

February 14, 2018

Annual General Meeting 2018

CEO-Speech

Dietmar Siemssen, Chairman of the Management Board

The spoken word is binding.

Welcome

Dear Shareholders,

Dear Representatives of Shareholders,

Dear Ladies and Gentlemen,

Welcome to the 2018 Annual General Meeting of Stabilus.

The Fiscal Year 2017 was a very important one for Stabilus. In this record year, we achieved important objectives and we started the next phase of our strategic planning objectives through the 2025 financial year; once again setting ambitious long-term goals: STAR 2025.

With respect to our vision “being the world's leading supplier of motion control systems”, our key focus remains on sustainable and profitable growth. As we do so, we expect our growth to continue to run at rates clearly above average market growth rates. But before we review the highlights of FY 2017, I would like to draw your attention to the Supervisory Board.

New composition of Supervisory Board

The Annual General Meeting today will vote on the new composition of our Supervisory Board. First and foremost, I would like to take the opportunity to thank Mr. Stark, Chairman of the Supervisory Board, for his contribution to the development of Stabilus.

Mr. Stark has been Chairman of the Supervisory Board since our IPO in 2014. In the years of his term we drove Stabilus from one record year to another. Today Stabilus is a different company than the years before. Many important decisions were taken to continue the Stabilus success story. In the past years we successfully developed in the area of electromechanical drives. With our solutions we are now number one in this growing Powerise sector. We further balanced our global footprint and strengthened our presence in the Asian markets. The complete refinancing of the Group in 2015, the company's biggest acquisition in 2016 including the capital increase and the successful integration are further examples to show the strong development and high dynamic of our Stabilus.

On behalf of the whole company and its employees, the Supervisory Board and Management Board have expressed gratitude to Udo Stark for his remarkable contribution to the success of the company.

Today our shareholders will vote on the renewal of the mandates of the other three members of the Supervisory Board. Dr. Stephan Kessel, Vice Chairman, is designated as new Chairman. He has held various advisory positions at

Stabilus since 2008 and joined the Supervisory Board in 2014. He is thus very well acquainted with Stabilus.

With Dr. Dirk Linzmeier, designated CEO of the planned Osram/Continental joint venture, an experienced manager and electronics expert is recommended for the open position in the Supervisory Board. We believe his experience in electronics both on the OEM and supplier side will be highly beneficial for our further development.

I would like to thank you, dear shareholders, for your confidence in Stabilus during FY 2017 and I hope that you will continue to accompany us on our road to success.

I wish to warmly thank my colleagues on the management team and our employees worldwide for their extraordinary contribution, which led to the impressive success of Stabilus.

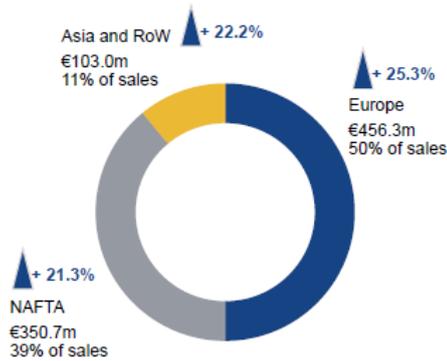
Our Supervisory Board was closely involved in this past fiscal year of Stabilus. Mr. Stark will provide an update to you in a few minutes. My thanks go to the Supervisory Board for its continued close cooperation.

