Financial Year 2017

Analyst-Call

Wiesbaden, April 11th, 2018

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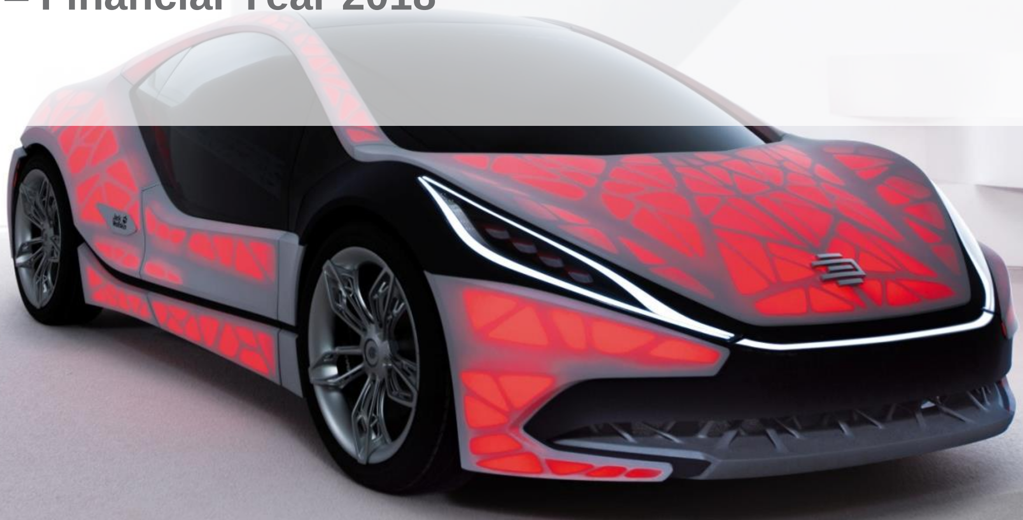

Engineering Service Provider (ESP) market drivers

EDAG

Economic Environment

World economy ↑ +3,9% (2018/19)

Automotive industry ↑ +2% CAGR (2016-24)

Industry Trends

Variety of models ↗ (SUV, VAN, …)

Alternative drives ↑ +28% CAGR (2016-25)

Technology Trends

Connectivity ↑ ~130 bn. € (2030)

ADAS/Autonomous ↑ rapid growth

Customer Trends

Established OEM ↗ (mainly intl.)

New OEM ↑ (Asia, Americas)

Automotive ESP-market is projected to grow by 4.6% p.a. until 2022

Sources: IMF, January 2018; IHS Automotive - Global Light Vehicle Sales; October 2017; Roland Berger Global Automotive Supplier Study 2018; McKinsey Automotive Revolution - Perspective Towards 2030, January 2016; Luenendonk®-Analysis 2016: Leading provider of technology consulting and engineering services in Germany , September 2016

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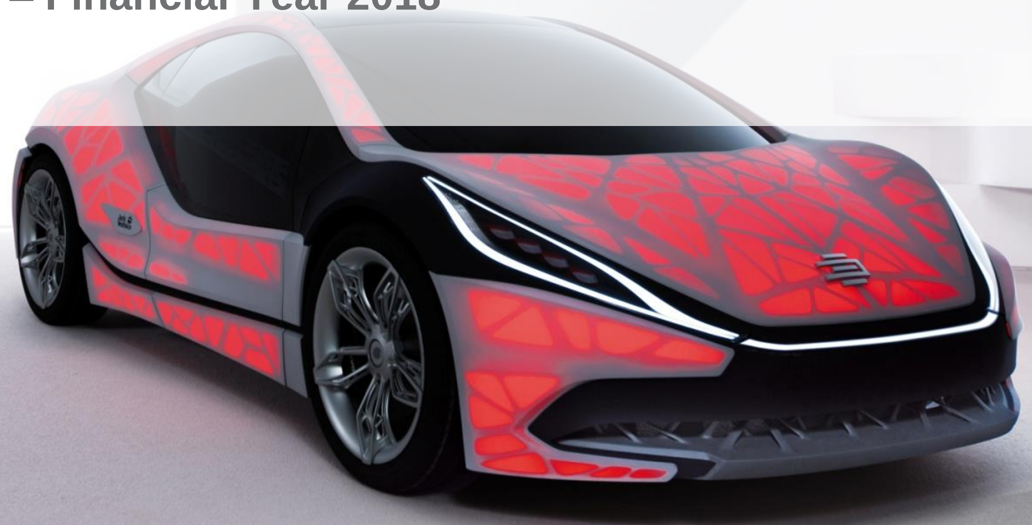
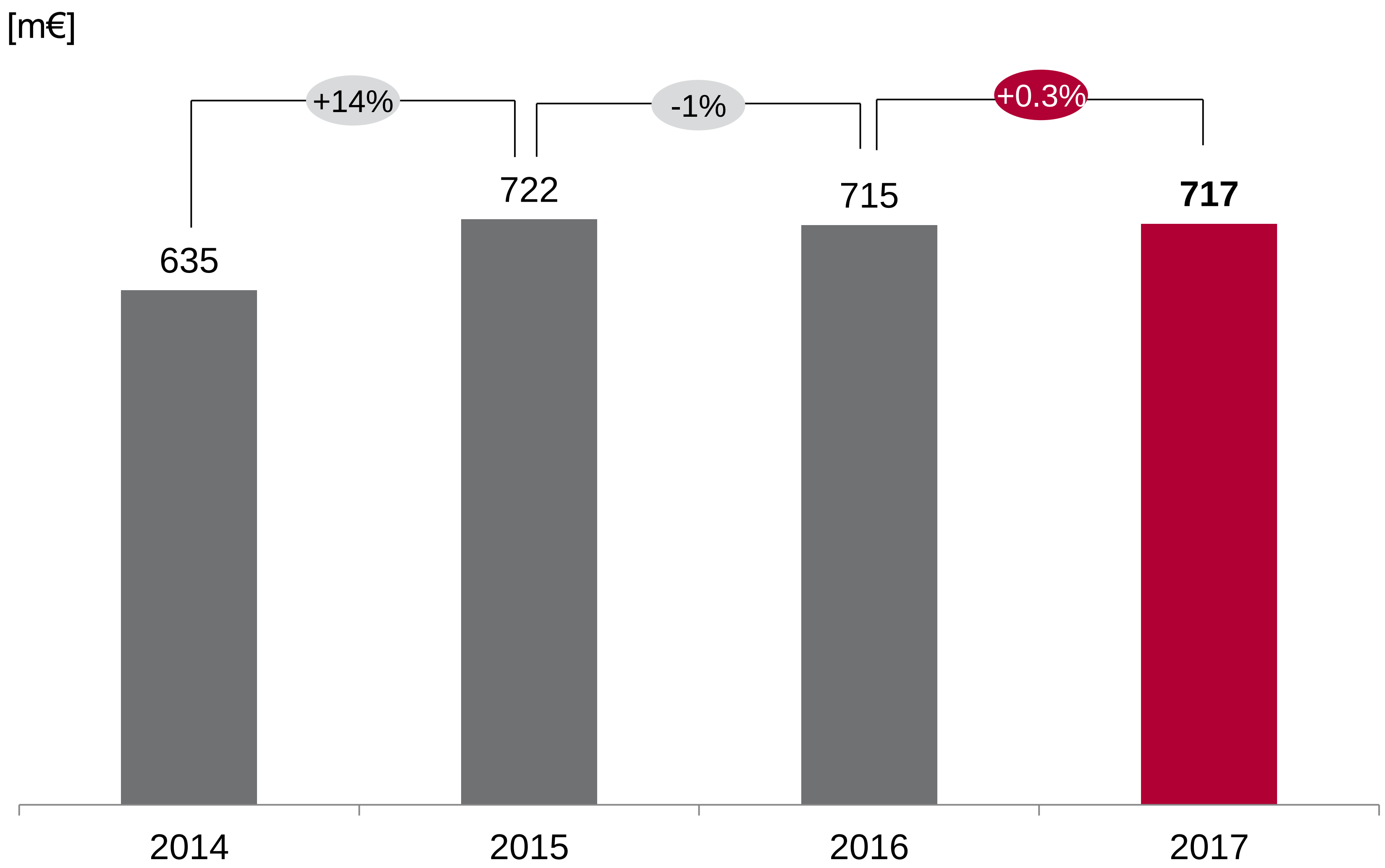


