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Chairman of the Executive Board

Dietmar Siemssen
Stabilus – At a Glance

Sales: €611.3mm
Adj. EBITDA: €107.3mm (17.6%)

Employees: ~4,400
Plants: 11

Sales by region²:

<table>
<thead>
<tr>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>RoW 12%</td>
<td>RoW 12%</td>
</tr>
<tr>
<td>NAFTA 35%</td>
<td>NAFTA 38%</td>
</tr>
<tr>
<td>EU 53%</td>
<td>EU 50%</td>
</tr>
</tbody>
</table>

Revenue by Business Unit:

<table>
<thead>
<tr>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Goods 28%</td>
<td>Capital Goods 24%</td>
</tr>
<tr>
<td>Auto PR 17%</td>
<td>Auto PR 23%</td>
</tr>
<tr>
<td>Swivel Chair 5%</td>
<td>Swivel Chair 5%</td>
</tr>
<tr>
<td>Auto GS 50%</td>
<td>Auto GS 48%</td>
</tr>
<tr>
<td>Auto GS 50%</td>
<td>Auto GS 50%</td>
</tr>
<tr>
<td>Diversified</td>
<td>Diversified</td>
</tr>
<tr>
<td>Tailgate/ Doors</td>
<td>Premium products</td>
</tr>
</tbody>
</table>

Automotive
Gas springs
Diversified
> 3,000 product variations

Powerise
> 80 product variations

Industrial
Capital Goods
Diversified
> 14,000 product variations

Swivel chair
Premium products
> 2,000 variants

Note: ¹ Adj. EBITDA margin; ² Based on a "billed-from" view.

~50% of gross profit
## Operational Highlights in FY2015

**Fiscal year-end September**

### Powerise
- Powerise revenue up by €54mm (+62.9%) to €139.8mm
- Penetration of mass market platforms in Europe (e.g. Ford Mondeo and VW Passat)
- Key business wins of major platforms from key customers worldwide
- Powerise capacity expanded in Mexico (4th production line started production in May 2015); ongoing ramp-up in Romania (set-up of 3rd production line), supplying key brands like Audi, BMW and Ford

### Asia
- Industrial sales force expanded, local Industrial business application R&D team set up
- Dedicated new facility for Industrial Gas Spring and Powerise production in China finalized
- Powder paint line successfully ramped-up in Korea

### Production
- Footprint Europe reorganization: transfer of small lot-size tube production from Germany to Romania
- Construction of a fully-automated gas spring production line in Germany in progress

### STAR
- Turnaround of Swivel Chair business completed
- Further cascade of refined strategies and targets for the overall organization
- STAR - Next Ignition: growth strategy until 2025
## Financial Highlights FY2015

**Fiscal year-end September**

### Revenue
- Revenue up by 20.5% to €611.3mm (+€104.0mm vs. FY14)
- Growth in all regions with NAFTA (+29.7%), Asia / Pacific and RoW (+16.3%) as well as Europe (+15.4%)
- Growth in all markets with Powerise (+62.9%), Gas Spring (15.5%), Swivel Chair (14.5%) and Capital Goods (+4.9%)

### Adj. EBITDA
- Adj. EBITDA up by 16.0% to €107.3mm (+€14.8mm vs. FY14)
- Adj. EBITDA margin at 17.6% (vs. FY 14 margin of 18.2%)

### Adj. EBIT
- Adj. EBIT up by 17.1% to €76.2mm (+€11.1mm vs. FY14)
- Adj. EBIT margin at 12.5% (vs. FY14 margin of 12.8%)

### Net debt
- Refinancing of the high-yield bond concluded on June 16, 2015, resulting in interest savings of c. €13mm p.a.
- Net financial debt of €224.2mm
- Net financial debt / adj. EBITDA LTM decreased to 2.1x (vs. 2.5x as per FY14)
Stabilus Share Price Performance

- Share price on May 23, 2014: €22.75
- Share price on February 16, 2016: €36.17
Strategic priorities for FY 2016

**Growth**
- Focus on product and application innovation
- Winning key platforms and increasing market share with existing and new applications
- Focus on product and process robustness

