

Q1 2018

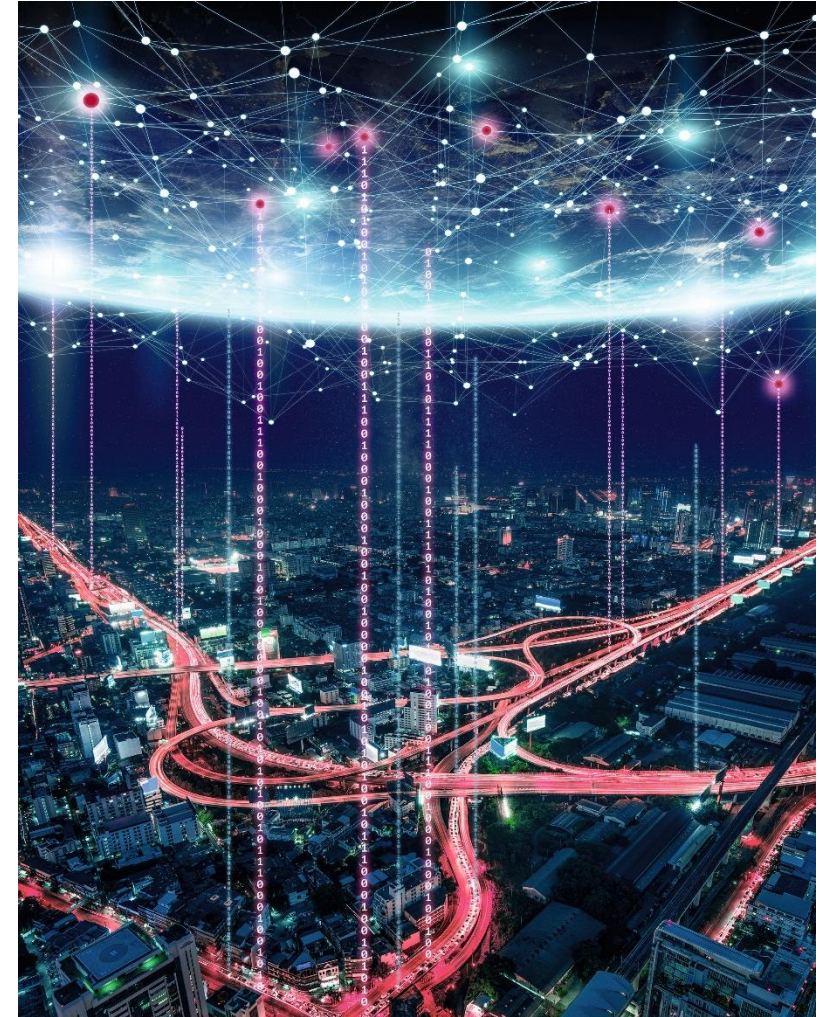
Analyst-Call

Wiesbaden, May 9th, 2018



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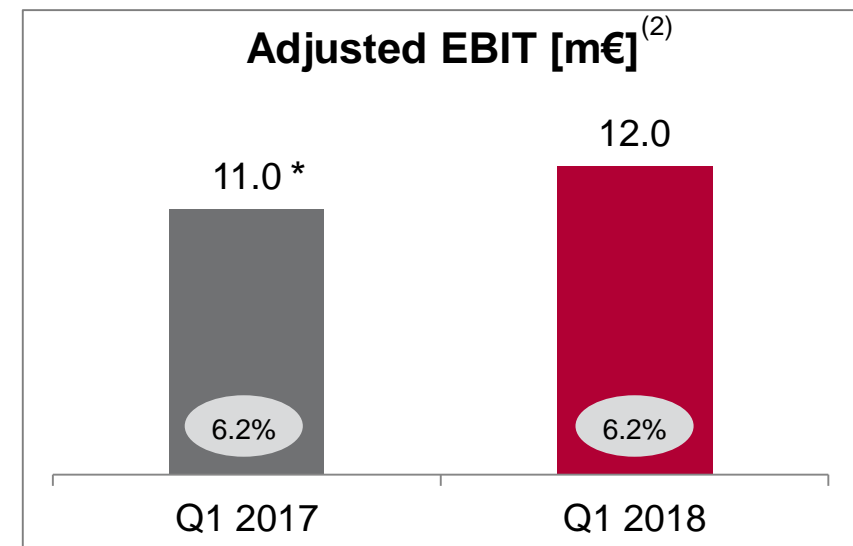
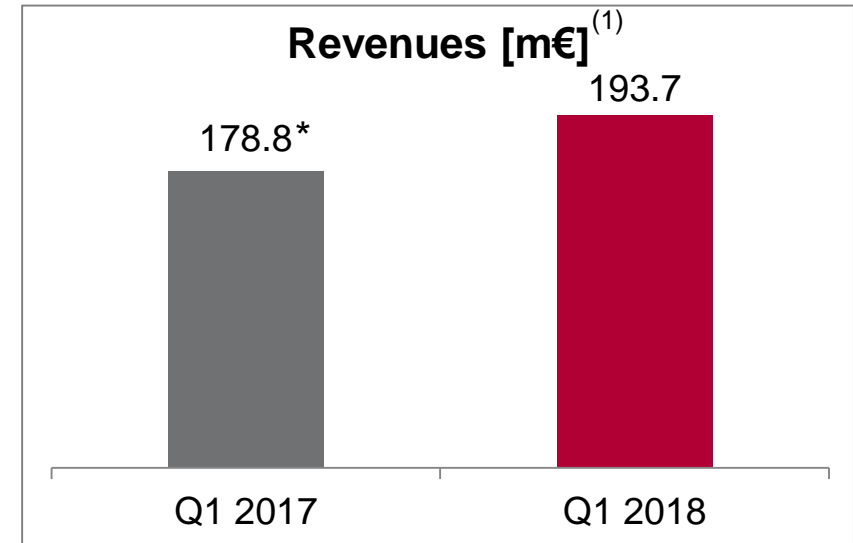
- Revenue +8.3%
- growth in adj. EBIT of 9.1%
 - 12.1% increase compared to reported Q1 2017
- High order intake of 256 m€
 - +16.5%
- Operating Cash-Flow +5.5%
- Headcount up to 8,364 (from 8,136)
- Equity up to 36.0%
- Successful presentation @ MWC



Revenues and adj. EBIT

- Revenues 8.3% above Q1 2017
 - Growth in Production Solutions (+35.4%) and Vehicle Engineering (+6.9%)