Key Highlights Financial Year 2017

- Revenue growth of 0.3% for full year
  - positive trend in H2
- Order book at year end was at 340 m€
  - ~7% increase to previous year
- Stable Cash-Flows (operative/free CF)
- Adjusted EBIT stabilized in H2
  - positive development in E/E
- Headcount up to 8,404 (from 8,270)
- CapEx decreased to 3% of revenues
- Proposed dividend of 0.75€ per share

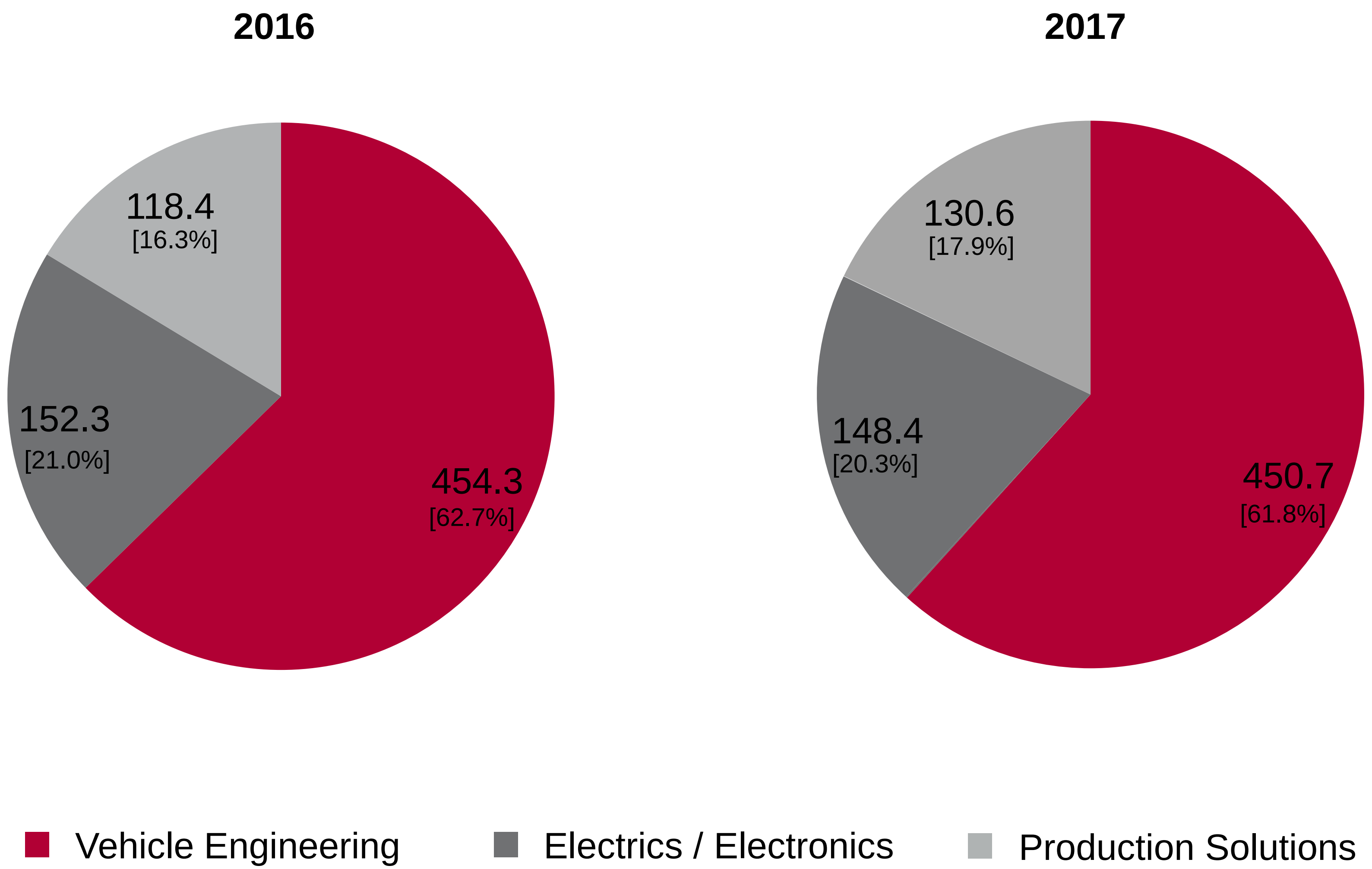
Revenue (1)



1. Revenue defined as sales revenue plus change in inventories; 2014 showing Core Revenue - Core defined as total excluding segment Others

