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Agenda

1. Financial highlights
2. Results by region
3. Results by market
4. Outlook
5. Appendix
Agenda

1. Financial highlights
FY2018 highlights

Fiscal year-end September

| Revenue          | Revenue up by 5.8% to €962.6m (+€52.6m vs. FY17); revenue growth w/o FX: +8.8% y/y  
|                  | Asia / Pacific and RoW up by 19.5% y/y, Europe up by 7.7% y/y, NAFTA - 0.7% y/y (+ 7.0% y/y w/o FX)  
|                  | Automotive Powerise + 10.3% y/y, Commercial Furniture + 8.6% y/y, Vibration & Velocity Control + 8.2% y/y, Capital Goods + 7.6% y/y and Automotive Gas Spring + 0.5% y/y |
| Adj. EBIT        | Adj. EBIT\(^1\) up by 8.5% to €149.3m (vs. €137.6m in FY17)  
|                  | Adj. EBIT margin at 15.5% (vs. 15.1% in FY17) |
| Profit           | Profit at €105.4m in FY18 (vs. €79.2m in FY17)  
|                  | Profit margin at 10.9% (vs. 8.7% in FY17)  
|                  | Earnings per share at €4.27 (vs. €3.21 in FY17) |
| Net leverage ratio | Net leverage ratio\(^1\) at 1.1x (vs. 1.5x as of end FY17)  
|                  | Net financial debt\(^1\) at €199.2m |
| Outlook          | FY2019 revenue outlook: c. 5% y/y at constant $/€ rate vs. FY18 of 1.19; STAR 2025 mid- and long-term guidance for average annual growth of at least 6% confirmed  
|                  | FY2019 adj. EBIT margin forecasted at c. 15.5% |

Note:
\(^1\) For definition/calculation of KPIs like adj. EBIT, net leverage ratio etc. refer to appendix and/or our financial reports and quarterly statements under [www.ir.stabilus.com](http://www.ir.stabilus.com).

FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.16$/$ in Q4 FY18 versus 1.18$/$ in Q4 FY17.

Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
Stabilus shows strong operating performance in Q4 FY2018 (y-o-y)

<table>
<thead>
<tr>
<th>Revenue (€m)</th>
<th>Adj. EBIT (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 FY17: 220.9</td>
<td>Q4 FY17: 15.5%</td>
</tr>
<tr>
<td>Q4 FY18: 230.8</td>
<td>Q4 FY18: 15.9%</td>
</tr>
<tr>
<td>y-o-y: 4.5%</td>
<td>y-o-y: 7.0%</td>
</tr>
<tr>
<td>FX: 1.6</td>
<td></td>
</tr>
<tr>
<td>w/o FX: 229.2 + 3.8%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Profit (€m)</th>
<th>FCF (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 FY17: 10.2</td>
<td></td>
</tr>
<tr>
<td>Q4 FY18: 32.8</td>
<td></td>
</tr>
<tr>
<td>y-o-y: 221.6%</td>
<td></td>
</tr>
<tr>
<td>% margin: 4.6%</td>
<td></td>
</tr>
<tr>
<td>% margin: 14.2%</td>
<td></td>
</tr>
</tbody>
</table>

| Q4 FY17: 25.2 |
| Q4 FY18: 28.3 |
| % revenue: 11.4% |
| y-o-y: 12.3% |
| % revenue: 12.3% |

Note: FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.16$/€ in Q4 FY18 versus 1.18$/€ in Q4 FY17.
Stabilus shows strong operating performance in FY2018 (y-o-y)

**Revenue (€m)**

- FY17: 910.0
- FY18: 962.6

**y-o-y: 5.8%**

**FX: (27.3)**

w/o FX: 989.9 + 8.8%

**Adj. EBIT (€m)**

- FY17: 15.1%
- FY18: 15.5%

**Profit (€m)**

- FY17: 79.2
- FY18: 105.4

**% margin**

8.7% y-o-y: 33.1%

10.9%

**FCF (€m)**

- FY17: 77.8
- FY18: 100.2

**% revenue**

8.5% y-o-y: 28.8%

10.4%

Note: FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.
Agenda

2. Results by region
Q4 FY2018 revenue and adj. EBIT growth – by region (y-o-y)

Revenue by region\(^1\) (€m)

<table>
<thead>
<tr>
<th>Region</th>
<th>Q4 FY17</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>110.9</td>
<td>114.3</td>
</tr>
<tr>
<td>NAFTA</td>
<td>83.1</td>
<td>86.2</td>
</tr>
<tr>
<td>Asia / Pacific and RoW</td>
<td>27.0</td>
<td>30.2</td>
</tr>
</tbody>
</table>

