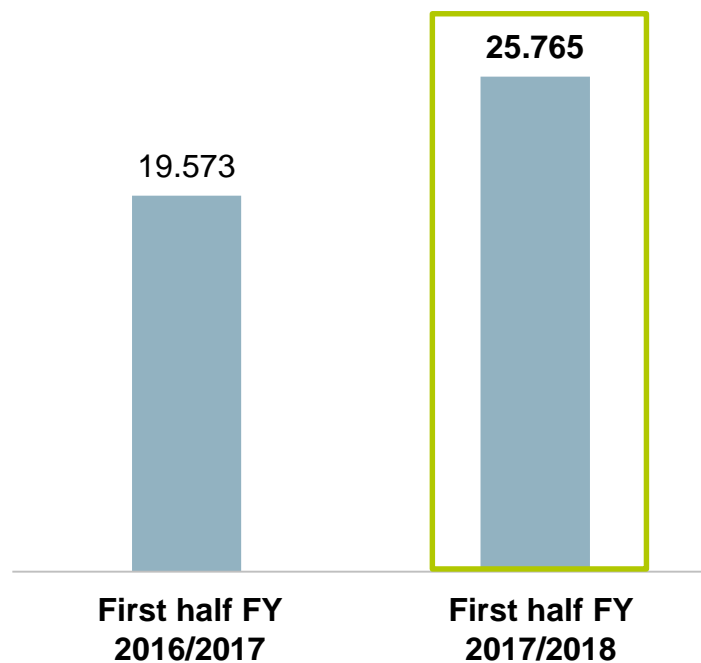
EPS*
(EUR)



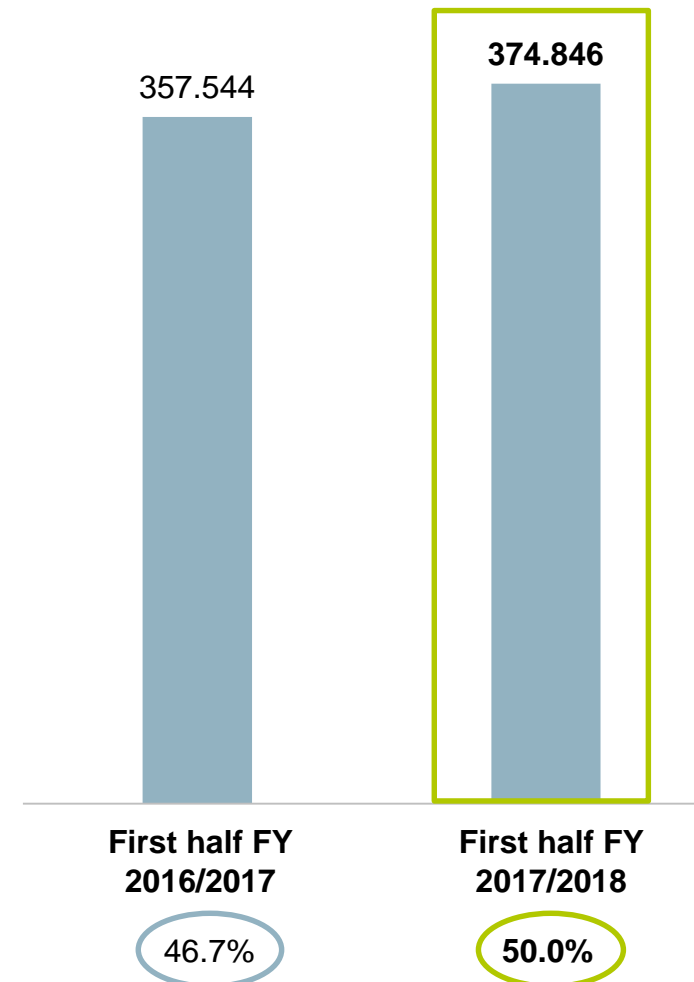
*Numbers refer to the Group

Capex and equity

Capex*
(EUR million)



Equity*
(EUR million)

