Annual General Meeting

Luxembourg – February, 15th, 2017
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Chairman of the Executive Board

Dietmar Siemssen
STABILUS Today. Highest ever sales and profit

**Turnover by Regions**
Sales FY2016: 737.5 million €

- **Asia / Pacific and RoW**: 84.3 million €, +14.7%
- **Europe**: 364.2 million €, +18.1%
- **NAFTA**: 289.0 million €, +26.0%

**Global Footprint**
Employees: > 5,000

**Production sites in 9 countries:**
Australia, Brazil, China, Germany, Mexico, New Zealand, Romania, South Korea, USA
STABILUS Today. Another record year

Turnover by Markets

Sales FY2016: 737.5 million €

- Automotive Gas Springs: 43% of sales
- Powerise: 27% of sales
- Industrial / Capital Goods: 23% of sales
- Commercial Furniture: 4% of sales
- Vibration & Velocity Control: 3% of sales

Market Segments

- Automotive
- Construction machinery
- Agriculture
- Aviation
- Marine
- Medical applications
- Truck / Bus
- Commercial Furniture
- Domestic
- Commercial Furniture
- Railway
- Others
- Automation
- Railway
- Others

STABILUS makes technology comfortable
### Operational Highlights in FY2016

**Fiscal year-end September**

**Strong organic growth**

- Strong organic growth in all regions and markets
- High US business growth rate
- Asia strategy successful
- 10 millionth Powerise drive produced, Penetration of mass market platforms and increase of share in existing platforms (e.g. Ford Mondeo, VW Passat, Daimler GLC Coupe, Audi Q5, Ford Galaxy, VW Phideon, BMW X1, Opel Astra)
- Key Investments:
  - Fully automated gas spring production line in Germany; 3rd rented building for gas spring and damper assembly in Romania
  - High-performance, fully automated gas spring line in Gastonia, USA; Damper production line in Mexico
  - Powerise production capacity increased by new production lines in China, Mexico and Romania to answer strong demand.

**Acquisition**

- Acquisition of industrial gas springs, dampers and vibration control businesses from SKF / Kaydon Corp. (ACE, Hahn Gasfedern, Fabreeka, Tech Products); Agreements signed on April 26, 2016, closing on June 30, 2016
- Brands ACE, Hahn Gasfedern, Fabreeka, Tech Products with presence in NAFTA, Europe, Asia
- Integration runs smoothly with very professional teams and well fitting company cultures
- Highly complementary product offering and customer access
- From Q4 FY16 on, Hahn Gasfedern is integrated in business “Industrial / Capital Goods”; ACE, Fabreeka, Tech Products form the business “Vibration & Velocity Control”
The Motion Control Portfolio

Stabilus Product Portfolio

Gas Springs
- e.g. Lift-O-Mat
- Block-O-Lift
- Stab-O-Mat
- Tension Gas Springs
- Locking Gas Springs
- Dual Stroke Gas Springs

Dampers
- e.g. Stab-O-Shock
- Hydraulic Dampers
- Door Dampers
- Rotary Dampers

Vibration Control
- e.g. Impact Absorber
- Vibration-Isolating Pads
- Rubber-Metal Isolators
- Isolation Mounts

Automatic Drive Systems
- Powerise Coaxial
- Powerise Parallel Axis

Industrial Business

Automotive Business
## Financial Highlights FY2016

### Fiscal year-end September

| Revenue                                      | • Revenue up by 20.6% to €737.5mm (+€126.2mm vs. FY15)  
|                                             | • Growth in all regions with NAFTA (+26.0%), Europe (+18.1%) as well as Asia / Pacific and RoW (+14.7%)  
|                                             | • Growth in all markets with Powerise (+39.7%), Capital Goods (+14.5%), Gas Spring (+8.7%) and Swivel Chair (+3.2%) |
| Adj. EBIT                                   | • Adj. EBIT up by 29.7% to €98.8mm (+€22.6mm vs. FY15)  
|                                             | • Adj. EBIT margin at 13.4% (vs. FY15 margin of 12.5%) |
| Profit                                      | • Profit after tax up by 182.4% to €48.0mm (+€31.0mm vs. FY15)  
|                                             | • Profit margin at 6.5% (vs. FY15 margin of 2.8%) |
| Net debt                                    | • Net financial debt\(^1\) at €330.0mm  
|                                             | • Net financial debt / adj. EBITDA LTM at 2.5x, pro-forma\(^2\) at approx. 2.1x (vs. 2.1x as per end FY2015) |
| Significant events and transactions         | • Acquisition of ACE, Hahn Gasfedern and Fabreeka / Tech Products – partially financed by capital increase  
|                                             | • Capital increase successfully completed on July 6, 2016; issue of 3,976,744 new bearer shares  
|                                             | • Gross proceeds of €159.1mm were used for partial refinancing of the acquisition of SKF Group entities, i.e. on July 13, 2016, the €115mm equity bridge facility was fully repaid |