**Automotive**
- **Powerise:**
  - Further capitalize on extremely strong end-market momentum
  - Production footprint optimization towards mass production
- **Automotive:**
  - Extend Federbein-Business

**Industrial**
- Focus on industrial aftermarket
- Transfer of Powerise solutions into industrial applications
- Successful ramp up of local CN Prod. as well as win further Local Chinese Projects

**STAR Next Ignition**
- Next Level of STAR-Strategy “STAR 2025”
- Further consequent execution of defined Strategy
Global Investment

Powerise Projects

Gas Spring Projects

EUROPA FY 2016
- Romania (STRO)
  - Cycle time reduction

EUROPA FY 2016
- Germany (STDE)
  - Fully-Automated Line
    SOP March/ April 2016
  - Restructuring
    (STDE) → (STRO)
  - Transfer Damper
    (Keiper)
  - Transfer Lift-O-Mat
    (low Volume Production)

Nafta FY 2016
- Mexico (STMX)
  - Building extension
  - Line 1-4
  - New Line (Line 5)

Nafta FY 2016
- United States (STUS)
  - Fully-Automated Line
    SOP April 2016

Mexico (STMX)
- Fully-Automated Line
  SOP January 2016

ASIA/PACIFIC FY 2016
- China (STCN)
  - New building 5
  - Line 1
    SOP May 2016

ASIA/PACIFIC FY 2016
- China (STCN)
  - 2 Semi-Automated Machines
    SOP FY 2016/2017
  - New Industry
    Production Line
    SOP Jan/ April 2016

Restructuring
(STDE) → (STRO)

Transfer Damper
(Keiper)

Transfer Lift-O-Mat
(low Volume Production)
New Product Launches

Powerise Door Application

Solar Damper

Hood Damper
## Highlights Q1 FY2016

**Fiscal year-end September**

| **Revenue** | • Revenue up by 23.8% to €167.3mm (+€32.2mm vs. Q1 FY15)  
• Growth in all regions with NAFTA (+36.0%), Europe (+18.4%) as well as Asia / Pacific and RoW (+11.4%)  
• Growth in all markets with Powerise (+44.1%), Capital Goods (+22.5%), Gas Spring (+16.7%) and Swivel Chair (+9.4%) |
| **Adj. EBITDA** | • Adj. EBITDA up by 27.0% to €28.7mm (+€6.1mm vs. Q1 FY15)  
• Adj. EBITDA margin at 17.2% (vs. Q1 FY15 margin of 16.7%) |
| **Adj. EBIT** | • Adj. EBIT up by 37.3% to €21.0mm (+€5.7mm vs. Q1 FY15)  
• Adj. EBIT margin at 12.6% (vs. Q1 FY15 margin of 11.3%) |
| **Net debt** | • Net financial debt\(^1\) of €233.7mm  
• Net financial debt / adj. EBITDA LTM decreased to 2.1x (vs. 2.4x as per Q1 FY15) |
| **Outlook** | • Full year revenue guidance for FY2016 increased from €660 million to €680mm  
• Adj. EBIT margin is expected to be in line with historic results at 12-13% |

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\(^1\) Net financial debt = principal amount of senior facilities less cash
Our Way into the Future

Strategic Top Goals

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

The chart indicates a trend from Stagnation to Crisis, with a subsequent rise labeled as "New" Stabilus.
Thank you
Backup
Investments NAFTA

<table>
<thead>
<tr>
<th>Mexico - Building Extension</th>
<th>USA Gas Spring Fully Automated Line</th>
<th>Mexico Gas Spring Semi Automated Line</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="Mexico - Building Extension" /></td>
<td><img src="image2" alt="USA Gas Spring Fully Automated Line" /></td>
<td><img src="image3" alt="Mexico Gas Spring Semi Automated Line" /></td>
</tr>
<tr>
<td><img src="image4" alt="Mexico Powerise Line 5" /></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Mexico - Building Extension

USA Gas Spring Fully Automated Line

Mexico Gas Spring Semi Automated Line

Mexico Powerise Line 5
Investments Europe

- Romania - Building Extension
- Romania - Powerise Line 3
- Germany - Gas Spring Fully Automated Line
Investments China

China – New Building

China - Gas Spring Manual Industrial Line

China - Powerise Line 1

China – New Building whole Industrial Floor