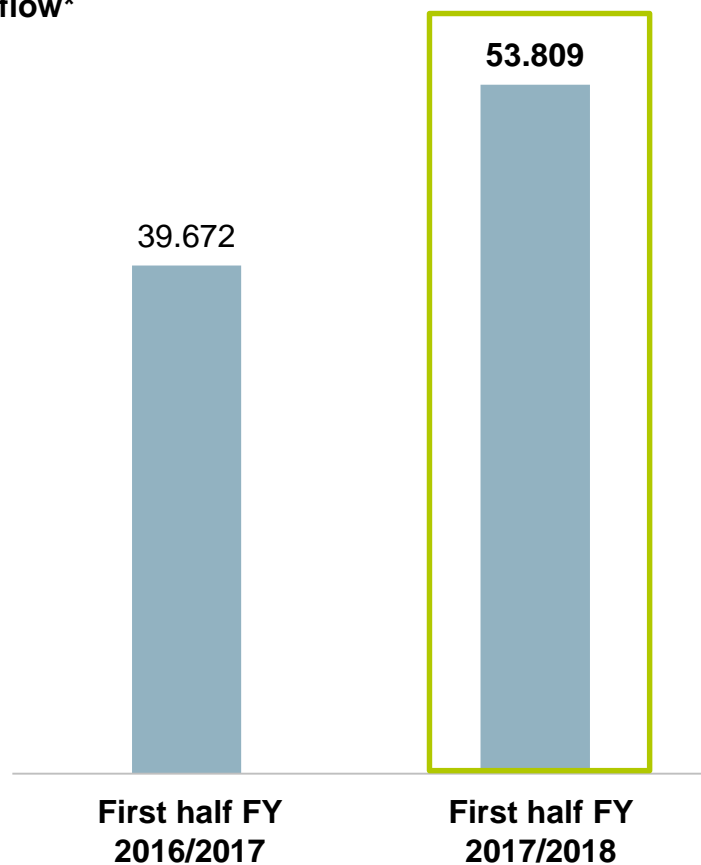


Ratio

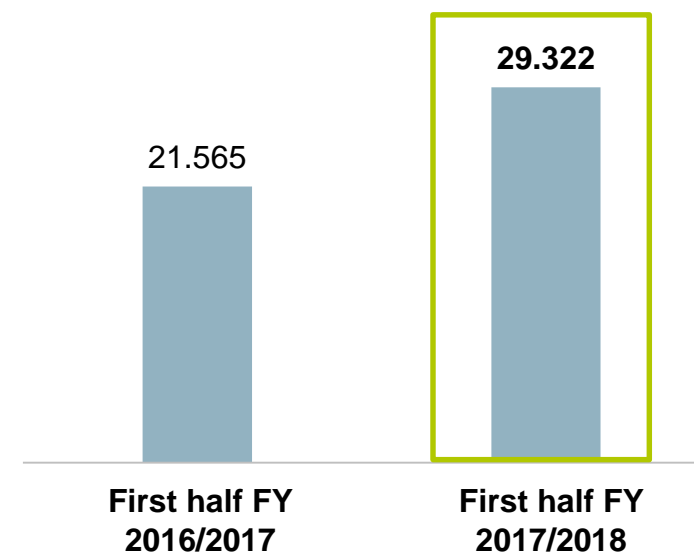
*Numbers refer to the Group

Operating cash flow and free cash flow

Operating cash flow* (EUR million)



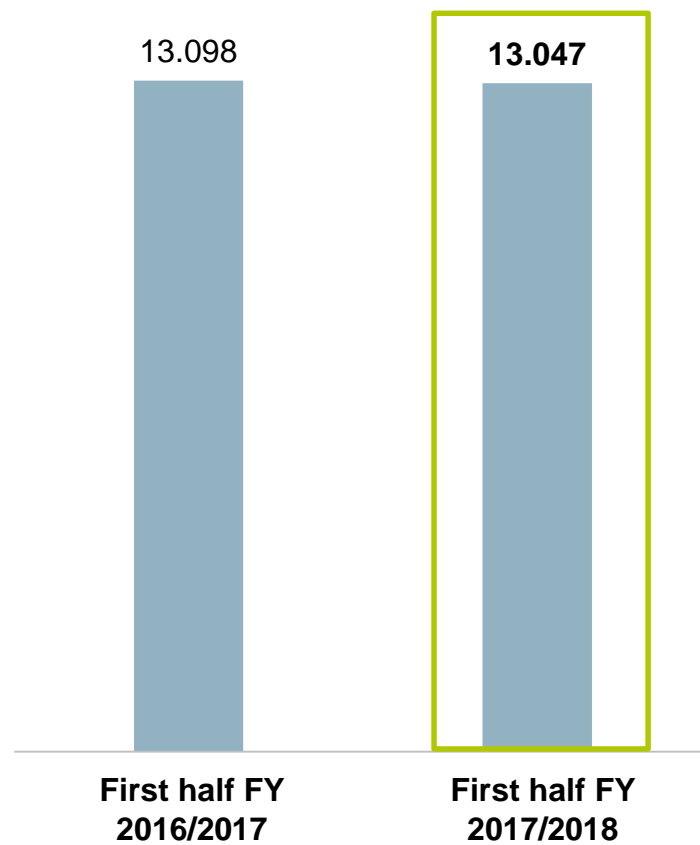
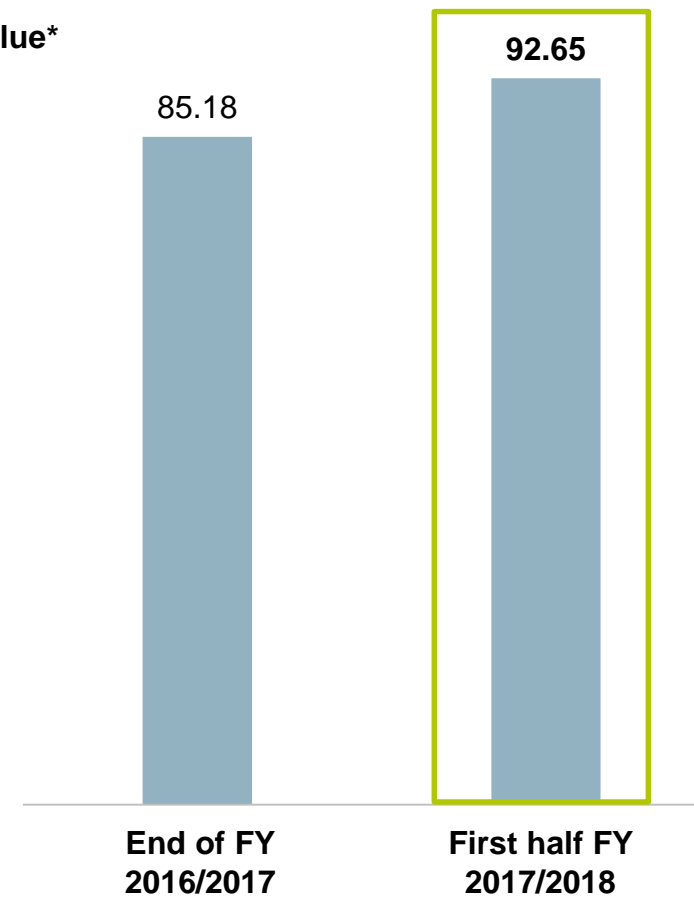
Free cashflow* (EUR million)