 - Decrease in Electrics/Electronics (-5.8%)
 - Strong international business (~34% of revenues)

- Adjusted EBIT growth of 9.1%
 - Group-Margin at 6.2%
 - VE: 5.7%
 - E/E: 5.9%
 - PS: 7.5%

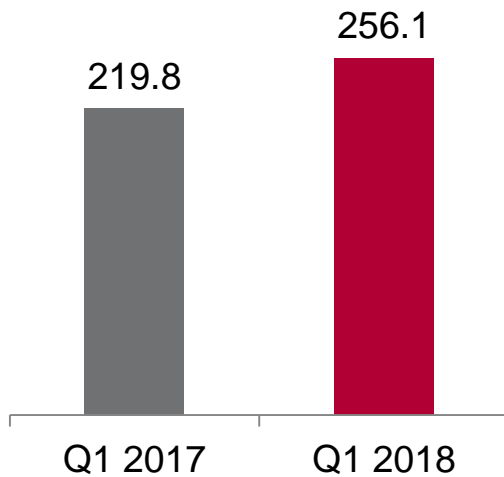


Notes

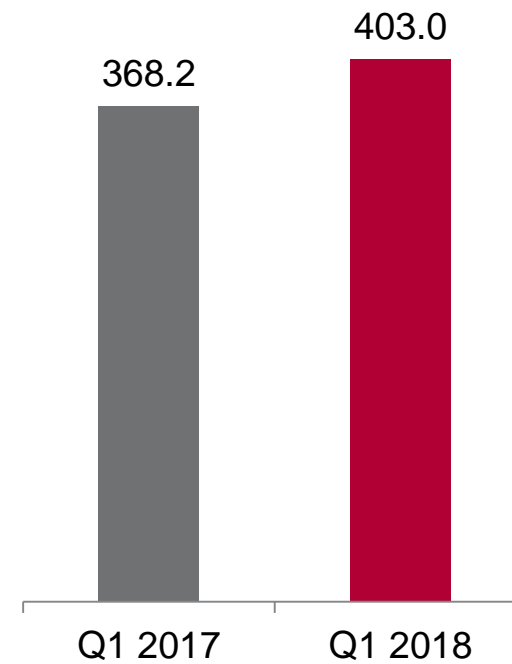
- * Adjusted base on new IFRS 15 and IFRS 9 Standards
- 1. Revenue defined as sales revenue plus change in inventories
- 2. Adj. for one-offs (purchase price allocation, consolidation effects, M&A costs, restructuring costs, proceeds from real estate sales, a. o)