Stabilus at a glance

STABILUS record year 2017

Turnover by region

Revenue FY2017: €910.0m



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In all kinds of industries



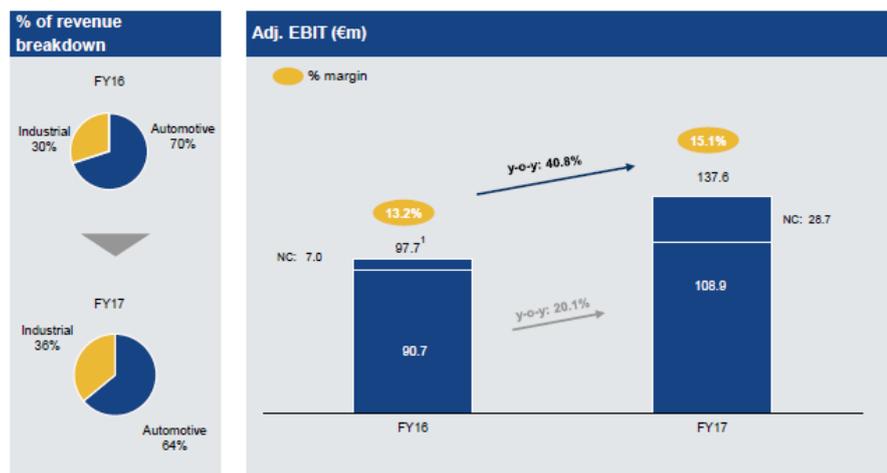
In Fiscal Year (FY) 2017 Stabilus S.A. maintained its strong growth path. Revenues have increased by +23.4% to EUR 910.0 million (+EUR 172.5 million) with organic growth contributing to nearly half of it at a rate of 11.3%. When broken down by regions, group revenues rose by 25.3% in Europe, by 21.3% in NAFTA, and by 22.2% in Asia/Pacific and RoW (Rest of World).

One reason for the revenue increase in our industrial segments is the stronger penetration of existing markets. The upturn in regions and branches gave us many opportunities for growth. Our experienced application engineers constantly find new solutions which are designed to raise the comfort level in people's lives.

Another push in industrial revenues comes from the allocation of the four acquired companies. They have

adapted to our Stabilus high performance culture and started to grow again.

Favorable revenue breakdown, higher adj. EBIT margin



Note: NC = contribution of 'new companies' ACE, Hahn Gasfedern, Fabreeka / Tech Products (acquired in June 2016).
¹ Adjustments for pension interest charges in EBIT are discontinued from Q1 FY17 on, i.e. there is no adjustment for €0.8m pension interest in FY17. For comparison reasons, FY16 adj. EBIT was reduced in this presentation by €1.1m (FY16 pension interest).

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The actual achieved revenue split between industrial and automotive businesses, 36:64, is a level we feel very comfortable with. The higher margins in selected industrial businesses have helped to further improve our adjusted EBIT margin.

The remarkable 40.8% increase of the adjusted EBIT gives proof of the integration success and positive impact from executing our high-performance culture.

The increase of the EBIT margin from 12% - 13% before the acquisition to 15.1% in FY2017 confirms the capability of the teams to deliver. They are strongly committed to continuously improve our processes and efficiency.

Broad motion control product portfolio



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Fiscal Year 2017 was the first year where the new companies were completely consolidated. They have broadened our product portfolio and pushed our strategic approach to transform Stabilus into a leading company in the motion control business. In addition to our classical gas springs, dampers and innovative Powerise devices, we now also offer dampers for automation equipment, double-stroke gas springs, air springs and elastomer pads for vibration isolation.

The new products enable us to offer solutions with exciting potential in our markets. We further develop new solutions for segments such as automotive or renewable energies.

Group Convention 2017

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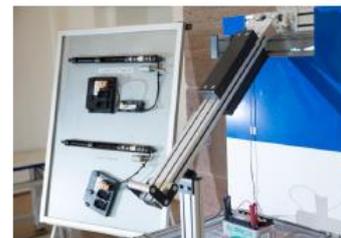
Group Convention 2017



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Group Convention 2017



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The year 2017 had further extraordinary highlights. For the first time, we organized a Group Convention with our top 140 managers from all entities worldwide. Why did we meet?

In August 2017 we broke through the EUR800 million revenue threshold. This was an important milestone for us. In the year 2011 we defined our STAR 2020 strategy and objectives. One of the very important goals was to double revenues up to EUR800 million until 2020. After ten years of stagnation it was a very ambitious goal. We aimed high, we were committed and we achieved it three years ahead. The Group Convention was an excellent occasion to celebrate this success.