*Numbers refer to the Group

Staff and share value

Staff*

Share value*
(EUR)

*Numbers refer to the Group



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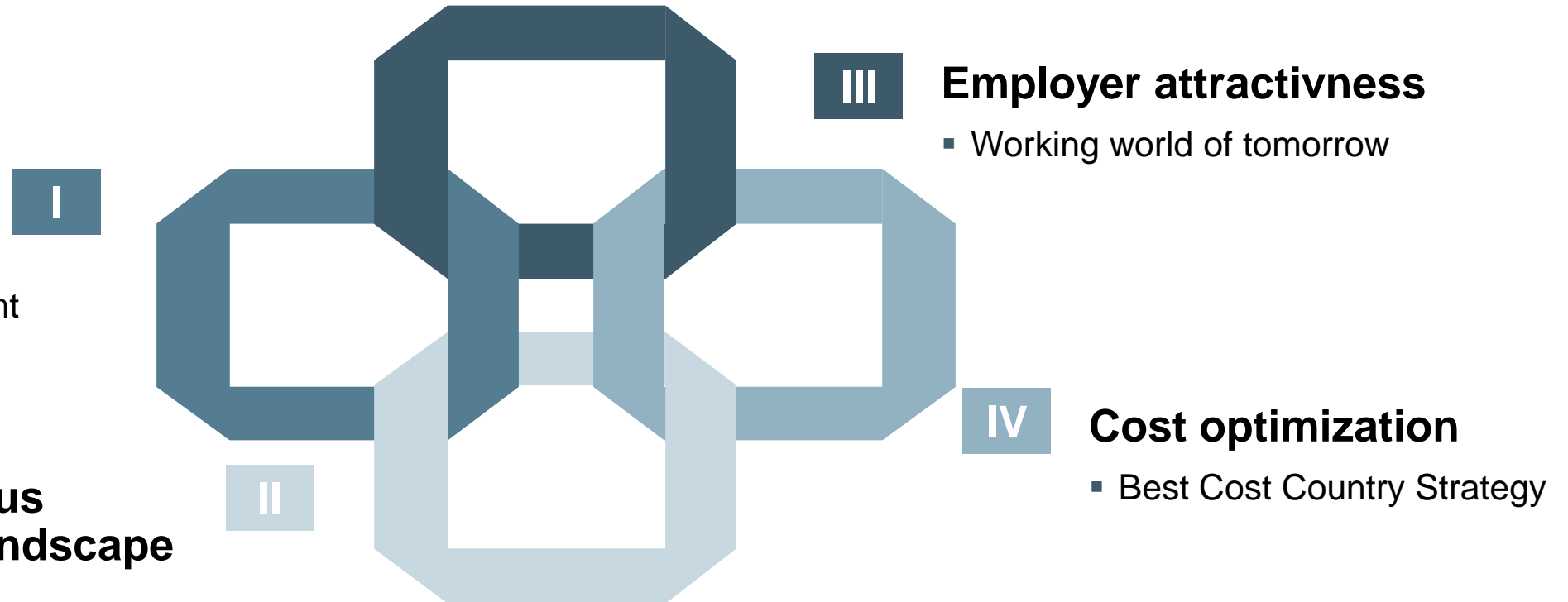
Scope for action at Bertrandt