Growth: y-o-y: 4.5%

Adj. EBIT by region (€m)

<table>
<thead>
<tr>
<th>Region</th>
<th>Q4 FY17</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>3.7</td>
<td>4.6</td>
</tr>
<tr>
<td>NAFTA</td>
<td>12.5</td>
<td>12.6</td>
</tr>
<tr>
<td>Asia / Pacific and RoW</td>
<td>17.9</td>
<td>19.3</td>
</tr>
</tbody>
</table>

Growth: y-o-y: 7.0%

Note: Stabilus fiscal year-end is September. Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.16$/€ in Q4 FY18 versus 1.18$/€ in Q4 FY17.
\(^1\) Billed-from view, without intersegment revenue.
## FY2018 revenue and adj. EBIT growth – by region (y-o-y)

### Revenue by region (€m)

<table>
<thead>
<tr>
<th>Region</th>
<th>FY17</th>
<th>FY18</th>
<th>y-o-y: 5.8%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>456.3</td>
<td>491.3</td>
<td>7.7%</td>
</tr>
<tr>
<td>NAFTA</td>
<td>350.7</td>
<td>348.1</td>
<td>(0.7)%</td>
</tr>
<tr>
<td>Asia / Pacific and RoW</td>
<td>103.0</td>
<td>123.1</td>
<td>19.5%</td>
</tr>
</tbody>
</table>

### Adj. EBIT by region (€m)

<table>
<thead>
<tr>
<th>Region</th>
<th>FY17</th>
<th>FY18</th>
<th>y-o-y: 8.5%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>68.0</td>
<td>77.4</td>
<td>13.8%</td>
</tr>
<tr>
<td>NAFTA</td>
<td>55.1</td>
<td>51.9</td>
<td>(5.8)%</td>
</tr>
<tr>
<td>Asia / Pacific and RoW</td>
<td>14.5</td>
<td>20.0</td>
<td>37.9%</td>
</tr>
</tbody>
</table>

Note: Stabilus fiscal year-end is September. Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.

FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.

FXe = currency effect resulting from translation of NAFTA’s adj. EBIT from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.

1 Billed-from view, without intersegment revenue.
FY2018 – Europe

**Key highlights**

- Europe car production in FY18 at 22.4m units, i.e. + 2.2% vs. FY17
- Europe’s revenue increased by 7.7% or €35.0m y/y
- The increase was primarily driven by our Capital Goods and Powerise business units: Capital Goods revenue grew by 12.2% or €15.9m to €146.6m (vs. €130.7m in FY17), Powerise revenue increased by 8.9% or €8.9m to €109.0m (vs. €100.1m in FY17)
- Stronger growth in Capital Goods supported adj. EBIT margin improvement to 15.8% in FY18 (vs. 14.9% in FY17)

---

**Revenue**

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>y-o-y: 7.7%</th>
</tr>
</thead>
<tbody>
<tr>
<td>External</td>
<td>456.3</td>
<td>491.3</td>
<td></td>
</tr>
</tbody>
</table>

**Adj. EBIT**

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>% margin: 13.8%</th>
</tr>
</thead>
<tbody>
<tr>
<td>External</td>
<td>68.0</td>
<td>77.4</td>
<td>15.8%</td>
</tr>
</tbody>
</table>

Note: Stabilus fiscal year-end is September.

1 External revenue only.
FY2018 – NAFTA

Revenue (€m)

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>350.7</td>
<td>348.1</td>
</tr>
</tbody>
</table>

y-o-y: (0.7)%

FX: (27.3)

w/o FX: 375.4 +7.0%

Key highlights

- NAFTA car production in FY18 at 16.9m units, i.e.
  - 2.1% vs. FY17

- NAFTA's revenue - 0.7% y/y due to weaker US dollar in FY18 (+7.0% y/y excluding the $/€ currency translation effect)

- NAFTA's development in FY18 was primarily driven by our Vibration & Velocity Control and Automotive Powerise business: Vibration & Velocity Control revenue +5.7% y/y (+ 14.1% y/y excl. currency effect), Automotive Powerise revenue - 0.4% y/y (+ 7.4% y/y excl. currency effect)

- Adj. EBIT margin at 14.9% (vs. 15.7% in FY7), - 80bp due to higher expenses in Q2 FY18, in Capital Goods – for subsequent product amendments (cf. Q2 FY18 results presentation, p. 11)

Adj. EBIT (€m)

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>55.1</td>
<td>51.9</td>
</tr>
</tbody>
</table>

y-o-y: (5.8)%

FXe: (4.1)

w/o FXe: 56.0 +1.6%

Note: Stabilus fiscal year-end is September. ¹ External revenue only.

FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.

FXe = currency effect resulting from translation of NAFTA's adj. EBIT from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.
FY2018 – Asia / Pacific and RoW

Key highlights

- Asia/Pacific and RoW car production in FY18 at 56.7m units, i.e. + 1.5% vs. FY17 (China: + 1.0%, Japan/Korea: - 3.1%, South America: + 11.0%)

- Asia/Pacific and RoW’s revenue increased by 19.5%

- The increase was primarily driven by our Powerise business: Powerise revenue grew from €5.8m in FY17 to €22.4m in FY18 reflecting increased shipments to VW, GM, Chrysler as well as local Chinese OEMs

- Adj. EBIT margin improved from 14.1% in FY17 to 16.2% in FY18 primarily due to higher capacity utilization of the Powerise line in China

Note: Stabilus fiscal year-end is September.

1 External revenue only.
Agenda

3. Results by market
Q4 FY2018 revenue growth – by market / business (y-o-y)

Revenue by business (€m)

<table>
<thead>
<tr>
<th></th>
<th>Automotive</th>
<th>Industrial¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 FY17</td>
<td>141.3</td>
<td>79.6</td>
</tr>
<tr>
<td>Q4 FY18</td>
<td>146.9</td>
<td>83.9</td>
</tr>
</tbody>
</table>

Growth:
- 5.4% w/o FX: + 4.6%
- 4.0% w/o FX: + 3.3%

Note: Stabibus fiscal year-end is September.

¹ Industrial including Capital Goods, Vibration & Velocity Control and Commercial Furniture revenue.

FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.16$/€ in Q4 FY18 versus 1.18$/€ in Q4 FY17. Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
FY2018 revenue growth – by market / business (y-o-y)

Revenue by business (€m)

FY17

FY18

Automotive

Industrial¹

326.3

583.7

352.0

610.6

Growth

y-o-y: 5.8%

7.9%

w/o FX: + 10.4%

4.6%

w/o FX: + 7.9%

% of revenue breakdown

Industrial 36%

Automotive 64%

Industrial 37%

Automotive 63%

Note: Stabilus fiscal year-end is September.

¹ Industrial including Capital Goods, Vibration & Velocity Control and Commercial Furniture revenue.

FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.

Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
FY2018 revenue growth – Automotive business (y-o-y)

<table>
<thead>
<tr>
<th>Revenue (€m)</th>
<th>Gas Spring</th>
<th>Powerise</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>340.5</td>
<td>243.2</td>
</tr>
<tr>
<td>FY18</td>
<td>342.3</td>
<td>268.3</td>
</tr>
</tbody>
</table>

- **Global car production in FY18 at 96.0m, i.e. + 1.0% vs. FY17**
- **Automotive revenue + 4.6% y/y (+ 7.9% without $/€ currency translation effect)**
- **Automotive Gas Spring revenue + 0.5% y/y (+ 3.0% without $/€ currency translation effect)**
- **Powerise revenue + 10.3% y/y (+14.7% y/y without $/€ currency translation effect) – y-o-y growth particularly in Asia/Pacific and RoW (China plant)**
- **Continuing consumer trend towards SUV’s, crossovers, MPVs, hatchbacks supports our overall automotive revenue development**

Note: Stabilus fiscal year-end is September.

FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17. Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
FY2018 revenue growth – Industrial business (y-o-y)

<table>
<thead>
<tr>
<th>Revenue (€m)</th>
<th>Capital Goods</th>
<th>Vibration &amp; Velocity Control</th>
<th>Commercial Furniture</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>204.4</td>
<td>93.9</td>
<td>28.0</td>
</tr>
<tr>
<td>FY18</td>
<td>220.0</td>
<td>101.6</td>
<td>30.4</td>
</tr>
</tbody>
</table>

- **Industrial revenue increased by 7.9% (10.4% excluding $/€ currency translation effect)**
- **Excluding $/€ currency translation effect Capital Goods grew by 9.9%, Vibration & Velocity Control by 11.5%, and Commercial Furniture by 10.0%**
- **Continuing strong growth e.g. in the following segments: construction machinery, bus/truck/transportation, medical technology**
- **From October 1, 2018 onwards, Commercial Furniture business unit will be integrated into Capital Goods business unit**

**Key highlights**

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FX = currency effect resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.
Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
Agenda

1.