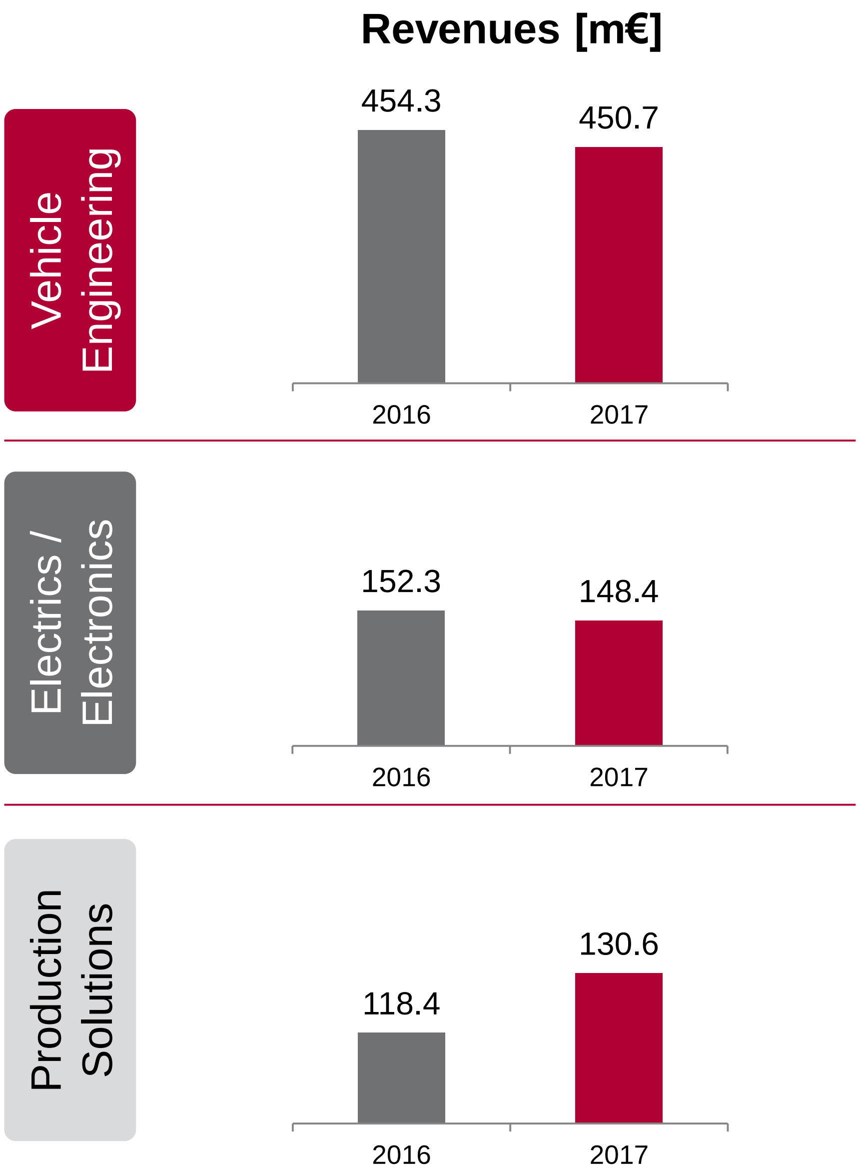
Revenues by Segment [(1)]

[m€]



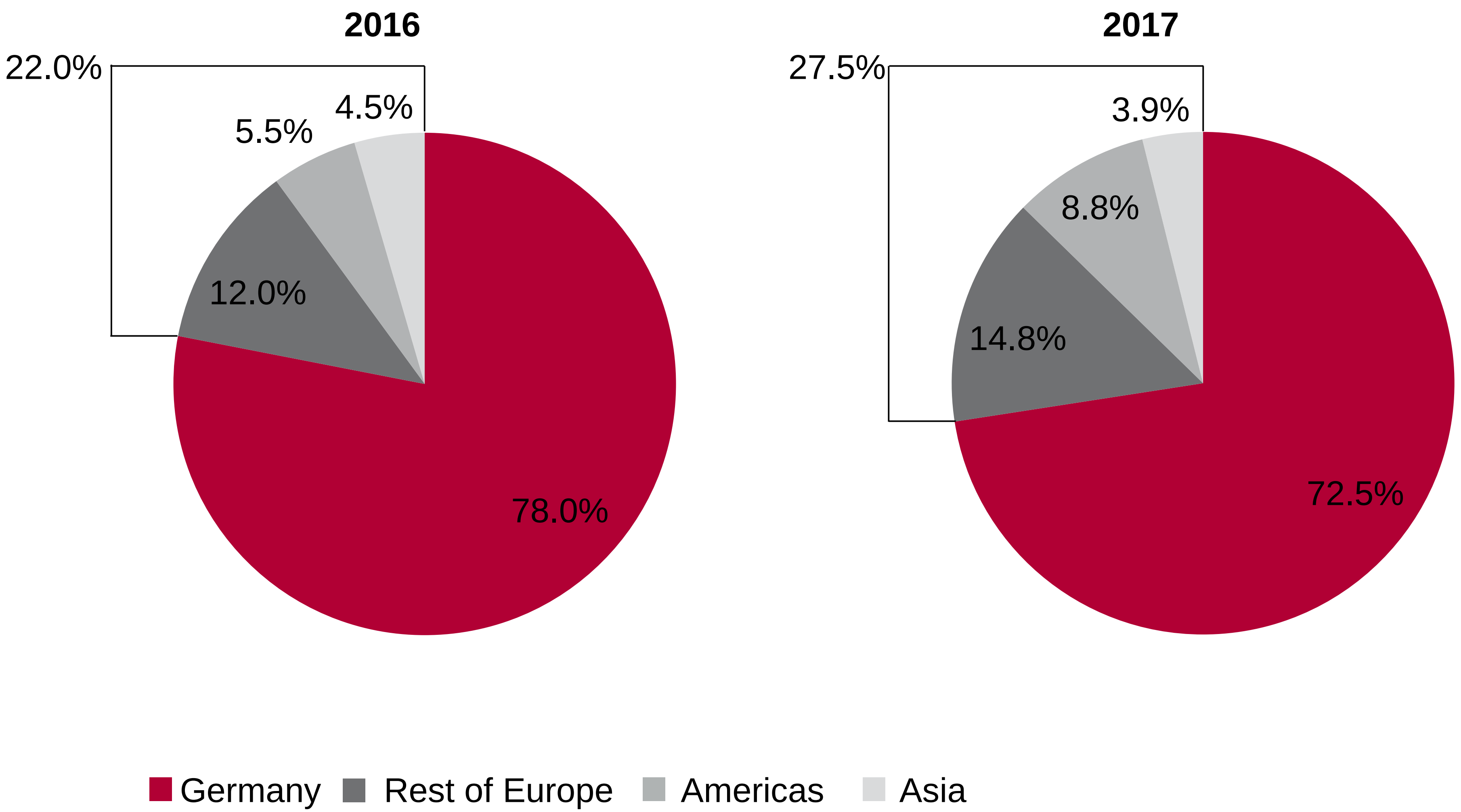
1. Revenue defined as sales revenue plus change in inventories; figures include sales revenue with other segments