Technological diversity

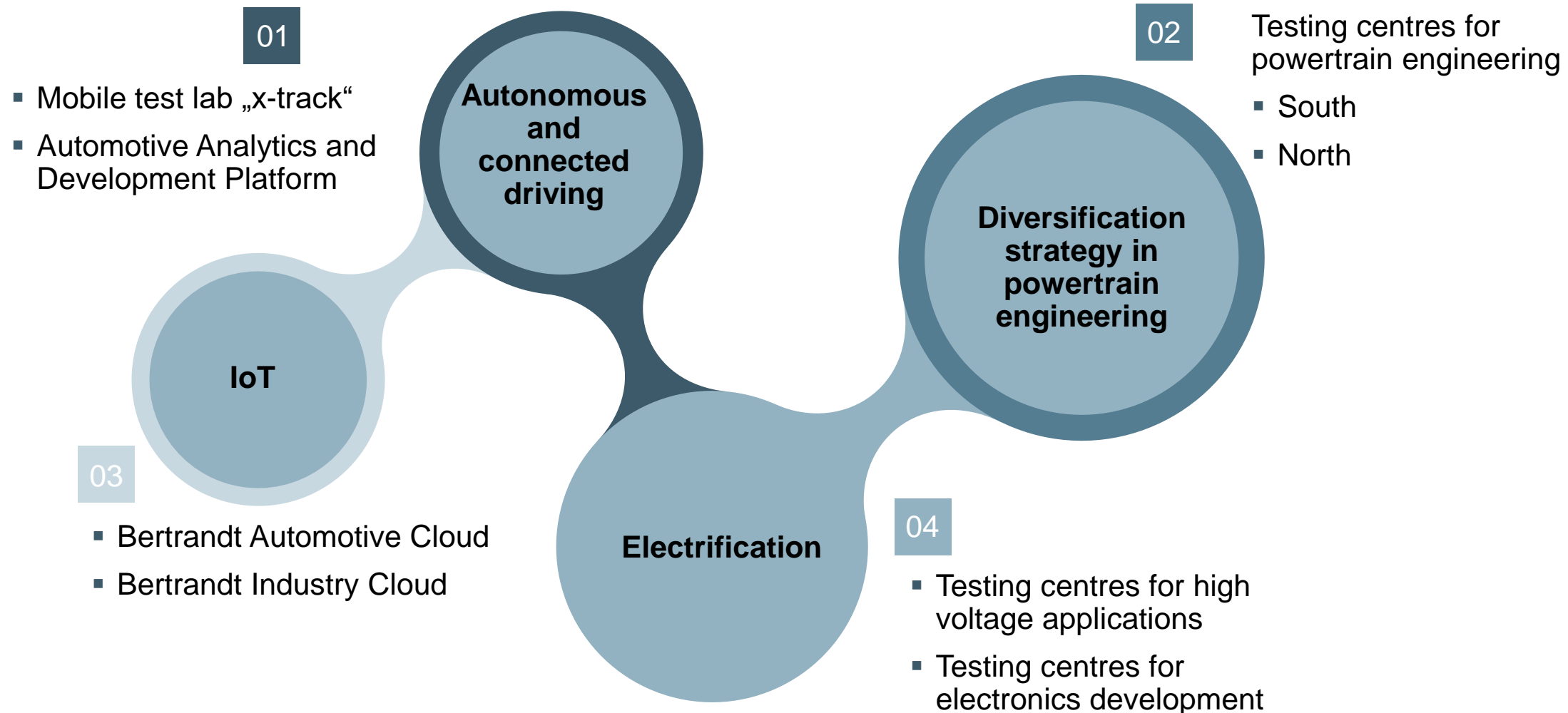
- Competence development
- Cooperations

Heterogenous customer landscape

- OEM
- System Suppliers
- Non-automotive



Technological diversity – Client-orientated buildup of expertise at Bertrandt



Technological diversity – e.g. testing centre for high voltage applications for battery testing under different climate conditions in Ehningen



Technological diversity – broadening the range of services throughout cooperations



BERTRANDT AND MICROSOFT DEUTSCHLAND are working together on cloud computing solutions. This can, for example, make driving even more comfortable and safer in the future.

THE AUTOMOTIVE ANALYTICS AND DEVELOPMENT PLATFORM

uses sensors to record vehicle data, for example, which are stored and evaluated in the Microsoft Azure Cloud. This solution recognises queues and speed limits and localises road damage and potholes. Approaching vehicles will then be able to adjust their speed and chassis tuning automatically as required.

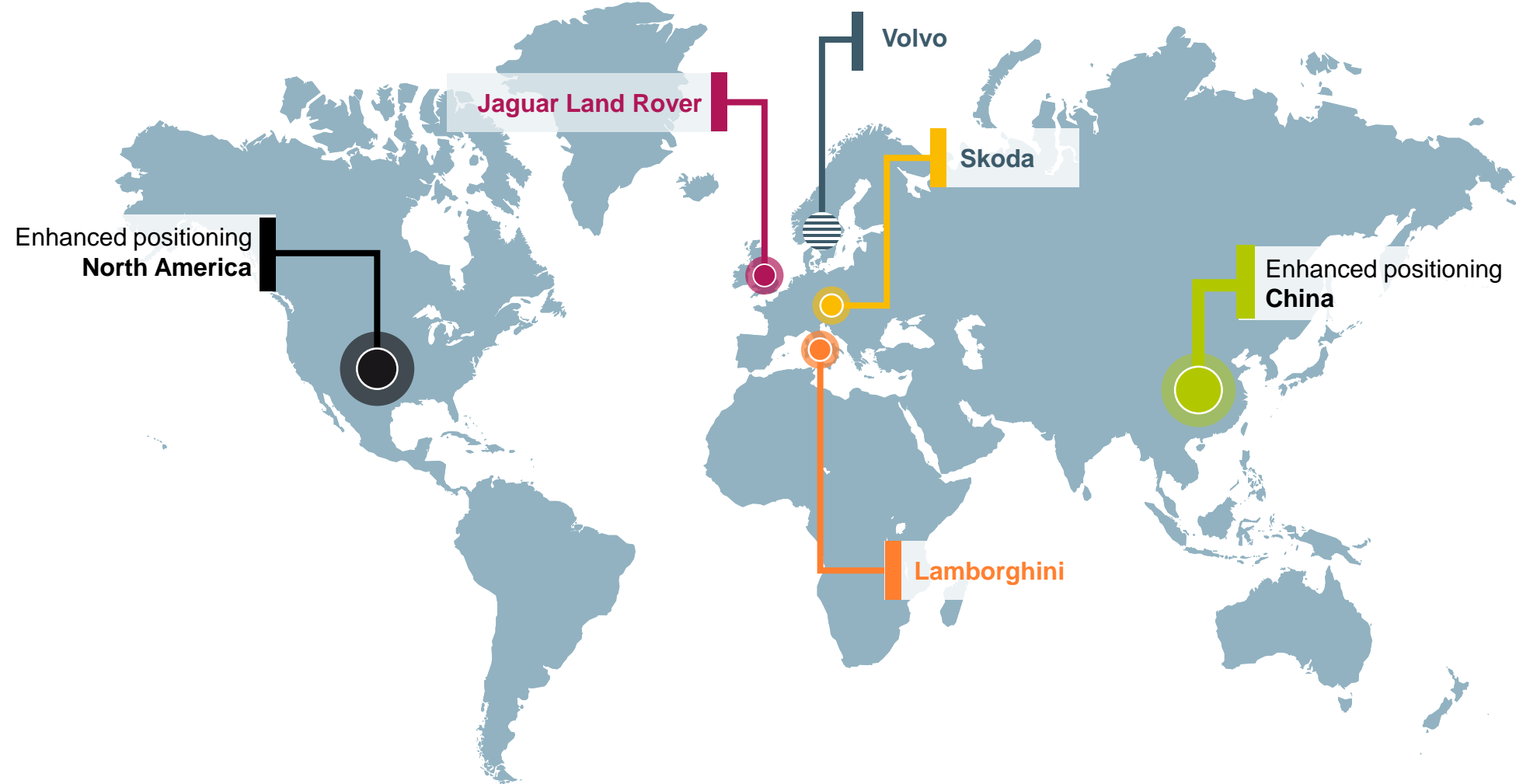


IN THE FIELD OF LIGHT-WEIGHT DESIGN an important role is played by carbon fibre reinforced plastics. Bertrandt and the SGL Group have pooled their complementary know-how to demonstrate the performance of this materials group. The two companies have cooperated closely on the development of the