2.

3.

4. Outlook

5.
Outlook

<table>
<thead>
<tr>
<th></th>
<th>FY2018 Actual</th>
<th>FY2019 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€ million</td>
<td>percent</td>
</tr>
<tr>
<td>Revenue</td>
<td>€962.6m (@ 1.19 $/€)</td>
<td>~ €1,010m (@ 1.19 $/€)</td>
</tr>
<tr>
<td>% Adj. EBIT margin</td>
<td>15.5%</td>
<td>~ 15.5%</td>
</tr>
</tbody>
</table>

Comments

- Revenue outlook for FY2019: c. 5% y/y at constant avg. $/€ rate vs. FY18 of 1.19 to approx. €1,010m; STAR 2025 mid- and long-term guidance for average annual growth of at least 6% confirmed.
- Decrease of US$/€ avg. fx rate by 0.10 $/€ leads to a revenue increase by approx. €30m and vice versa.
- FY2019 adj. EBIT margin estimated at c. 15.5%.

Note: Stabilus fiscal year-end is September.
Agenda

5. Appendix
Revenue by region and customer market (3M ended Sept 30, 2018)

<table>
<thead>
<tr>
<th>External revenue (€m)</th>
<th>Q4 FY2017 Actual</th>
<th>Q4 FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive Gas Spring</td>
<td>37.4</td>
<td>35.2</td>
<td>(2.2)</td>
<td>(5.9)%</td>
</tr>
<tr>
<td>Automotive Powerise</td>
<td>25.0</td>
<td>25.5</td>
<td>0.5</td>
<td>2.0%</td>
</tr>
<tr>
<td>Industrial / Capital Goods</td>
<td>30.3</td>
<td>33.4</td>
<td>3.1</td>
<td>10.2%</td>
</tr>
<tr>
<td>Vibration &amp; Velocity Control</td>
<td>13.1</td>
<td>14.0</td>
<td>0.9</td>
<td>6.9%</td>
</tr>
<tr>
<td>Commercial Furniture</td>
<td>5.1</td>
<td>6.3</td>
<td>1.2</td>
<td>23.5%</td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td><strong>110.9</strong></td>
<td><strong>114.3</strong></td>
<td><strong>3.4</strong></td>
<td><strong>3.1%</strong></td>
</tr>
<tr>
<td>Automotive Gas Spring</td>
<td>24.2</td>
<td>27.2</td>
<td>3.0</td>
<td>12.4%</td>
</tr>
<tr>
<td>Automotive Powerise</td>
<td>32.3</td>
<td>33.6</td>
<td>1.3</td>
<td>4.0%</td>
</tr>
<tr>
<td>Industrial / Capital Goods</td>
<td>16.2</td>
<td>14.8</td>
<td>(1.4)</td>
<td>(8.6)%</td>
</tr>
<tr>
<td>Vibration &amp; Velocity Control</td>
<td>9.2</td>
<td>9.3</td>
<td>0.1</td>
<td>1.1%</td>
</tr>
<tr>
<td>Commercial Furniture</td>
<td>1.2</td>
<td>1.3</td>
<td>0.1</td>
<td>8.3%</td>
</tr>
<tr>
<td><strong>NAFTA^1</strong></td>
<td><strong>83.1</strong></td>
<td><strong>86.2</strong></td>
<td><strong>3.1</strong></td>
<td><strong>3.7%</strong></td>
</tr>
<tr>
<td>Automotive Gas Spring</td>
<td>19.0</td>
<td>19.9</td>
<td>0.9</td>
<td>4.7%</td>
</tr>
<tr>
<td>Automotive Powerise</td>
<td>3.4</td>
<td>5.5</td>
<td>2.1</td>
<td>61.8%</td>
</tr>
<tr>
<td>Industrial / Capital Goods</td>
<td>3.3</td>
<td>3.6</td>
<td>0.3</td>
<td>9.1%</td>
</tr>
<tr>
<td>Vibration &amp; Velocity Control</td>
<td>1.2</td>
<td>1.3</td>
<td>0.1</td>
<td>8.3%</td>
</tr>
<tr>
<td>Commercial Furniture</td>
<td>-</td>
<td>0.1</td>
<td>n/a</td>
<td>n/a</td>
</tr>
<tr>
<td><strong>Asia / Pacific and RoW</strong></td>
<td><strong>27.0</strong></td>
<td><strong>30.2</strong></td>
<td><strong>3.2</strong></td>
<td><strong>11.9%</strong></td>
</tr>
<tr>
<td>Total Automotive Gas Spring</td>
<td>80.7</td>
<td>82.5</td>
<td>1.8</td>
<td>2.2%</td>
</tr>
<tr>
<td>Total Automotive Powerise</td>
<td>60.6</td>
<td>64.4</td>
<td>3.8</td>
<td>6.3%</td>
</tr>
<tr>
<td>Total Industrial / Capital Goods</td>
<td>49.7</td>
<td>51.8</td>
<td>2.1</td>
<td>4.2%</td>
</tr>
<tr>
<td>Total Vibration &amp; Velocity Control</td>
<td>23.6</td>
<td>24.5</td>
<td>0.9</td>
<td>3.8%</td>
</tr>
<tr>
<td>Total Commercial Furniture</td>
<td>6.3</td>
<td>7.6</td>
<td>1.3</td>
<td>20.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>220.9</strong></td>
<td><strong>230.8</strong></td>
<td><strong>9.9</strong></td>
<td><strong>4.5%</strong></td>
</tr>
</tbody>
</table>