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### Note:

1. Net financial debt = outstanding principal amount of senior facilities less cash: €405.0mm - €75.0mm = €330.0mm.

2. Pro-forma, i.e. considering LTM earnings of acquired companies: Adj. EBITDA LTM: €133.3.xmm + €20.3mm (3/4 of €27.0mm) = €153.6mm.
Stabilus Share Price Performance

- Opening price: Oct 1, 2015, €33.46
- Closing price: Sept 30, 2016, €50.10

Graph showing share price performance from October to August.
### Strategic priorities for FY 2017

#### Growth
- Finalize integration process; bring new businesses to Stabilus’ high-performance culture
- Stay focused on product and application innovation
- Win key platforms and generate profitable growth
- Drive excellence in all areas, e.g. cost competiveness, customer relationship etc.

#### Automotive
- **Powerise:**
  - Further capitalize on strong end-market momentum and extend Asian customer base;
  - Launch new applications in addition to trunk lids
- **Gas Spring:**
  - Product evolutions for new products and markets, e.g. seat applications, hood dampers etc.

#### Industrial
- Translate flexibility and momentum of acquired businesses into growth
- Expand aftermarket business
- Benefit from new, strong businesses like solar and medical industries

#### STAR
- **Next Ignition**
  - Next Level of STAR-Strategy “STAR 2025” in execution
  - Involve all employees in our high-performance culture
  - Talent Management Rising STARS
Innovative Powerise applications

outside the trunk lid

first industrial application
Pipeline of new Powerise applications

- Comfort
- Safety
- Electro Mobility
- Autonomous Driving
## Highlights Q1 FY2017

**Fiscal year-end September**

| **Revenue** | • Revenue up by 25.9% to €210.7mm (+€43.4mm vs. Q1 FY16)  
• Growth in all regions with Asia / Pacific and RoW (+36.7%), Europe (+27.0%) as well as NAFTA (+21.2%)  
• Growth in Powerise (+25.6%), Capital Goods (+15.6%), Gas Spring (+6.5%) |
| **Adj. EBIT** | • Adj. EBIT up by 42.0% to €29.4mm (+€8.7mm vs. Q1 FY16)  
• Adj. EBIT margin at 14.0% (vs. Q1 FY16 margin of 12.4%) |
| **Profit** | • Profit after tax up by 120.7% to €29.8mm (+€16.3mm vs. Q1 FY16)  
• Profit margin at 14.1% (vs. Q1 FY16 margin of 8.1%) |
| **Net leverage ratio** | • Net leverage ratio\(^1\) at 2.3x, pro-forma\(^2\) at approx. 2.1x (vs. 2.5x and pro-forma\(^2\) 2.1x end FY2016)  
• Net financial debt at €325.3mm; €10mm redemption of senior facilities in Q1 FY17 |
| **Outlook** | • FY2017 guidance unchanged:  
  • Revenue: €865mm assuming US$/€ avg. rate in FY17 of 1.15 $/€, €880mm assuming 1.10 $/€  
  • Adj. EBIT margin: 13%-14% |

**Note:**

1. Net leverage ratio = net financial debt / adj. EBITDA LTM. Net financial debt defined as principal amount of senior facilities less cash.
2. Pro-forma, i.e. considering earnings of acquired companies. Adj. EBITDA LTM: €143.1mm + €13.5mm (1/2 of €27.0mm) = €156.6mm.

Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
Thank you