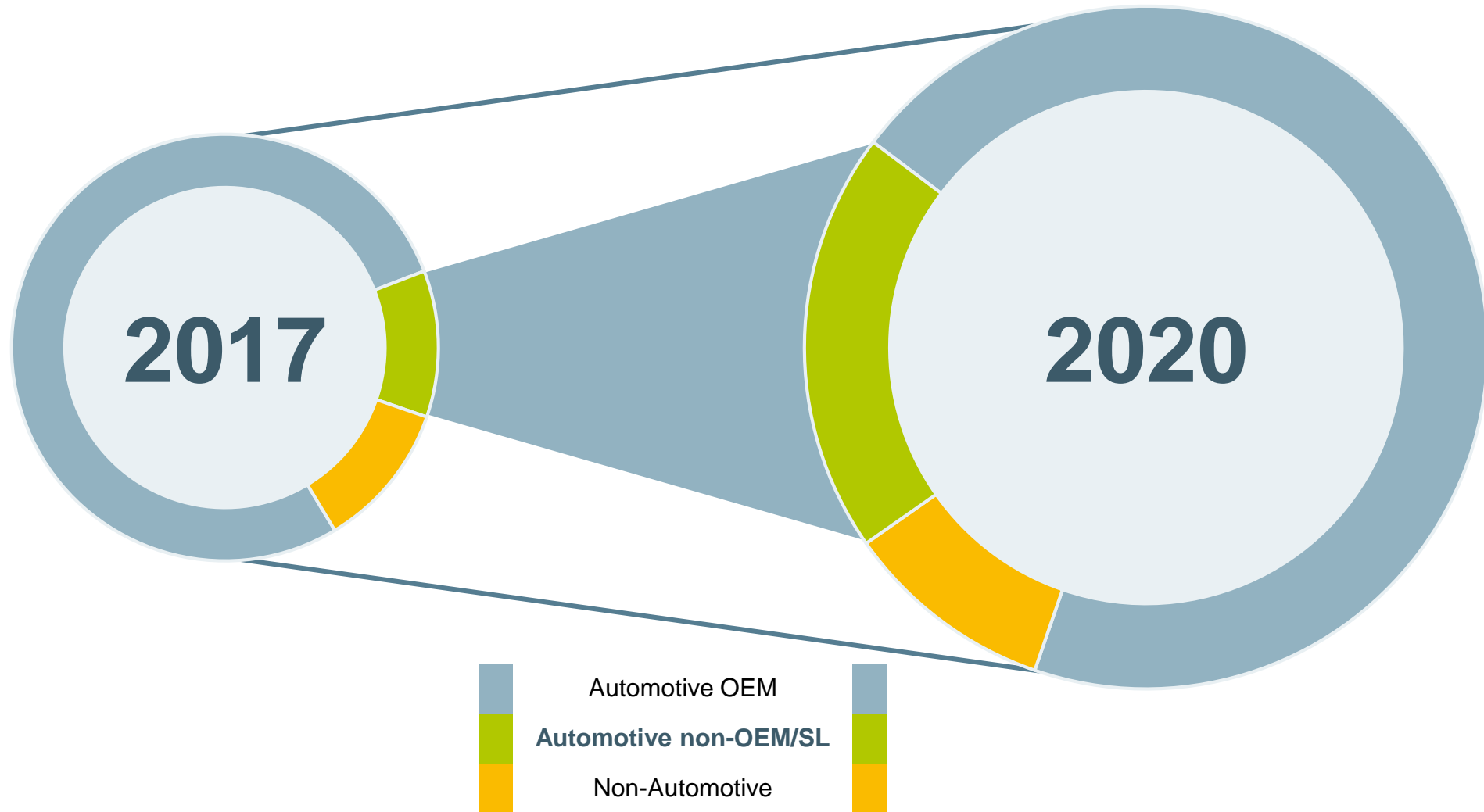
“CARBON CARRIER”

technology, a novel integrated concept for innovative interior structures based on composites. The mass production-capable „Carbon Carrier“ brings together fibre composite-based light weight design with functional integration and is an example of the modern mix of materials used in automobiles.

