



Conference Call Q3 2018

October 26, 2018



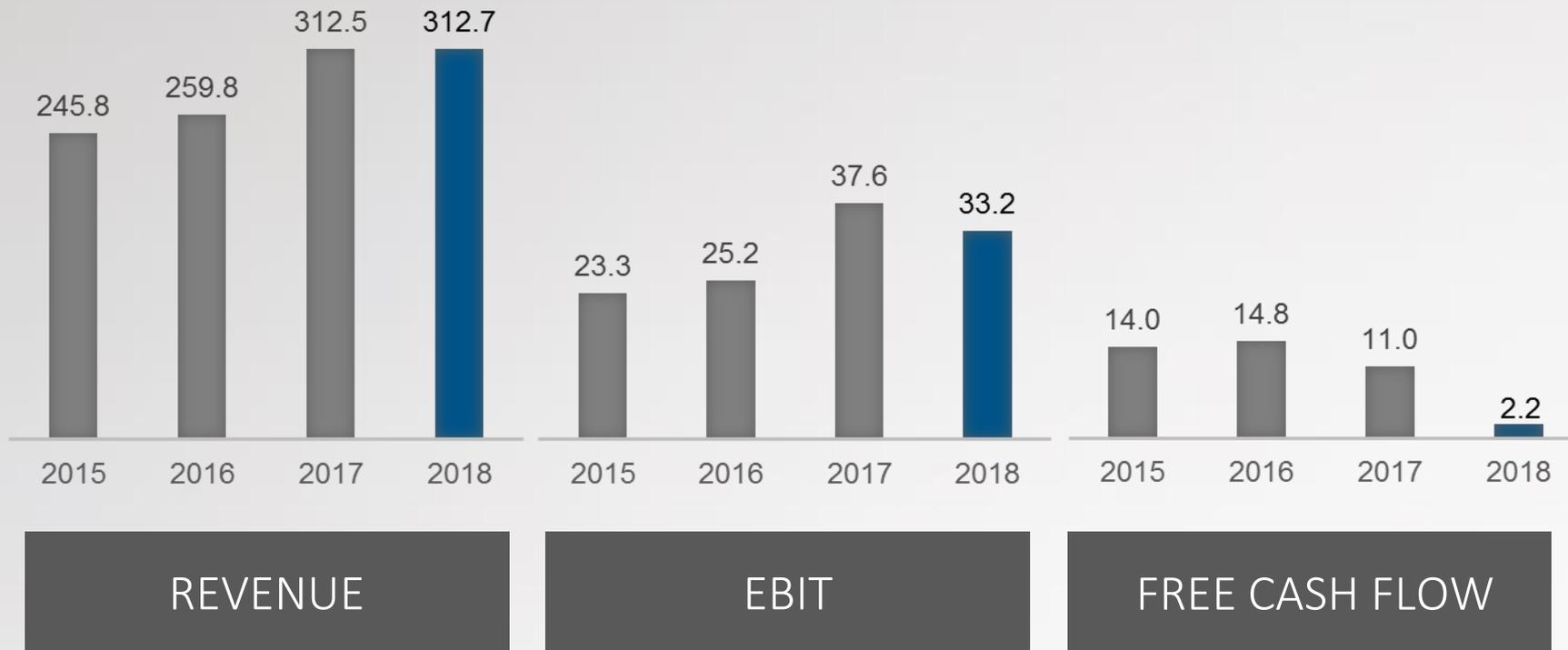
HIGHLIGHTS

- Automechanika fair in Frankfurt
- Re-Financing completed
- Order intake & order backlog on a double-digit level above prior year level



Q1-3 PERFORMANCE

in €m



Q1-3 RESULTS BY PRODUCTS

in €m

Rounding differences may occur

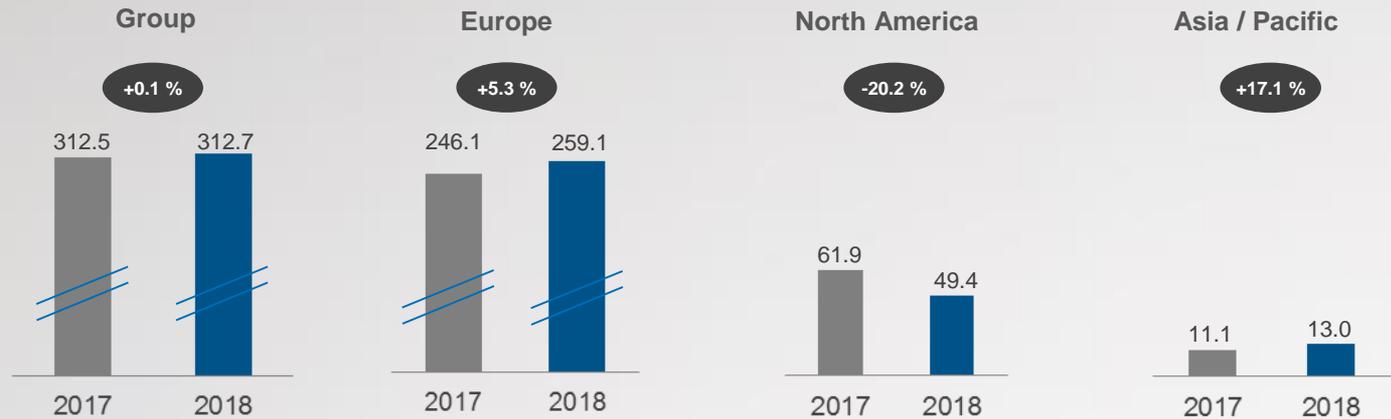
		Q1-3 2018	Q1-3 2017	Change abs.	in %
Equipment & Service		268.1	268.8	(0.7)	(0.3)
Chemicals		34.7	33.5	1.2	3.6
Operations business and others		10.0	10.2	(0.2)	(2.0)
Total		312.7	312.5	0.2	0.1