Revenues by Segment (1)



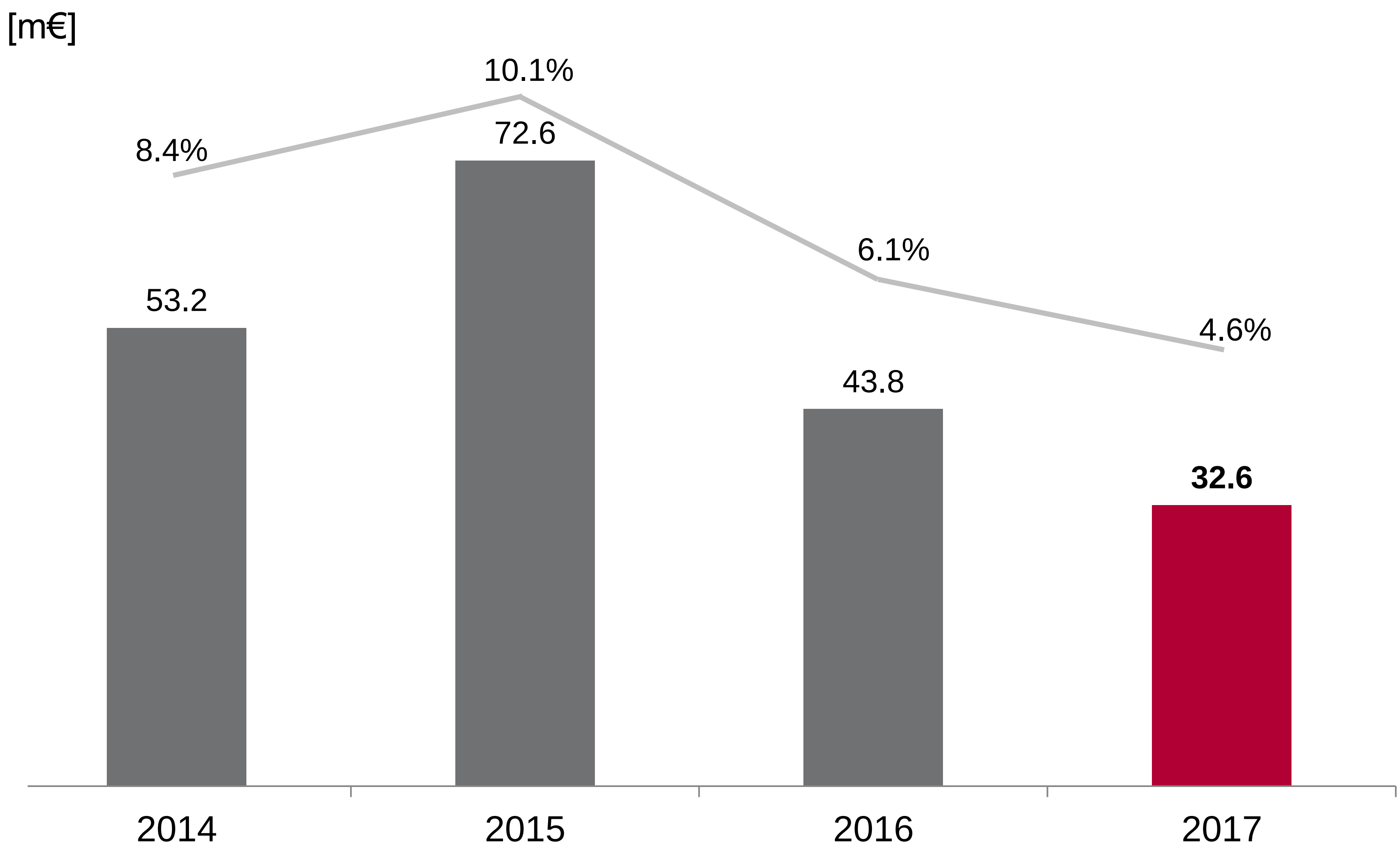
1. Revenue defined as sales revenue plus change in inventories; Figures include sales revenue with other segments

Revenues by Region



1. Revenue defined as sales revenue plus change in inventories

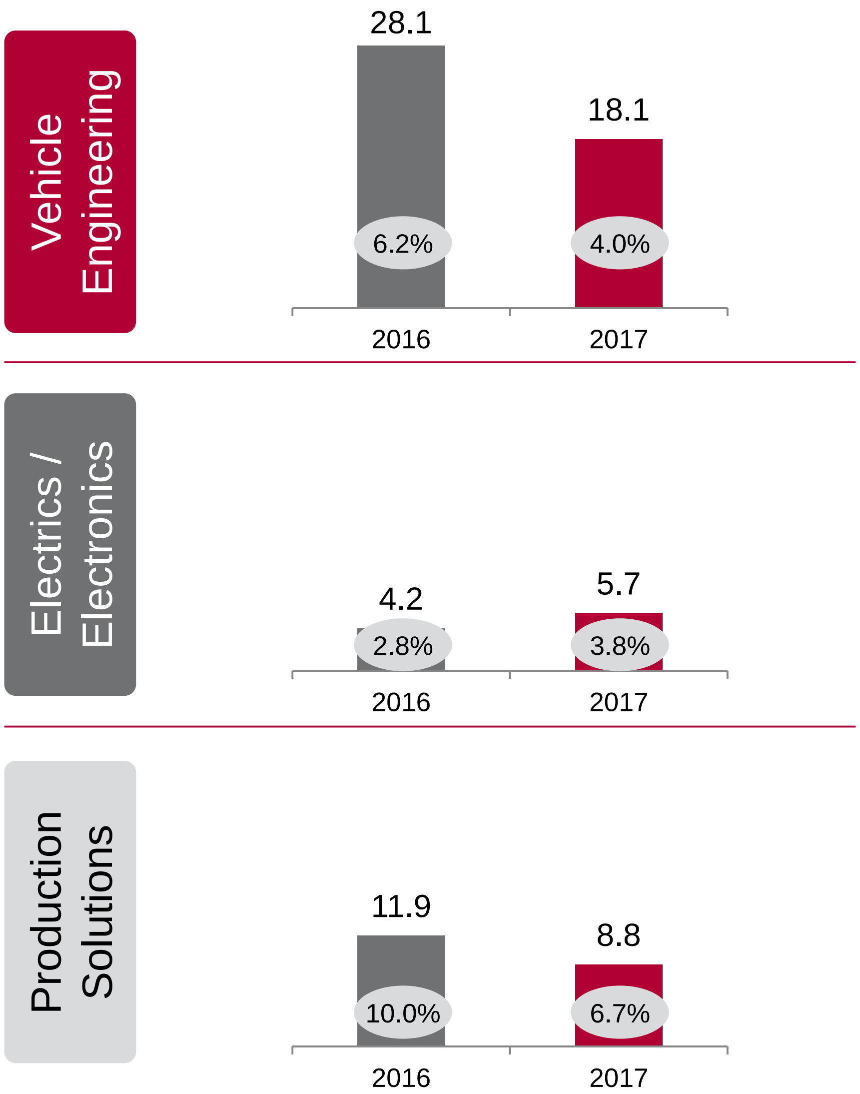
Adjusted EBIT (1)