It would not be in line with the Stabilus culture to come together for a celebration only. The meeting's main topic was our next step strategy, STAR 2025. We also reviewed our key success factors and presented the most relevant innovations concerning future products and production processes. The show stimulated a lot of positive excitement about our tremendously innovative pipeline and the already achieved broad motion control product portfolio.

The discussion of our new long-term goals STAR 2025, our roadmap as well as the roll-out of our corporate values, created a strong momentum of commitment and enthusiasm in our management team. This Group Convention was a powerful signal. All 140 participants are strongly convinced that the team will deliver.

STAR 2025

STAR 2025 – Stabilus long-term strategy

VISION: In 2025 Stabilus is the leading motion control company.



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With STAR 2025 we continue to pursue our plans with the same methodology that has made us successful in the past years. The objectives, performance indicators, and strategic measures derived from STAR 2025 will enable us to build on our technological leadership in our target markets. And we will create even closer ties with our customers to support them with solutions that help them retain their market edge.

Sustainable growth:

Stabilus strives to continue to grow faster than the market, setting itself a target of average annual growth of at least 6%. We will win new customers, introduce product innovations, and explore new and existing markets to grow. The company will also continue to review selected external growth opportunities. The forces driving this ambitious growth are global developments with

megatrends such as demographic change, digitization, and autonomous driving.

Globalization:

Stabilus intends to systematically extend its global footprint, keeping in mind growth rates in individual markets. We will remain true to our "In the region for the region" principle, under which regional development and distribution competencies are set up locally; for example, in China, South Korea, and Mexico. Over the medium- to long-term, orders received from a region are to be produced to a large extent in the respective region.

Excellence:

The Stabilus excellence initiative is designed to address more than just the excellence of production and product quality. The initiative aims at ensuring that all employees continuously pursue excellence in all of their actions. Every single process and operation inside the company is to be steadily improved. Through this commitment to quality, Stabilus is seeking to extend its leadership in the field of both quality and technology.

Innovation:

With our innovations we set new market standards; these traits have long been key strengths of Stabilus. To further build on our leading position, we are investing in a growing number of development projects. Common to them all is the aim of shortening innovation cycles, of establishing an innovative culture, and of keeping the innovative pipeline filled with new products and applications. We derive our growth potential from global megatrends. Stabilus sees them

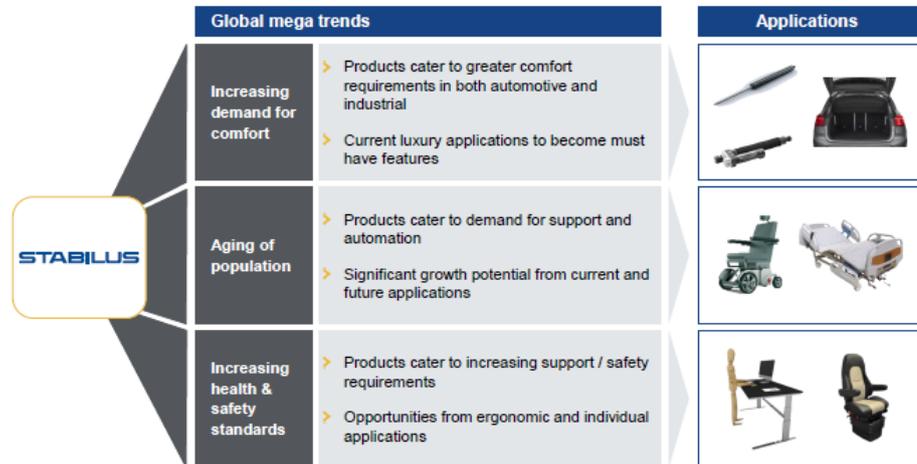
linked to further developments such as digitization, e-mobility, autonomous driving, and the rise of megacities. Identifying customer needs, getting together with customers to develop solutions jointly, and seizing market opportunities all serve as a solid basis for strong growth fueled by innovative products and applications.