[m€]

Order intake

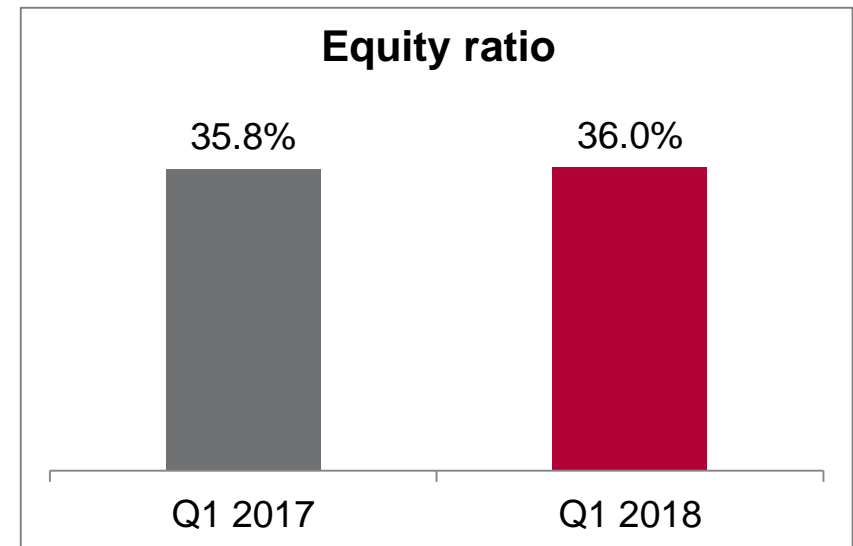
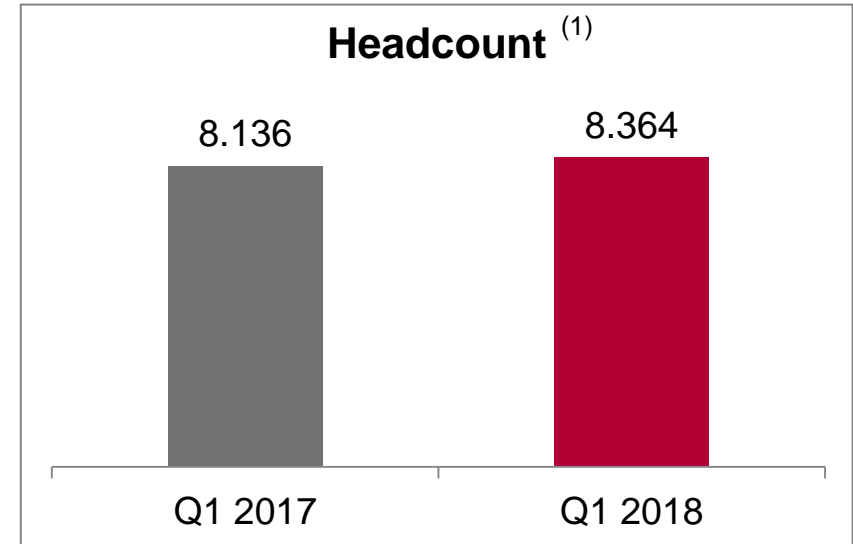


Order book [31.03.]



- Headcount up by 228 employees
 - Utilization on good level

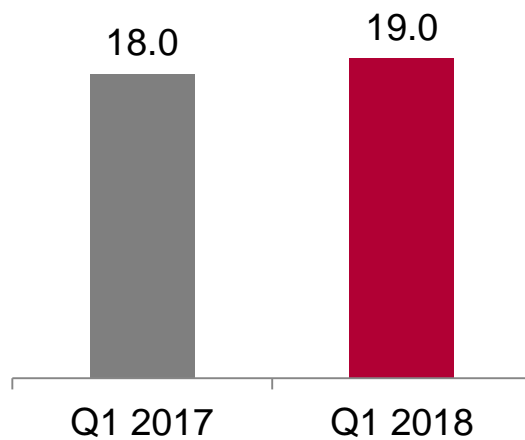
- Equity ratio slightly up to 36.0%
 - 153.4 m€ at March 31st