1. Adj. for one-offs (purchase price allocation, consolidation effects, M&A costs, restructuring costs, proceeds from real estate sales, a. o.); 2014 showing Core adj. EBIT - Core defined as total excluding segment Others

Adjusted EBIT by Segment (1)

Adjusted EBIT [m€]

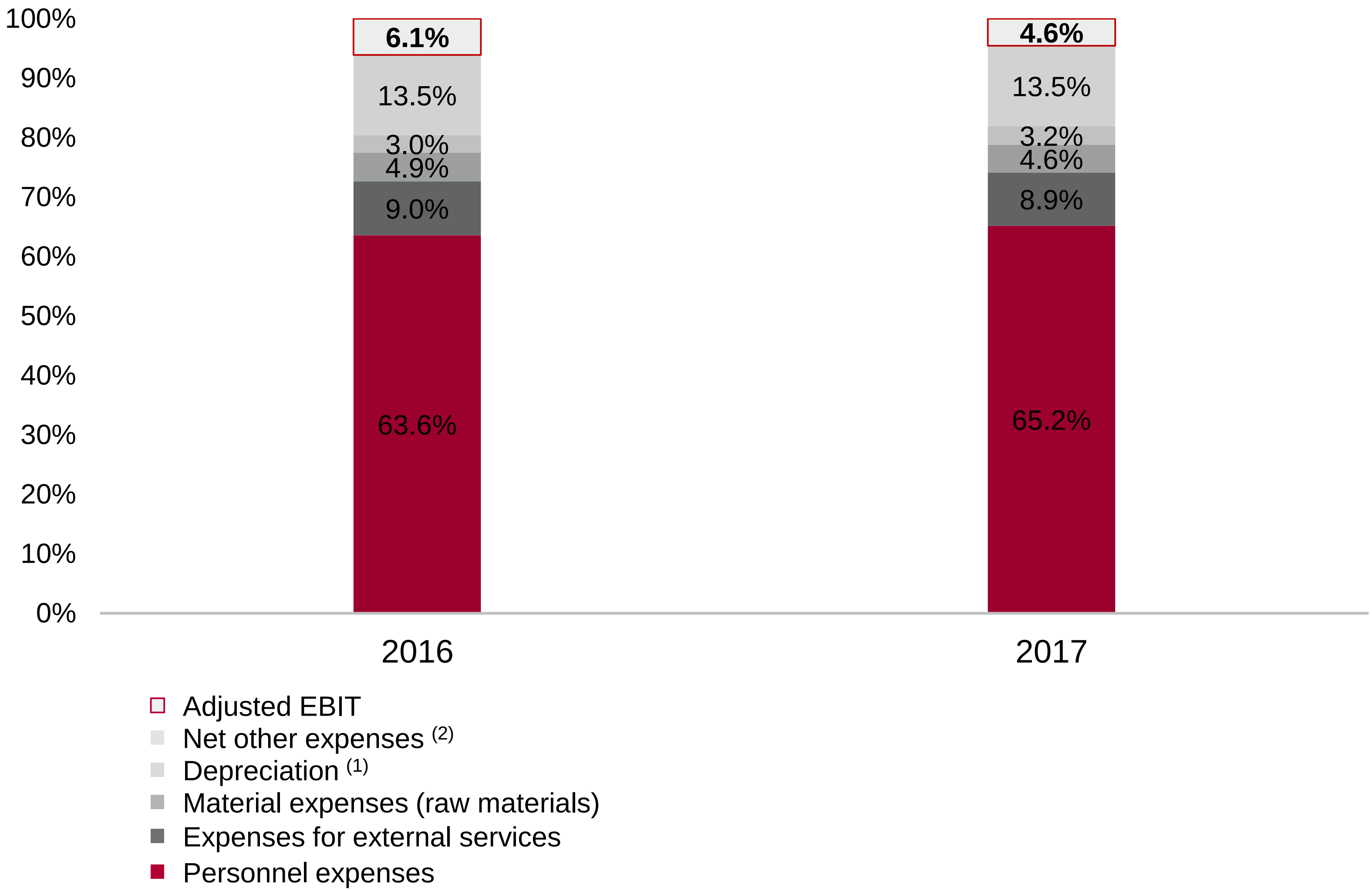


1. Adj. for one-offs (purchase price allocation, consolidation effects, M&A costs, restructuring costs, proceeds from real estate sales, a. o.)

x.x% EBIT-Margin

Expenses

Total cost structure breakdown (as % of revenue)