One Stabilus:

We are one company with one team and share the same objectives. To work on our “One Stabilus” goal is one of our daily tasks. Our leadership profile, our values and our STAR strategy process serve to foster a group-wide sense of team spirit and togetherness. Our “One Stabilus” goal will also foster innovation and a constant willingness to embrace change. The corporate culture we create within Stabilus empowers us to face the challenges ahead of us.

Surfing the wave: Megatrends

Stabilus is well positioned to benefit from current mega trends



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Our company success is strongly supported by global megatrends like the increasing demand for comfort, an aging population in many countries and increasing health & safety standards.

Our broad variety of different technical solutions allows us to develop products for each and every industry. The innovative Powerise[®] devices are excellent comfort products in the automotive sector and other industries. Gas springs and dampers are long-lasting solutions to allow the users an extraordinary motion experience. Federbein solutions in wheelchairs enable to climb stairs and give more mobility to handicapped people.

We continuously analyze markets and trends and identify opportunities to go new ways. One example is our in 2017 founded joint venture “Stabilus Actio GmbH”. We branched

out into developing and producing height-adjustable table columns, a dynamically growing business segment for ergonomic office furniture.

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Future trends are seen as additional opportunities



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Several global trends are also on our radar screen where we identified growth opportunities:

Autonomous driving requires electromechanical drives for side-doors of cars. Future cars will increase the demand for solutions for seats, tables, swivel arms and more. Stabilus has the long-term experience in the support of such developments.

Green energies like solar energy, wind energy and hydropower offer opportunities and Stabilus is entering these businesses.

Digitalization is another megatrend offering a lot of opportunities. To be an important player in this segment it is necessary that our devices learn to sense and communicate.

Exciting new developments and applications are on the horizon.

Stabilus continues to intensify its R&D activities and significantly increased R&D expenses from 3.6% of sales in Fiscal Year 2016 to 4.2% in Fiscal Year 2017. Meanwhile we have our first in-house experts in electronics hardware and software to broaden our competencies in R&D.

FY 2017 results

FY2017 highlights

Fiscal year-end September

| | |
|---------------------------|---|
| Revenue | <ul style="list-style-type: none"> > Revenue up by 23.4% to €910.0m (+€172.5m vs. FY16) > Growth in all regions: Europe (+25.3%), NAFTA (+21.3%), as well as Asia / Pacific and RoW (+22.2%) > Growth in Powerise (+24.5%), Capital Goods (+19.5%), as well as Gas Spring (+6.4%) |
| Adj. EBIT | <ul style="list-style-type: none"> > Adj. EBIT up by 40.8% to €137.6m (+€39.9m vs. FY16) > Adj. EBIT margin at 15.1% (vs. FY16 margin of 13.2%) |
| Profit | <ul style="list-style-type: none"> > Profit after tax up from €48.0m in FY16 to €79.2m in FY17 (+€31.2m vs. FY16) > Profit margin at 8.7% (vs. FY16 margin of 6.5%) > Earnings per share at €3.21 (FY16: €2.21) |
| Net leverage ratio | <ul style="list-style-type: none"> > €50m early / voluntary repayment of senior loans in Q4 FY17 (repayment of €62.5m in 12M FY17) > Net leverage ratio at 1.5x (vs. 2.5x end FY2016) > Net financial debt at €274.4m |
| Outlook | <ul style="list-style-type: none"> > FY2018 revenue guidance: <ul style="list-style-type: none"> > organic and at constant fx rates vs. FY17 (i.e. at 1.10 \$/€) ~ 7.1% y-o-y growth > assuming 1.15 \$/€, ~ €960m (~ 5.5% y-o-y change) > FY2018 adj. EBIT margin guidance: ca. 15.5% |

Please, let me now wrap up the highlights of last financial year 2017 without going into detail.