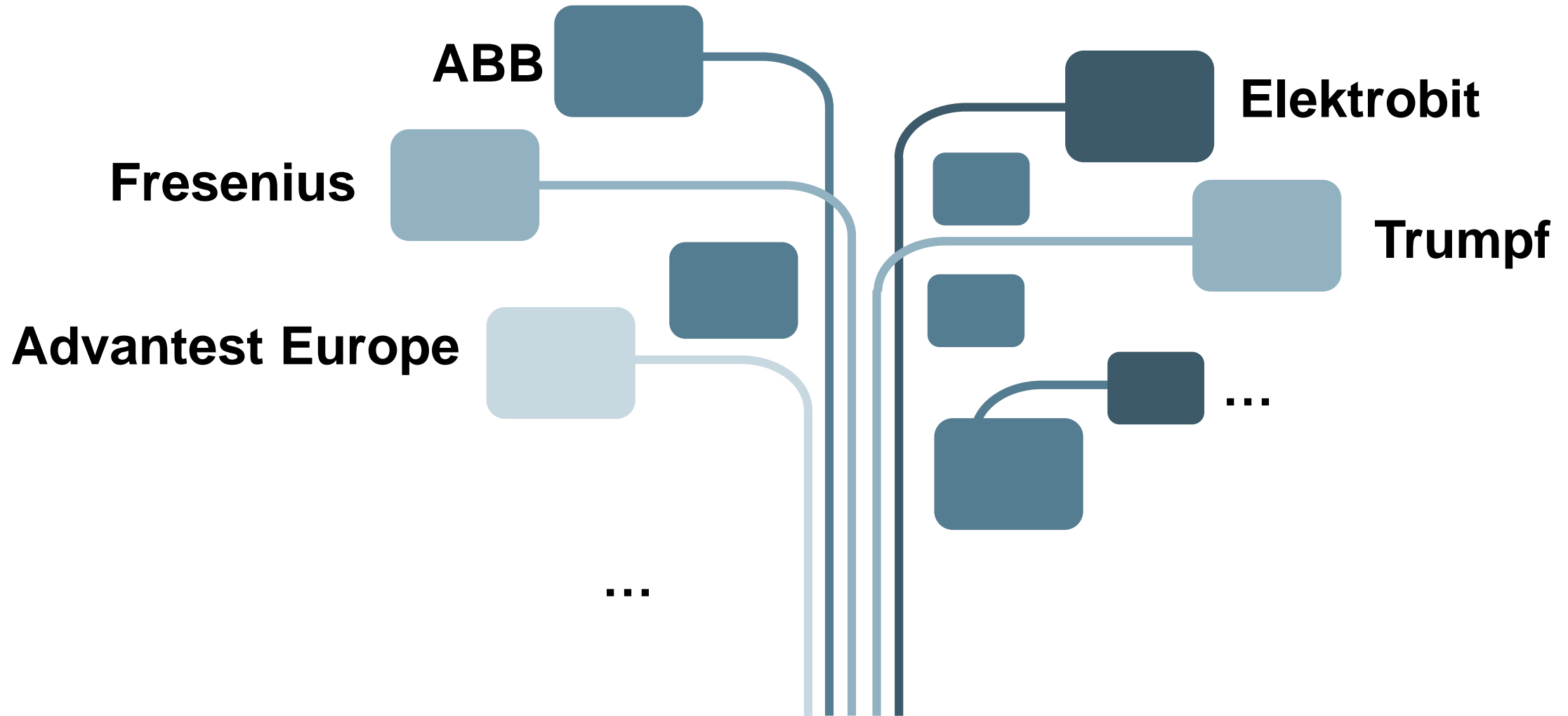
Heterogenous customer landscape – further potentials in the OEM segment



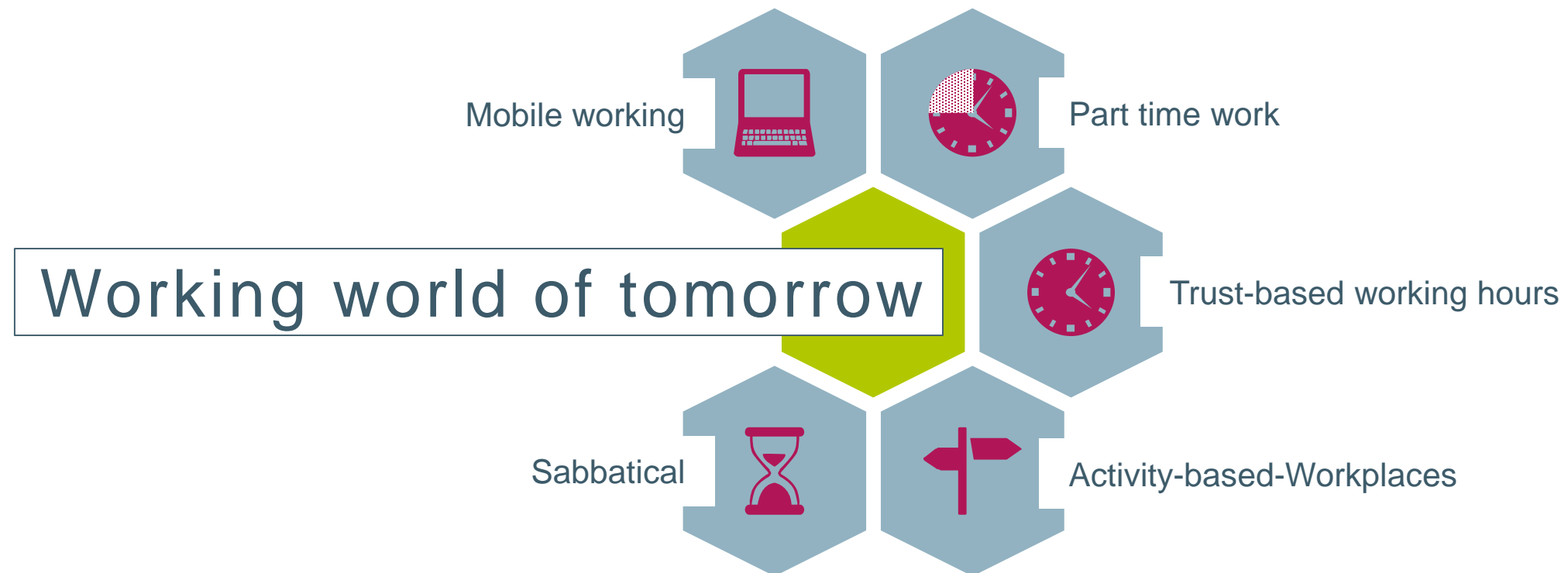
Heterogenous customer landscape – Increasing proportion of sales coming from system suppliers