Note: ^1 NAFTA Q4 FY18 revenue includes currency effect of €1.6m, resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.16$/€ in Q4 FY18 versus 1.18$/€ in Q4 FY17. Since there were no changes in the scope of consolidation in FY18, we don’t use the term ‘organic growth’ in this presentation.

Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
### Revenue by region and customer market (year ended Sept 30, 2018)

#### External revenue (€m)

<table>
<thead>
<tr>
<th></th>
<th>FY2017 Actual</th>
<th>FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive Gas Spring</td>
<td>150.2</td>
<td>154.9</td>
<td>4.7</td>
<td>3.1%</td>
</tr>
<tr>
<td>Automotive Powerise</td>
<td>100.1</td>
<td>109.0</td>
<td>8.9</td>
<td>8.9%</td>
</tr>
<tr>
<td>Industrial / Capital Goods</td>
<td>130.7</td>
<td>146.6</td>
<td>15.9</td>
<td>12.2%</td>
</tr>
<tr>
<td>Vibration &amp; Velocity Control</td>
<td>52.2</td>
<td>55.3</td>
<td>3.1</td>
<td>5.9%</td>
</tr>
<tr>
<td>Commercial Furniture</td>
<td>23.1</td>
<td>25.5</td>
<td>2.4</td>
<td>10.4%</td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td><strong>456.3</strong></td>
<td><strong>491.3</strong></td>
<td><strong>35.0</strong></td>
<td><strong>7.7%</strong></td>
</tr>
<tr>
<td>Automotive Gas Spring</td>
<td>108.8</td>
<td>106.6</td>
<td>(2.2)</td>
<td>(2.0)%</td>
</tr>
<tr>
<td>Automotive Powerise</td>
<td>137.4</td>
<td>136.9</td>
<td>(0.5)</td>
<td>(0.4)%</td>
</tr>
<tr>
<td>Industrial / Capital Goods</td>
<td>62.7</td>
<td>60.6</td>
<td>(2.1)</td>
<td>(3.3)%</td>
</tr>
<tr>
<td>Vibration &amp; Velocity Control</td>
<td>37.0</td>
<td>39.1</td>
<td>2.1</td>
<td>5.7%</td>
</tr>
<tr>
<td>Commercial Furniture</td>
<td>4.8</td>
<td>4.7</td>
<td>(0.1)</td>
<td>(2.1)%</td>
</tr>
<tr>
<td><strong>NAFTA¹</strong></td>
<td><strong>350.7</strong></td>
<td><strong>348.1</strong></td>
<td><strong>(2.6)</strong></td>
<td><strong>(0.7)%</strong></td>
</tr>
<tr>
<td>Automotive Gas Spring</td>
<td>81.4</td>
<td>80.7</td>
<td>(0.7)</td>
<td>(0.9)%</td>
</tr>
<tr>
<td>Automotive Powerise</td>
<td>5.8</td>
<td>22.4</td>
<td>16.6</td>
<td>&gt;100.0%</td>
</tr>
<tr>
<td>Industrial / Capital Goods</td>
<td>11.0</td>
<td>12.8</td>
<td>1.8</td>
<td>16.4%</td>
</tr>
<tr>
<td>Vibration &amp; Velocity Control</td>
<td>4.7</td>
<td>7.2</td>
<td>2.5</td>
<td>53.2%</td>
</tr>
<tr>
<td>Commercial Furniture</td>
<td>0.1</td>
<td>0.1</td>
<td>-</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Asia / Pacific and RoW</strong></td>
<td><strong>103.0</strong></td>
<td><strong>123.1</strong></td>
<td><strong>20.1</strong></td>
<td><strong>19.5%</strong></td>
</tr>
<tr>
<td>Total Automotive Gas Spring</td>
<td>340.5</td>
<td>342.3</td>
<td>1.8</td>
<td>0.5%</td>
</tr>
<tr>
<td>Total Automotive Powerise</td>
<td>243.2</td>
<td>268.3</td>
<td>25.1</td>
<td>10.3%</td>
</tr>
<tr>
<td>Total Industrial / Capital Goods</td>
<td>204.4</td>
<td>220.0</td>
<td>15.6</td>
<td>7.6%</td>
</tr>
<tr>
<td>Total Vibration &amp; Velocity Control</td>
<td>93.9</td>
<td>101.6</td>
<td>7.7</td>
<td>8.2%</td>
</tr>
<tr>
<td>Total Commercial Furniture</td>
<td>28.0</td>
<td>30.4</td>
<td>2.4</td>
<td>8.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>910.0</strong></td>
<td><strong>962.6</strong></td>
<td><strong>52.6</strong></td>
<td><strong>5.8%</strong></td>
</tr>
</tbody>
</table>