Looking at the figures you see that

- revenues,
- adjusted EBIT and adjusted EBIT margin,
- our leverage ratio and the
- earnings per share

developed very positively. Our strategy has been proven right, we are able to generate profitable growth in traditional and new markets. We are forming a new Stabilus, which has the flexibility and strengths to face the challenges ahead of us.

Stabilus share price performance in FY2017



The interest in our shares is high, the Stabilus story is recognized in the financial market. The positive operational development is reflected in our share price, which increased by 48.5% over the course of the Fiscal Year 2017 and once again substantially outperformed the peer indices: the SDAX, the DAXsector All Automobile and the DAXsector Industrial.

The Management Board and the Supervisory board have resolved to propose a dividend distribution of €0.80 per share for FY2017 to this Annual General Meeting. We see this amount as a good balance between the interest of our shareholders getting a dividend paid and the development of sustainable growth opportunities for the company.

Q1 FY 2018 Highlights

Q1 FY2018 highlights

Fiscal year-end September

| | |
|---------------------------|--|
| Revenue | <ul style="list-style-type: none"> ➤ Revenue up by 9.4% to €230.6m (+€19.9m vs. Q1 FY17) ➤ Growth in all regions: Europe (+13.5%), NAFTA (+2.5%), as well as Asia / Pacific and RoW (+15.7%) ➤ Growth in Powerise (+20.8%), Vibration & Velocity Control (+15.9%), Capital Goods (+10.9%) as well as Commercial Furniture (+7.4%) |
| Adj. EBIT | <ul style="list-style-type: none"> ➤ Adj. EBIT up by 15.3% to €33.9m (vs. €29.4m in Q1 FY17) ➤ Adj. EBIT margin at 14.7% (vs. 14.0% in Q1 FY17) |
| Profit | <ul style="list-style-type: none"> ➤ Profit after tax at €21.7m in Q1 FY18 (vs. €29.8m, or €15.7m excl. impact from fx gain on loans, in Q1 FY17) ➤ Profit margin at 9.4% (vs. 14.1% in Q1 FY17) |
| Net leverage ratio | <ul style="list-style-type: none"> ➤ Net leverage ratio at 1.4x (vs. 2.3x as of end Q1 FY17 and 1.5x as of end FY17) ➤ Net financial debt at €262.2m |
| Outlook | <ul style="list-style-type: none"> ➤ FY2018 revenue guidance: ~ 7.1% y-o-y growth to €975m (organic, at constant \$/€ rate, i.e. @ 1.10 \$/€), ~ 5.5% change y/y to €980m @ 1.15 \$/€ and ~ 3.8% change y/y to €945m @ 1.20 \$/€ ➤ FY2018 adj. EBIT margin guidance: ca. 15.5% |

Today, mid of February we are already in the middle of the second quarter of our FY 2018. In Q1 we again experienced solid revenue growth of 9.4%.

The adjusted EBIT margin rose by 70 basis points to 14.7%.

The development of the profit needs additional explanation. Q1 FY17 was impacted by non-cash items in the financial result: EUR 20.2 million net foreign exchange gain on loans in Q1 FY17 and EUR (0.3) million net foreign exchange loss on loans in Q1 FY18.

The net leverage ratio is now 1.4x.

We keep our guidance unchanged: 7.1% y-o-y growth to €975 million at constant \$/€ FX rate, i.e. 1.10 \$/€ and adjusted EBIT margin 15.5%.

Ending

In this year, we have further developed the capabilities to face future challenges. This gives us strength to continue our growth path after this fantastic fiscal year 2017. We have defined new ambitious long-term goals. Together with our broad product portfolio, our powerful corporate culture based on values, conviction and our innovative thinking we are an attractive company. I am convinced that our talented employees are key to our further success.

Thank you for your attention. We look forward to answering your questions now.