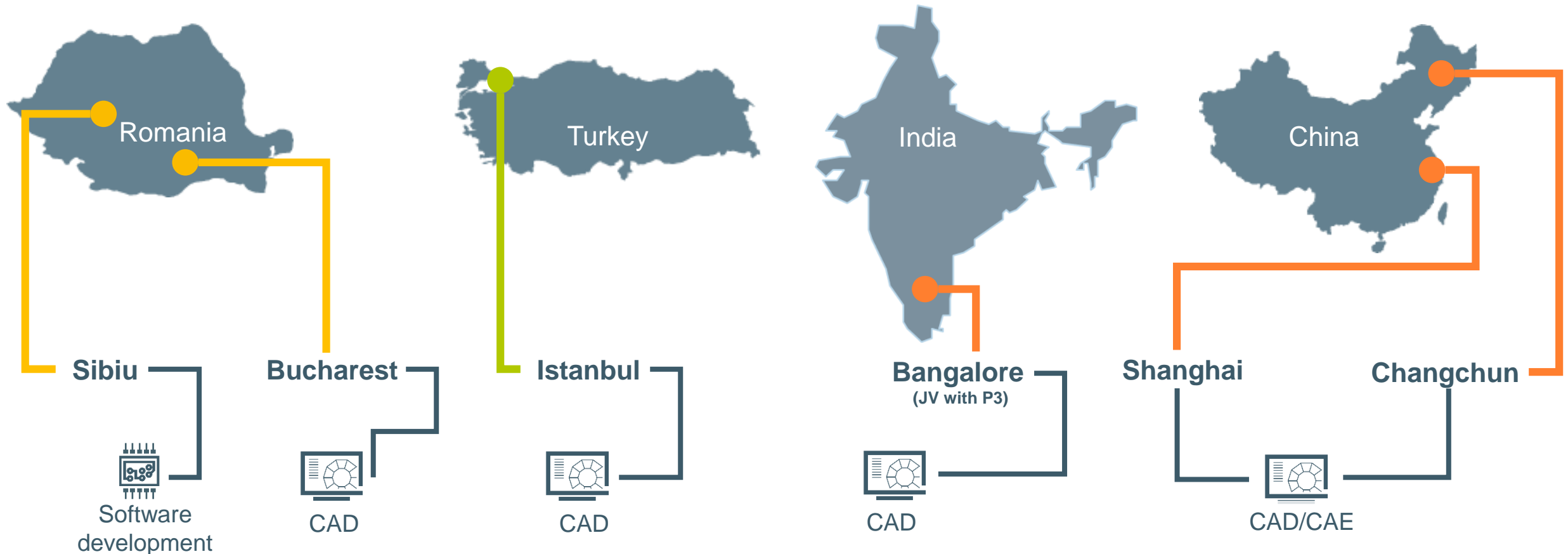
Heterogenous customer landscape – Non-automotive framework agreements expanded (extract)



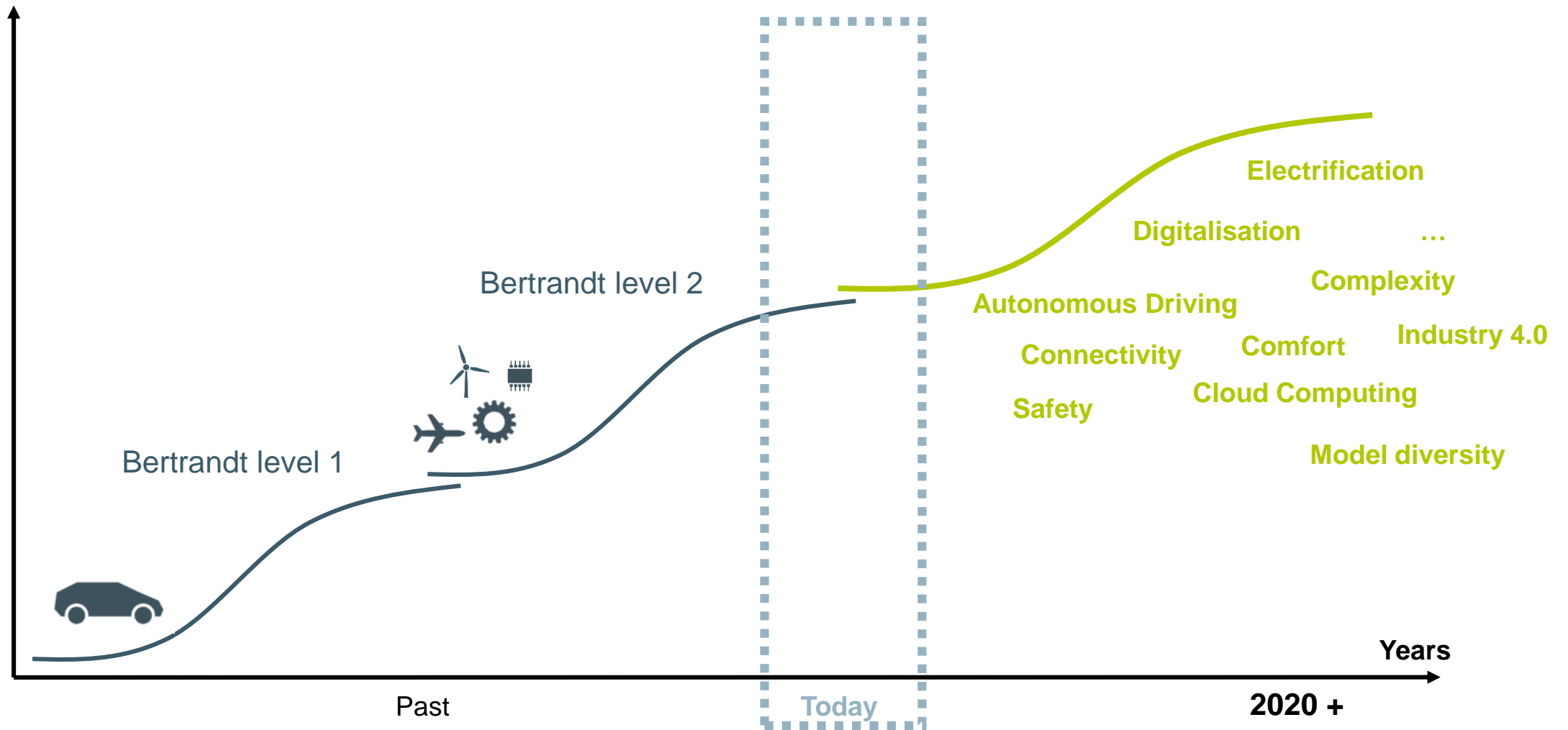
Employer attractiveness – Project „Working world of tomorrow “ at Bertrandt