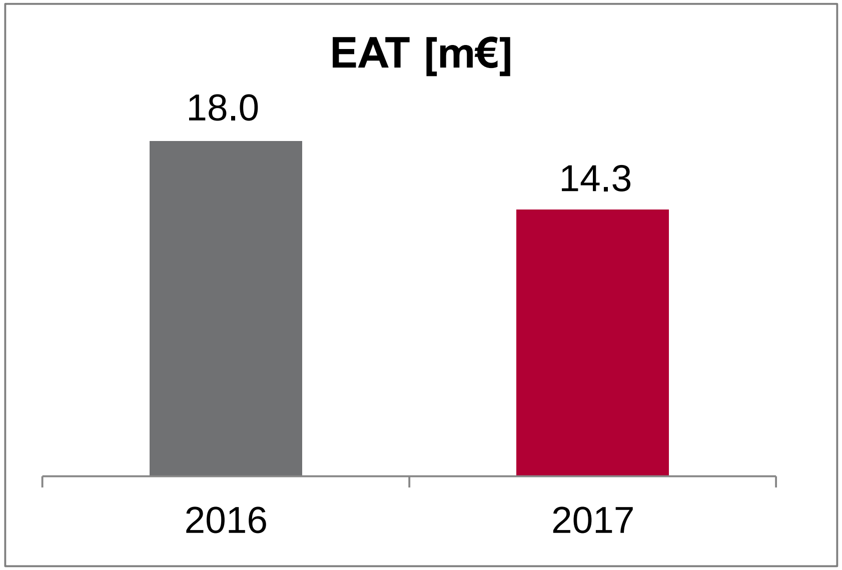
Notes

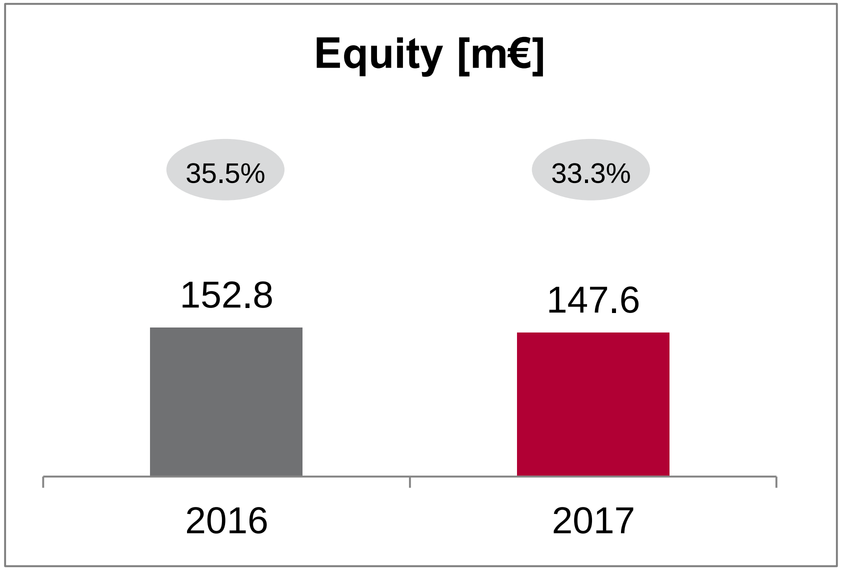
1. Excluding PPA amortization
2. Defined as other expenses net of other income plus all EBIT adjustments other than PPA amortization

Development of EAT and Equity

- Decrease of EAT to 14.3 m€
  - Financial result improved by 3.6 m€
  - Effective Tax ratio decreased to 35.1% from 37.1% in 2016

- Equity ratio at 33.3%

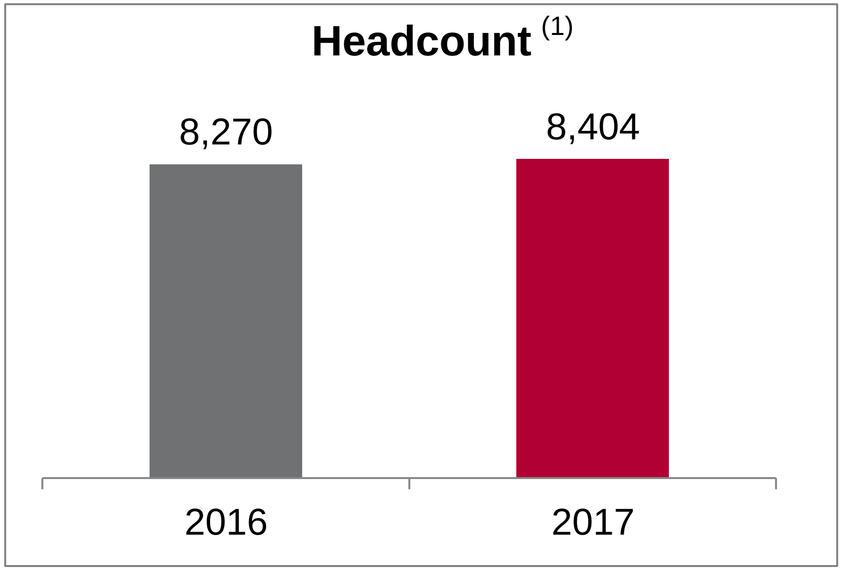




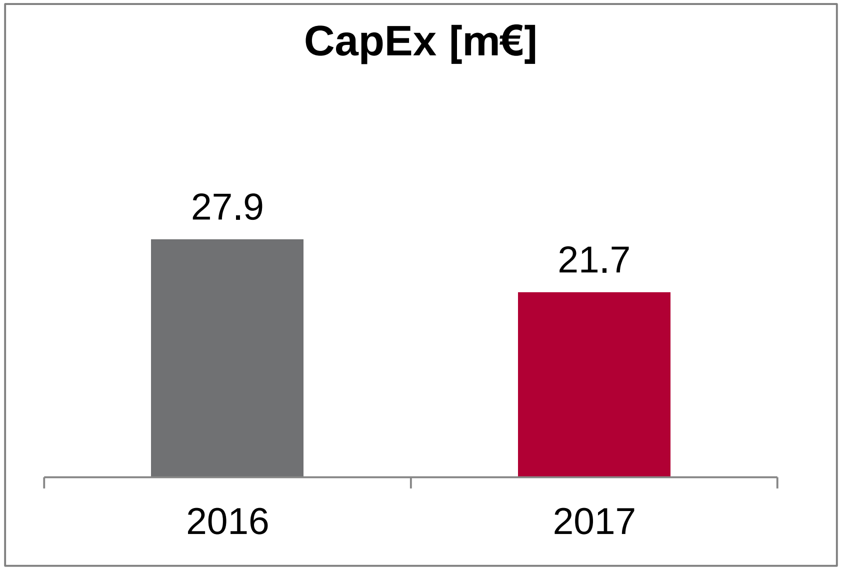
x.x% Equity / Balance Sheet total

Development of Headcount and CapEx

- Headcount increased by 134 employees



- Reductions in CapEx according to business development
- CapEx levels at 3.0% of revenues