Note: ¹ NAFTA FY18 revenue includes currency effect of €(27.3)m, resulting from translation of NAFTA revenue from USD to EUR. Avg. fx rate of 1.19$/€ in FY18 versus 1.10$/€ in FY17.

Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
# P&L overview (3M ended Sept 30, 2018)

<table>
<thead>
<tr>
<th>P&amp;L (€m)</th>
<th>Q4 FY2017 Actual</th>
<th>Q4 FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>220.9</td>
<td>230.8</td>
<td>9.9</td>
<td>4.5%</td>
</tr>
<tr>
<td>COGS</td>
<td>(149.2)</td>
<td>(158.8)</td>
<td>(9.6)</td>
<td>6.4%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td></td>
<td></td>
<td>0.3</td>
<td>0.4%</td>
</tr>
<tr>
<td>% margin</td>
<td>32.5%</td>
<td>31.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>R&amp;D</td>
<td>(10.6)</td>
<td>(10.0)</td>
<td>0.6</td>
<td>(5.7)%</td>
</tr>
<tr>
<td>S&amp;M</td>
<td>(24.0)</td>
<td>(20.1)</td>
<td>3.9</td>
<td>(16.3)%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>(8.3)</td>
<td>(9.6)</td>
<td>(1.3)</td>
<td>15.7%</td>
</tr>
<tr>
<td>Other income/expenses</td>
<td>1.0</td>
<td>0.2</td>
<td>(0.8)</td>
<td>(80.0)%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td></td>
<td></td>
<td>2.4</td>
<td>8.0%</td>
</tr>
<tr>
<td>% margin</td>
<td>13.5%</td>
<td>14.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjustments¹</td>
<td>4.4</td>
<td>4.4</td>
<td>-</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Adj. EBIT¹</strong></td>
<td></td>
<td></td>
<td>2.4</td>
<td>7.0%</td>
</tr>
<tr>
<td>% margin</td>
<td>15.5%</td>
<td>15.9%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: ¹ Adjusted EBIT represents profit from operating activities (EBIT), adjusted for exceptional non-recurring items (e.g. restructuring or one-time advisory costs) and depreciation/amortization of fair value adjustments from purchase price allocations (PPA).
### P&L overview (year ended Sept 30, 2018)

#### P&L (€m)

<table>
<thead>
<tr>
<th></th>
<th>FY2017 Actual</th>
<th>FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>910.0</td>
<td>962.6</td>
<td>52.6</td>
<td>5.8%</td>
</tr>
<tr>
<td>COGS</td>
<td>(637.2)</td>
<td>(671.4)</td>
<td>(34.2)</td>
<td>5.4%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>% margin</td>
<td>30.0%</td>
<td>30.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>R&amp;D</td>
<td>(38.2)</td>
<td>(42.0)</td>
<td>(3.8)</td>
<td>9.9%</td>
</tr>
<tr>
<td>S&amp;M</td>
<td>(80.4)</td>
<td>(81.3)</td>
<td>(0.9)</td>
<td>1.1%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>(35.3)</td>
<td>(38.5)</td>
<td>(3.2)</td>
<td>9.1%</td>
</tr>
<tr>
<td>Other income/expenses</td>
<td>(0.5)</td>
<td>2.6</td>
<td>3.1</td>
<td>&lt;(100.0)%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>118.4</td>
<td>131.9</td>
<td>13.5</td>
<td>11.4%</td>
</tr>
<tr>
<td>% margin</td>
<td>13.0%</td>
<td>13.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjustments(^1)</td>
<td>19.2</td>
<td>17.5</td>
<td>(1.7)</td>
<td>(8.9)%</td>
</tr>
<tr>
<td><strong>Adj. EBIT(^1)</strong></td>
<td>137.6</td>
<td>149.3</td>
<td>11.7</td>
<td>8.5%</td>
</tr>
<tr>
<td>% margin</td>
<td>15.1%</td>
<td>15.5%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: \(^1\) Adjusted EBIT represents profit from operating activities (EBIT), adjusted for exceptional non-recurring items (e.g. restructuring or one-time advisory costs) and depreciation/amortization of fair value adjustments from purchase price allocations (PPA).
## Balance sheet overview