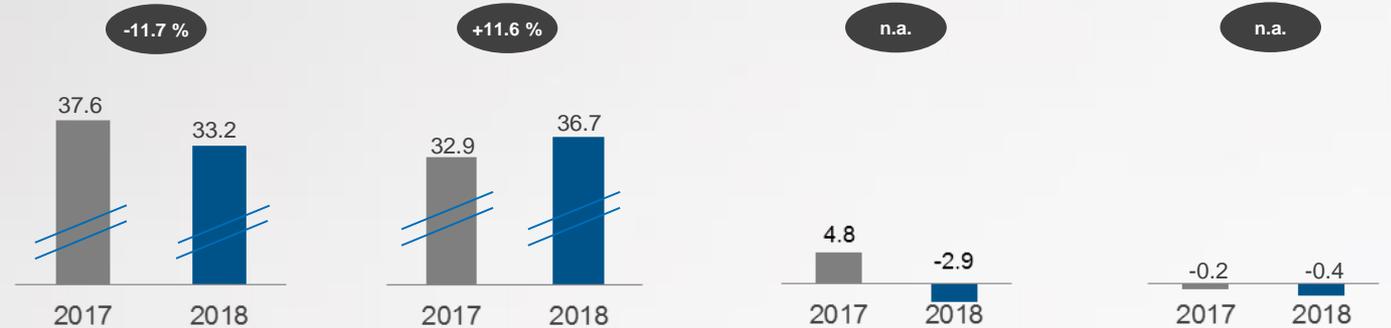
Q1-3 RESULTS BY REGIONS

in €m

REVENUE



EBIT



Rounding differences may occur, without consolidation effects.



PROFIT AND LOSS STATEMENT

in €m	Q1-3 2018	Q1-3 2017
Revenue	312.7	312.5
Gross Margin	180.8 [57.8%]	180.0 [57.6%]
Personnel expenses	102.3 [32.7%]	97.7 [31.3%]
Other operating expenses *	43.7 [14.0%]	42.7 [13.7%]
EBITDA	40.6	44.9
Depreciation	7.4	7.3
EBIT	33.2 [10.6%]	37.6 [12.0%]
Financial result	(0.6)	(0.4)
EBT	32.7	37.2
Tax expenses	11.3	11.0
Net income	21.3	26.2
EPS	1.59	1.96

* including taxes



SOLID BALANCE SHEET STRUCTURE

in €m	Sep 30, 2018	Dec 31, 2017
Balance Sheet Total	253.8	233.9
Goodwill	42.3	42.3
Equity	82.5	94.2
Net Financial Debt	40.2	7.1
Net Operating Working Capital	101.9	86.7
Cash Outflow from investing activities	3.7	7.7
Free Cash Flow	2.2	11.0
ROCE (in %)	26.1	32.3



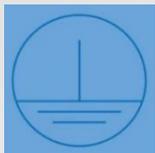
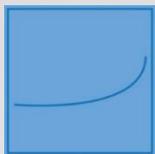
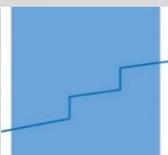
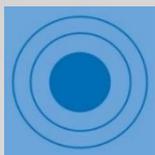
THE SHARE



Trade Volume (Xetra)			
	September		
Period	2018	2017	2016
pcs (Jan-Sep)	3,770,971	3,359,808	2,358,728
in T€	12,177.6	21,233.6	7,104.3
T€ per day in average	608.9	1,011.1	322.9

- Fidelity Investment Trust exceeding the 3% threshold
- Absolute record €83.30
- Equity Forum, Frankfurt November 26-27, 2018