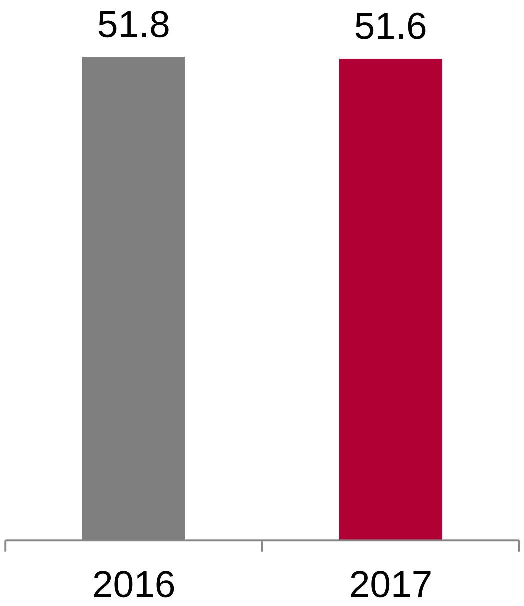


Notes

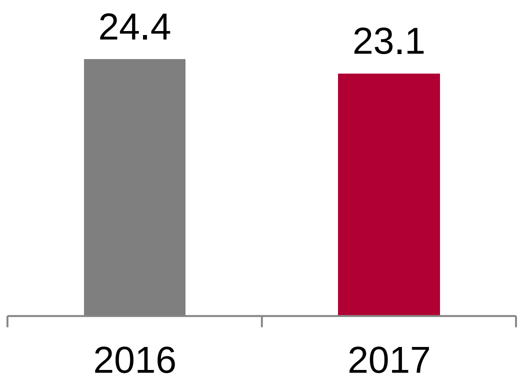
1. As of December 31st; including Trainees and work-study students

Cash Flow and Adjusted Cash Conversion

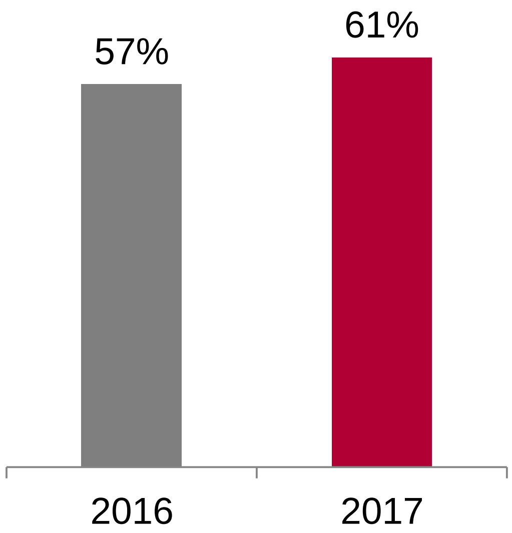
Operating CF [m€]



Free CF [m€]



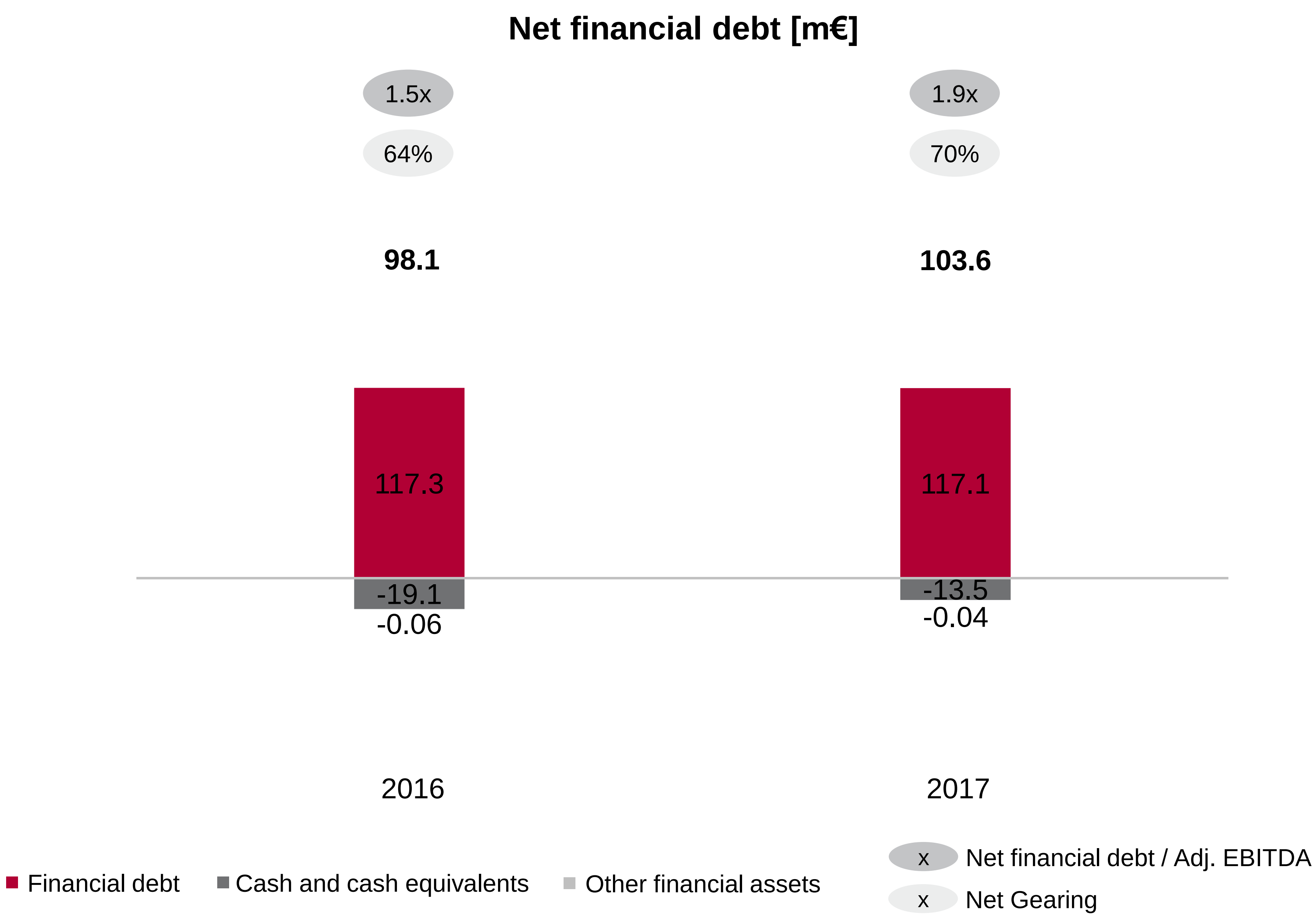
Adj. Cash Conversion[1]



