Stabilus S.A. (the “Company”, later “Stabilus”) has prepared this presentation solely for your information. It should not be treated as giving investment advice. Neither the Company, nor any of its directors, officers, employees, direct or indirect shareholders and advisors nor any other person shall have any liability whatsoever for any direct or indirect losses arising from any use of this presentation.

While the Company has taken all reasonable care to ensure that the facts stated in this presentation are accurate and that the opinions contained in it are fair and reasonable, this presentation is selective in nature. Any opinions expressed in this presentation are subject to change without notice and neither the Company nor any other person is under any obligation to update or keep current the information contained in this presentation. Where this presentation quotes any information or statistics from any external source, you should not interpret that the Company has adopted or endorsed such information or statistics as being accurate. This presentation contains forward-looking statements, which involve risks, uncertainties and assumptions that could cause actual results, performance or events to differ materially from those described in, or expressed or implied by, such statements. These statements reflect the Company’s current knowledge and its expectations and projections about future events and may be identified by the context of such statements or words such as “anticipate,” “believe”, “estimate”, “expect”, “intend”, “plan”, “project” and “target”. No obligation is assumed to update any such statement.
Chairman of the Executive Board

Dietmar Siemssen
Stabilus – At a Glance

<table>
<thead>
<tr>
<th>Sales: €507.3mm</th>
<th>Adj. EBITDA: €92.5mm (18.2%)</th>
<th>Employees: ~4,000</th>
<th>Plants: 11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales by region²:</td>
<td>Europe: 53%</td>
<td>NAFTA: 35%</td>
<td>Asia / RoW: 12%</td>
</tr>
</tbody>
</table>

**Automotive**
- Gas springs: 50% of sales, >3,000 product variations, Diversified
- Powerise: 17% of sales, 17 product variations, Tailgate

**Industrial**
- Capital Goods: 28% of sales, >14,000 product variations, Diversified
- Swivel chair: 5% of sales, >2,000 variants, Premium products

Note: All pictures represent product examples only; all figures relate to FY2014A;¹ Adj. EBITDA margin;² Based on a “billed-from” view representing sales originating in respective region in FY2014A.
Stabilus is best positioned to benefit from current mega trends

### Global mega trends

<table>
<thead>
<tr>
<th>Increasing demand for comfort</th>
<th>Aging of population</th>
<th>Increasing health &amp; safety standards</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Products cater to buy comfort requirements in both automotive and industrial</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Current luxury applications to become must have features</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Products cater to demand for support and automation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Significant growth potential from current and future applications</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Products cater to increase support / safety requirements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Opportunities from ergonomic and individual applications</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Stabilus – Leadership in Cost and Quality

**Leader in Cost & Quality**

- **Cost Improvement**
  - Cost Engineering
- **Quality Initiative**
- **Capex Reduction**
- **Process Reengineering**
Stabilus – Main Factors for Sustainability

**Environment**
- Protecting the Environment and increasing energy efficiency
- Continuous improvement of machines and processes

**Employees**
- Accepting social responsibility
- Involvement of Employees

**Shareholder value**
## Operational Achievements in FY2014

**Fiscal year-end September**

### Powerise
- Revenue up by €31mm to €86mm
- Penetration of mass market platforms in Europe (e.g. VW Passat and Ford Mondeo)
- 29 active models, thereof 12 launches in 2014 and 20 contracted launches for 2015 (10 in Europe and 10 in NAFTA respectively)
- Key business wins of major platforms from key customers worldwide

### China
- Capacity expanded to 15mm gas springs (+6mm vs. FY13)
- Industrial sales force expansion, setting up of local Industrial business application R&D team
- Dedicated facility for Industrial Gas Springs and Powerise under construction

### Production
- NAFTA: Footprint reorganization finalized
- Europe: Continuous optimization including shift of 60 production jobs from Germany to Romania
- Powerise: Ongoing ramp-up in Romania; supplying key brands like Audi, BMW, Ford, Porsche and VW

### STAR
- Further cascade of refined strategies and targets for the overall organization
- Select STAR strategies for business units and regional improvements
- New product innovations prove first results
Financial Highlights FY2014