OUTLOOK FY 2018



	Annual report 2017	Q1 2018	H1 2018	Q3 2018
Revenue	~ 3% growth	~ 3% growth	~ 3% growth	Up to 3% growth
EBIT	> 5%	> 5%	> 5%	Stable
FCF	Improved	Improved	Improved	Improved
Regions	<p>EU Slightly increase in revenue and substantial increase in earnings</p> <p>NA Revenue and earnings stable</p> <p>APAC Substantial increase in revenue and earnings</p>	<p>EU Slightly increase in revenue and substantial increase in earnings</p> <p>NA Revenue and earnings stable</p> <p>APAC Substantial increase in revenue and earnings</p>	<p>EU Substantial increase in revenue and earnings</p> <p>NA Revenue and earnings stable</p> <p>APAC Substantial increase in revenue and stable earnings</p>	<p>EU Substantial increase in revenue and earnings</p> <p>NA Slight decrease in revenue and significant decrease in earnings</p> <p>APAC Substantial increase in revenue and earnings balanced level</p>

FINANCIAL CALENDAR

October 26, 2018

Q3 Report

November 26-27, 2018

Equity Forum, Frankfurt

March 20, 2019

Publication of Annual Report

April 29, 2019

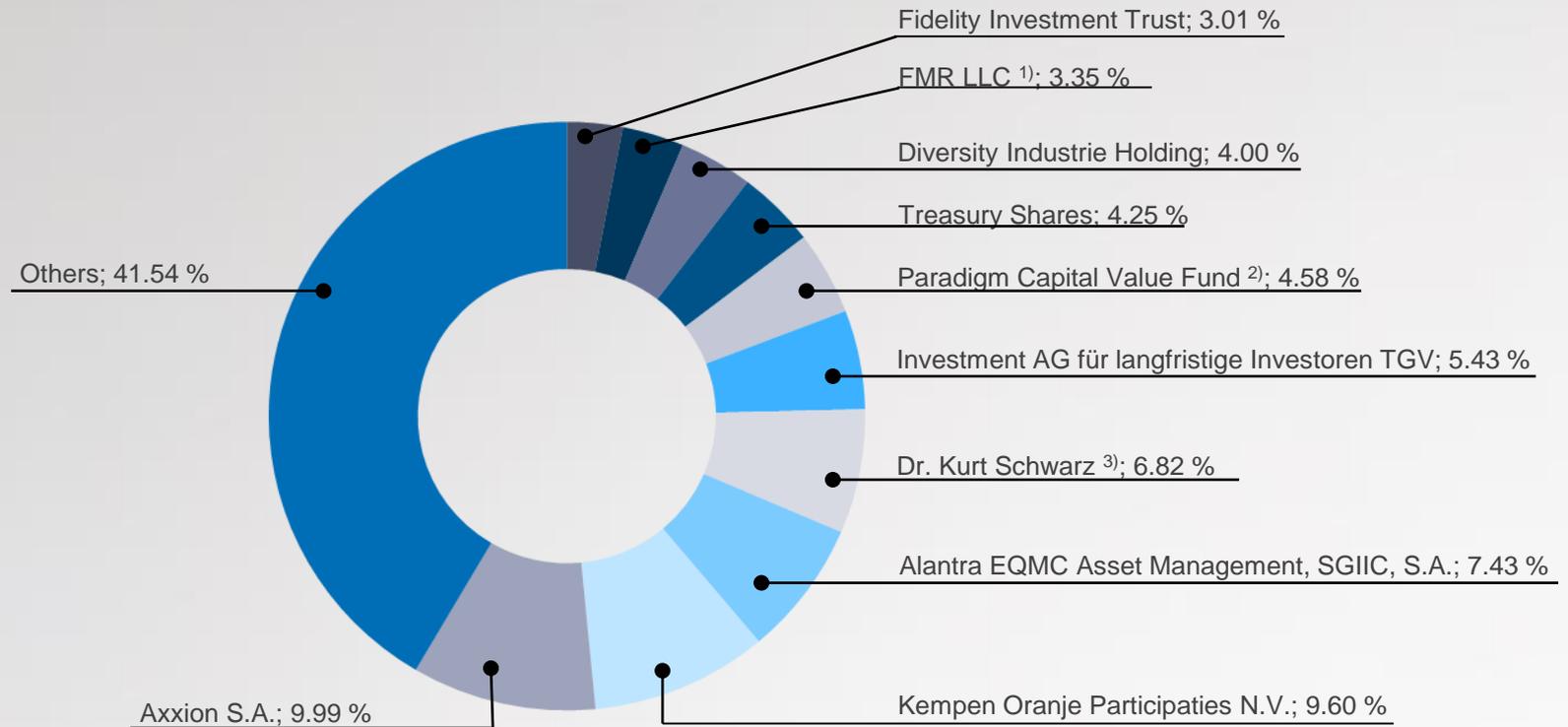
General Annual Meeting, Augsburg

April 29, 2019

Q1 Report



BACKUP: THE SHAREHOLDERS



Source: Notifications pursuant to WpHG

- 1) Fidelity Management & Research Company
- 2) Carne Global Fund Managers (Luxembourg) S.A.
- 3) Leifina GmbH & Co. KG et al.

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