<table>
<thead>
<tr>
<th></th>
<th>Sept 2017 Actual</th>
<th>Sept 2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property, plant and equipment</td>
<td>169.7</td>
<td>179.2</td>
<td>9.5</td>
<td>5.6%</td>
</tr>
<tr>
<td>Goodwill</td>
<td>194.2</td>
<td>195.2</td>
<td>1.0</td>
<td>0.5%</td>
</tr>
<tr>
<td>Other intangible assets(^2)</td>
<td>268.9</td>
<td>247.2</td>
<td>(21.7)</td>
<td>(8.1)%</td>
</tr>
<tr>
<td>Inventories</td>
<td>85.3</td>
<td>90.8</td>
<td>5.5</td>
<td>6.4%</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>105.1</td>
<td>111.3</td>
<td>6.2</td>
<td>5.9%</td>
</tr>
<tr>
<td>Other assets</td>
<td>38.7</td>
<td>43.7</td>
<td>5.0</td>
<td>12.9%</td>
</tr>
<tr>
<td>Cash</td>
<td>68.1</td>
<td>143.0</td>
<td>74.9</td>
<td>&gt;100.0%</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>930.0</strong></td>
<td><strong>1,010.4</strong></td>
<td><strong>80.4</strong></td>
<td><strong>8.6%</strong></td>
</tr>
</tbody>
</table>

**Equity incl. minorities**
- Debt (incl. accrued interest): 322.0 (320.0) (2.0) (0.6)%
- Pension plans and similar obligations: 53.2 (52.2) (1.0) (1.9)%
- Deferred tax liabilities: 60.0 (47.8) (12.2) (20.3)%
- Trade accounts payable: 79.1 (83.2) 4.1 5.2%
- Other liabilities: 79.3 (80.7) 1.4 1.8%

**Total equity and liabilities**: 930.0 (1,010.4) 80.4 8.6%

**Net leverage ratio\(^1\)**
- 1.5x
- **1.1x**

---

**Note:**
1. Net leverage ratio = net financial debt / adj. EBITDA LTM. Net financial debt defined as principal amount of financial debt less cash. Adj. EBITDA LTM = last-twelve-month adjusted earnings before interest, taxes, depreciation and amortization. Refer also to our financial reports and quarterly statements at [www.ir.stabilus.com](http://www.ir.stabilus.com) for further details.
2. Change in other intangible assets mainly due to the amortization of fair value adjustments from purchase price allocations (PPA) in 2010 and 2016.

Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
# Cash flow overview and free cash flow (3M ended Sept 30, 2018)

## Cash Flow Statement (€m)

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY2017 Actual</th>
<th>Q4 FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operating activities</td>
<td>36.5</td>
<td>46.6</td>
<td>10.1</td>
<td>27.7%</td>
</tr>
<tr>
<td>Cash flow from investing activities</td>
<td>(11.3)</td>
<td>(18.3)</td>
<td>(7.0)</td>
<td>61.9%</td>
</tr>
<tr>
<td>Cash flow from financing activities</td>
<td>(51.9)</td>
<td>(1.5)</td>
<td>50.4</td>
<td>(97.1)%</td>
</tr>
<tr>
<td><strong>Net increase / (decrease) in cash</strong></td>
<td>(26.7)</td>
<td>26.8</td>
<td>53.5</td>
<td>&lt;(100.0)%</td>
</tr>
<tr>
<td>Effect of movements in exchange rates</td>
<td>(0.5)</td>
<td>0.3</td>
<td>0.8</td>
<td>&lt;(100.0)%</td>
</tr>
<tr>
<td>Cash as of beginning of the period</td>
<td>95.3</td>
<td>115.8</td>
<td>20.5</td>
<td>21.5%</td>
</tr>
<tr>
<td><strong>Cash as of end of the period</strong></td>
<td>68.1</td>
<td>143.0</td>
<td>74.9</td>
<td>&gt;100.0%</td>
</tr>
</tbody>
</table>