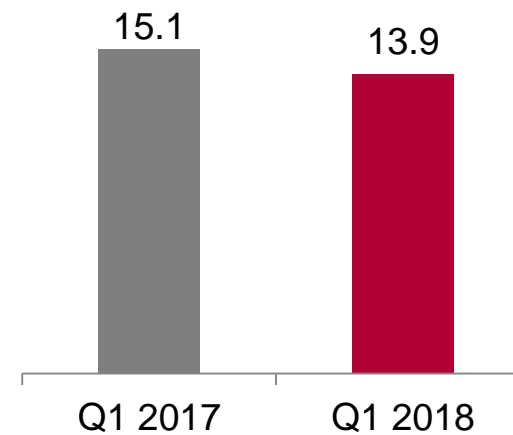
Notes

1. Including Trainees and work-study students

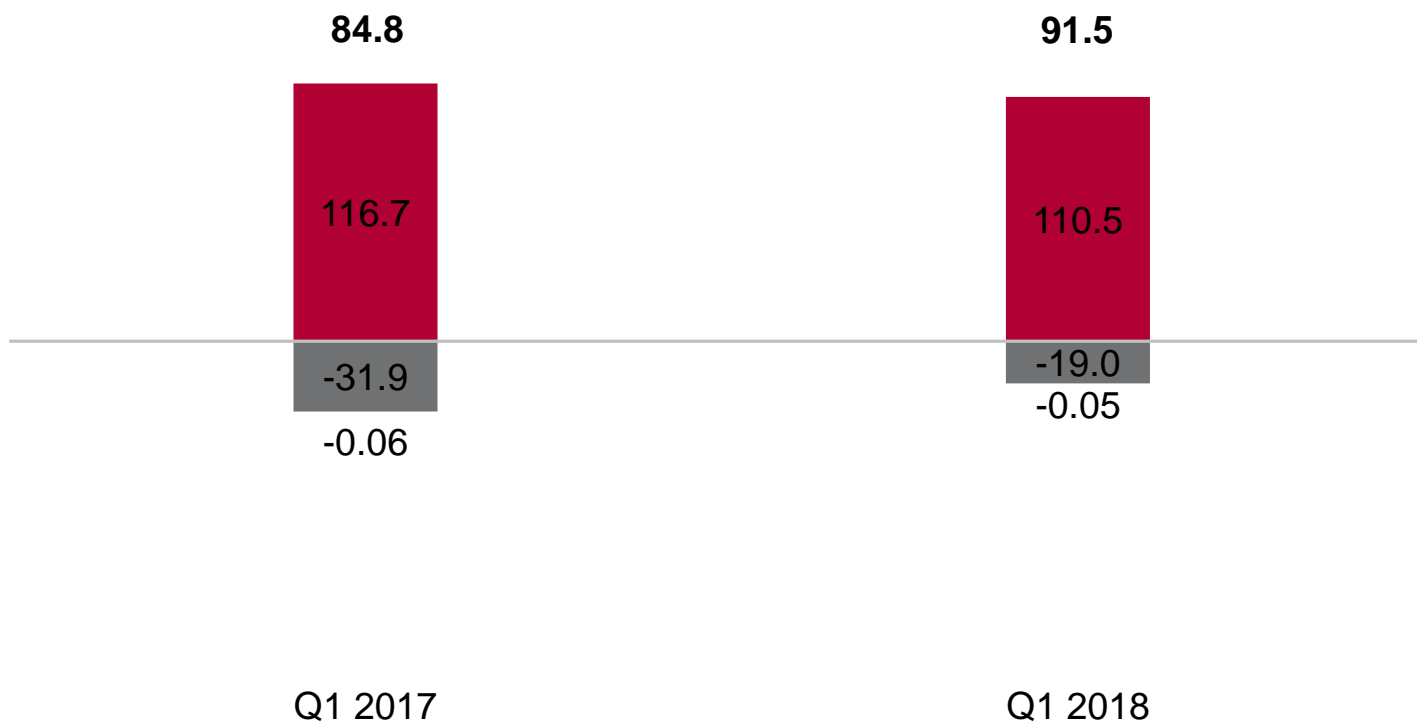
Operating CF [m€]



Free CF [m€]



Net financial debt [m€]



■ Financial debt ■ Cash and cash equivalents ■ Other financial assets

- Research & development budgets of all major OEM are increasing or remain on a high level.
- World economy and global car markets with continued growth.
- Demand for ESP-services shows a positive development, market dynamics are intact.
- New international customers enter the market, especially e-mobility start-ups.
- High growth potential for all EDAG-segments with new international customers.
- Main focus in 2018 will be a concentration on profitable businesses and an increased hiring of electronic engineers and digital natives.
- For the full year 2018, we expect revenues to grow up to 5% and an adjusted EBIT-margin of approximately 5-7%.