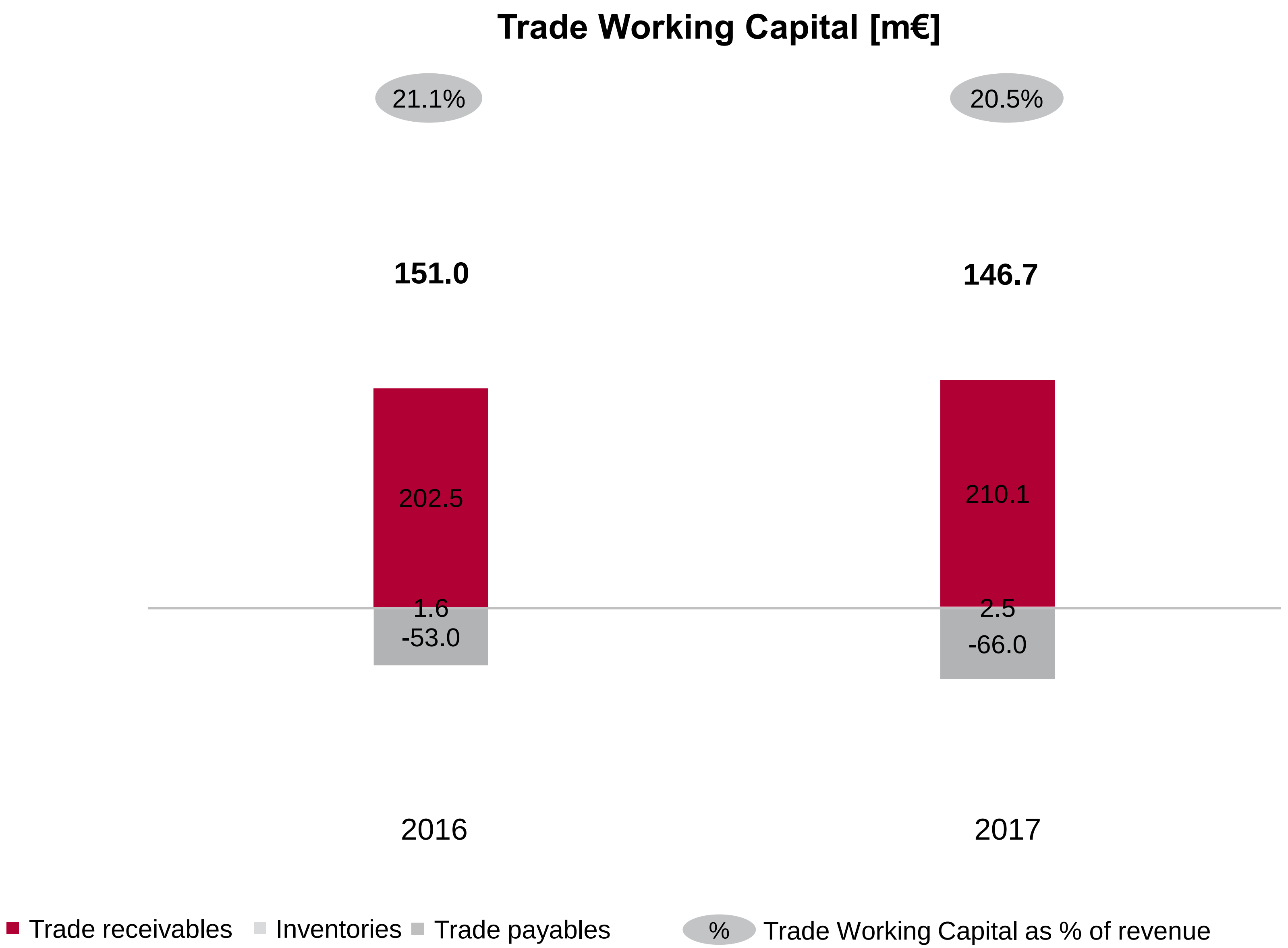
Notes

1. Adj. Cash Conversion = (Adj. EBITDA - Capex) / Adj. EBITDA; Adj. EBITDA = Adj. EBIT plus D&A less PPA-related D&A

Net financial debt



Trade Working Capital



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OEM and supplier spendings on R&D and new technologies

Overall R&D Budgets are increasing or remain on high level

DAIMLER

- Target for R&D ratio: around 6-7% of sales [1)]
- electrify all Mercedes-Benz models until 2022 [2)]

BMW GROUP

- Research & Development ratio for 2018 will be up to 7%
- For 2019 a ratio above medium-term target of 5.5% is expected [3)]

Audi

- Research & Development ratio within 6-6.5% until 2025 [4)]
- Invest of >40 bn. EUR into future technology until 2022 [5)]

Volkswagen

- >34 bn. EUR invest into e-mobility, autonomous driving, mobility concepts and digitalization [6)]
- „Roadmap E“ to electrify 80 Models until 2025 and about 300 Models until 2030 [7)]

Ford

- Invest of 11 bn. USD into battery electric and hybrid vehicles until 2022 are planned [8)]

Continental The Future in Motion

- Research & Development ratio in Conti Automotive Group in 2017 was at ~10% and will sustain high [9)]

Sources 1. Daimler AG Corporate presentation Q3 2017 , 2. CEO Dieter Zetsche at Capital Market Day, September 11, 2017, 3. BMW CFO Peter in Handelsblatt from November 27th, 2017; 4. Audi Investor and Analyst Day July 29, 2017, 5. Audi FY 2017 presentation on March 15, 2018, 6. VW Press release, November 17, 2017, 7. VW CEO Matthias Müller at IAA Frankfurt, September 11, 2017, 8. Automobilwoche.de from January 15th, 2018, 9. Continental presentation at CES Las Vegas, January 9, 2018

Summary – Outlook Financial Year 2018

ESP Market offers opportunities for further growth

- World Economy is projected to grow at a rate of 3.9% in 2018.
- World passenger car sales are forecasted to grow by 1% from 84.7 million in 2017 to 86 million in 2018.
- ESP market with a projected CAGR of 4.6% until 2022 remains positive and intact.
- Established OEMs are shifting R&D budgets from classic engineering into new fields. Pricing in classic engineering domains remains under pressure, whilst new fields show high demand for ESP-ressources.
- High growth potential for all EDAG-segments with new international customers.
- Main challenges in 2018 will be a further cost optimization in classic engineering domains and an increased hiring of digital natives.
- For the full year 2018, we expect revenues to grow up to 5% and an adjusted EBIT-margin of approximately 5-7%.