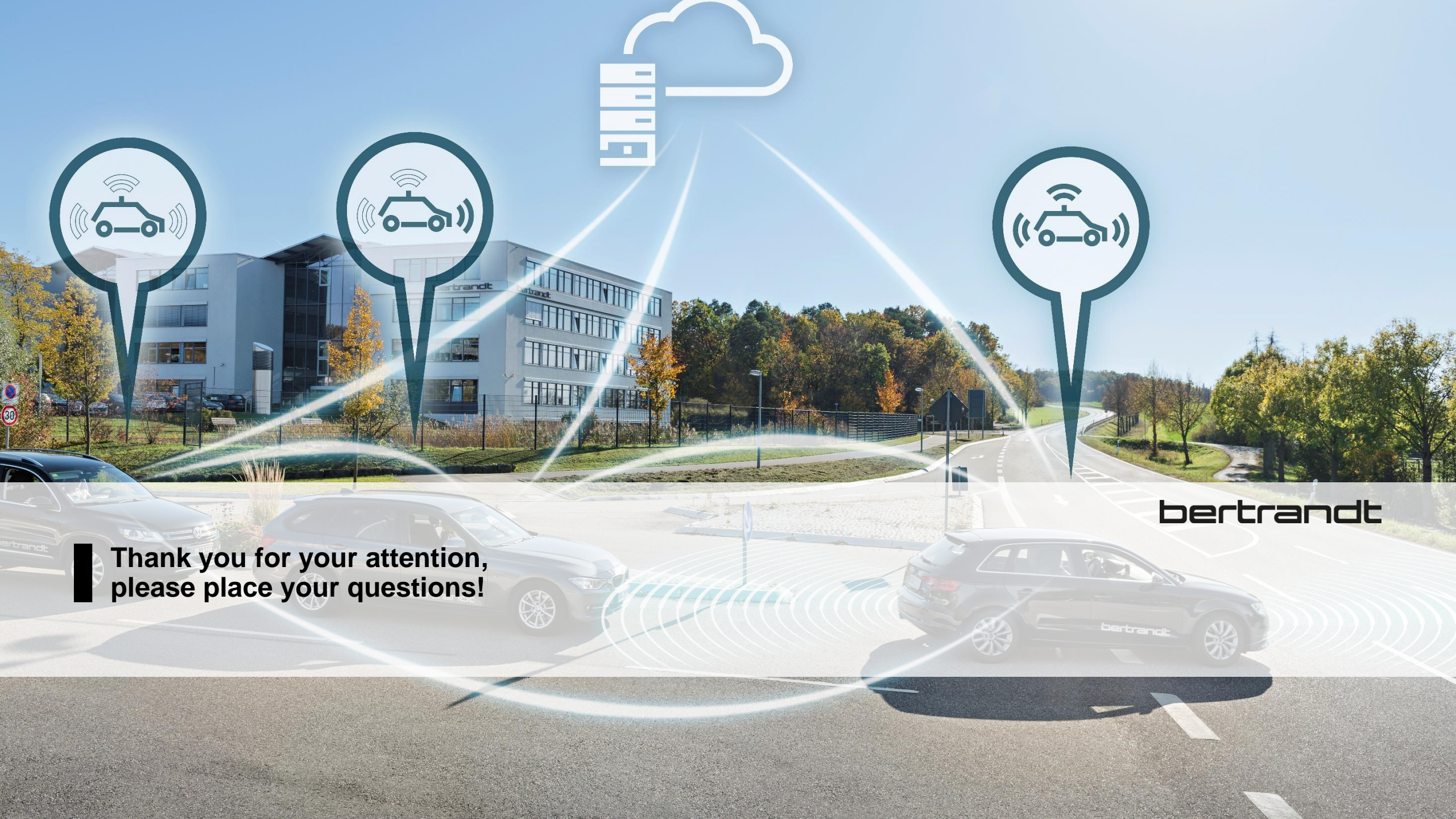


Cost optimization – expansion of resources in best cost countries



Summary – New technologies and sustainable management combined with established business model





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**Thank you for your attention,
please place your questions!**

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