Fiscal year-end September

**Revenue**
- Revenue up by 10.3% to €507.3mm (+€47.2mm vs. FY13)
- Growth in all regions with NAFTA (+12.0%), Europe (+9.3%), Asia / RoW (+9.7%)
  - China standalone up by ~22% to €33.6mm
- Powerise up by ~55% to €85.8mm

**Adj. EBITDA**
- Adj. EBITDA up by 6.2% to €92.5mm (+€5.4mm vs. FY13)
- Adj. EBITDA margin of 18.2%

**Adj. EBIT**
- Adj. EBIT up by 10.2% to €65.1mm (+€6.0mm vs. FY13)
- Adj. EBIT margin of 12.8%
Stabilus Share Price Performance

Share price on February 16, 2015; €26.32

Share price on May 23, 2014; €22.75
### Strategic priorities for FY2015

<table>
<thead>
<tr>
<th>Asia</th>
<th>Powerise</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Further implement and expand Asia growth plan</td>
<td>• Further capitalize on extremely strong end-market momentum</td>
</tr>
<tr>
<td>• Fully establish and expand local production and sales force capabilities</td>
<td>• Winning key platforms and driving market share</td>
</tr>
<tr>
<td>• Expand local business in Powerise and Industrial</td>
<td>• Production footprint optimization towards mass production</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Industrial</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Focus on product and application innovation</td>
<td>• Transfer of Powerise solutions into industrial applications</td>
</tr>
</tbody>
</table>
Global Investment

**Powerise Projects**

**Core Business Projects**

**Nafta FY 2015**
- Mexico (STMX)
  - New Line (Line 4)

**Nafta FY 2015**
- United States (STUS)
  - Fully-Automated Line
- Mexico (STMX)
  - Semi-Automated Line

**EUROPA FY 2015**
- Romania (STRO)
  - New Line (Line 3)
  - New building

**EUROPA FY 2015**
- Germany (STDE)
  - Fully-Automated Line
  - Transfer Tube machines
  - New building

**ASIA/PACIFIC FY 2015**
- China (STCN)
  - Line 1
  - New building 5

**ASIA/PACIFIC FY 2015**
- Korea (STKR)
  - New Line (Line 3)
  - New building

- Romania (STRO)
  - New building

- China (STCN)
  - Line 1
  - New building 5

- Korea (STKR)
  - New Line (Line 3)
  - New building

- Romania (STRO)
  - New building
China - Automotive Step 3+4

Building 3
Finished:
China - Industrial + Powerise

Building 5
Planned Finishing Date:
September / October 2015
Romania - Transfer of Tube Production from Germany

Building Extension
Planned Finishing Date:
February 2015
Building Extension
Planned Finishing Date:
June 2015
Korea - Powder Coating Line

SOP Date: July 2015
New Product Launches

Drop gate damper improves quality appearance

Dampening of solar panel movements

Supporting comfort needs

Height adjustable mattress eases service in hotels
Potential refinancing of senior secured notes

**Description of senior secured notes and impacts from refinancing**

- New Financing opportunity
- Signed loan contract with a total of €320mm (€270mm term loan facility and €50mm RCF)
- Euribor + 2.0% margin (at current leverage level)
- 5 + 1 year duration
- Annualized cash interest savings of ~€13mm starting June 2015
- Bank fee, implementation and early redemption cost on current financing of ~€15mm
Q1 FY15 Results

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY14</th>
<th>Q1 FY15</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>€116.2mm</td>
<td>€135.1mm</td>
<td>16.3%</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>€18.5mm</td>
<td>€22.6mm</td>
<td>16.7%</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>€12.2mm</td>
<td>€15.3mm</td>
<td>11.3%</td>
</tr>
</tbody>
</table>
Our Way into the Future

Strategic Top Goals

1. Profitable Growth
2. Globalization
3. Excellence
4. Innovation

Graph showing the performance of Stabilus from FY 1999 to FY 2015, indicating periods of stagnation and crisis, with new guidance suggesting growth from FY 2015 onwards.
Thank you