## Free Cash Flow (€m)

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY2017 Actual</th>
<th>Q4 FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operating activities</td>
<td>36.5</td>
<td>46.6</td>
<td>10.1</td>
<td>27.7%</td>
</tr>
<tr>
<td>Cash flow from investing activities</td>
<td>(11.3)</td>
<td>(18.3)</td>
<td>(7.0)</td>
<td>61.9%</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td>25.2</td>
<td>28.3</td>
<td>3.1</td>
<td>12.3%</td>
</tr>
</tbody>
</table>

**Note:**
Free Cash Flow (FCF) = cash flow from operating activities + cash flow from investing activities. It is presented because we believe it is a relevant measure for the assessment of the group’s ability to generate cash which can be used for further investments, debt service and distributions to shareholders. Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
### Cash Flow Statement (€m)

<table>
<thead>
<tr>
<th></th>
<th>FY2017 Actual</th>
<th>FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operating activities</td>
<td>121.9</td>
<td>145.5</td>
<td>23.6</td>
<td>19.4%</td>
</tr>
<tr>
<td>Cash flow from investing activities</td>
<td>(44.1)</td>
<td>(45.3)</td>
<td>(1.2)</td>
<td>2.7%</td>
</tr>
<tr>
<td>Cash flow from financing activities</td>
<td>(83.7)</td>
<td>(25.5)</td>
<td>58.2</td>
<td>(69.5)%</td>
</tr>
<tr>
<td><strong>Net increase / (decrease) in cash</strong></td>
<td><strong>(5.9)</strong></td>
<td><strong>74.7</strong></td>
<td><strong>80.6</strong></td>
<td>&lt;(100.0)%</td>
</tr>
<tr>
<td>Effect of movements in exchange rates</td>
<td>(1.0)</td>
<td>0.2</td>
<td>1.2</td>
<td>&lt;(100.0)%</td>
</tr>
<tr>
<td>Cash as of beginning of the period</td>
<td>75.0</td>
<td>68.1</td>
<td>(6.9)</td>
<td>(9.2)%</td>
</tr>
<tr>
<td><strong>Cash as of end of the period</strong></td>
<td><strong>68.1</strong></td>
<td><strong>143.0</strong></td>
<td><strong>74.9</strong></td>
<td>&gt;100.0%</td>
</tr>
</tbody>
</table>

### Free Cash Flow (€m)

<table>
<thead>
<tr>
<th></th>
<th>FY2017 Actual</th>
<th>FY2018 Preliminary</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
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<td>145.5</td>
<td>23.6</td>
<td>19.4%</td>
</tr>
<tr>
<td>Cash flow from investing activities</td>
<td>(44.1)</td>
<td>(45.3)</td>
<td>(1.2)</td>
<td>2.7%</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td><strong>77.8</strong></td>
<td><strong>100.2</strong></td>
<td><strong>22.4</strong></td>
<td><strong>28.8%</strong></td>
</tr>
</tbody>
</table>

**Note:**
Free Cash Flow (FCF) = cash flow from operating activities + cash flow from investing activities. It is presented because we believe it is a relevant measure for the assessment of the group’s ability to generate cash which can be used for further investments, debt service and distributions to shareholders.
Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided.
Notes re pensions and leasing

Notes

- **Pensions and similar obligations**
  - In FY2018 new demographic tables were issued in Germany (Heubeck Mortality Table 2018G)
  - Changed assumptions for the calculation of pension obligations as of Sept 30, 2018: discount rate of 2.00% in FY18 (vs. 1.87% in FY17), Heubeck Mortality Table 2018G in FY18 (vs. Heubeck Mortality Table 2005G in FY17)
  - As a consequence, liability for pension plans and similar obligations has **decreased by €1m** in FY18 from €53.2m as of Sept 30, 2017 to €52.2m as of Sept 30, 2018

- **Leases**
  - IFRS 16 is applicable for fiscal years beginning on or after January 1, 2019; Stabilus is planning to apply the new method from October 1, 2019
  - Recognition of all leases in the balance sheet – non-current assets and financial debt will increase
  - In the income statement: currently – operating expenses, in the future – depreciation and interest expenses
  - Insignificant volume – **no material impact** on consolidated financial statements of Stabilus S.A.