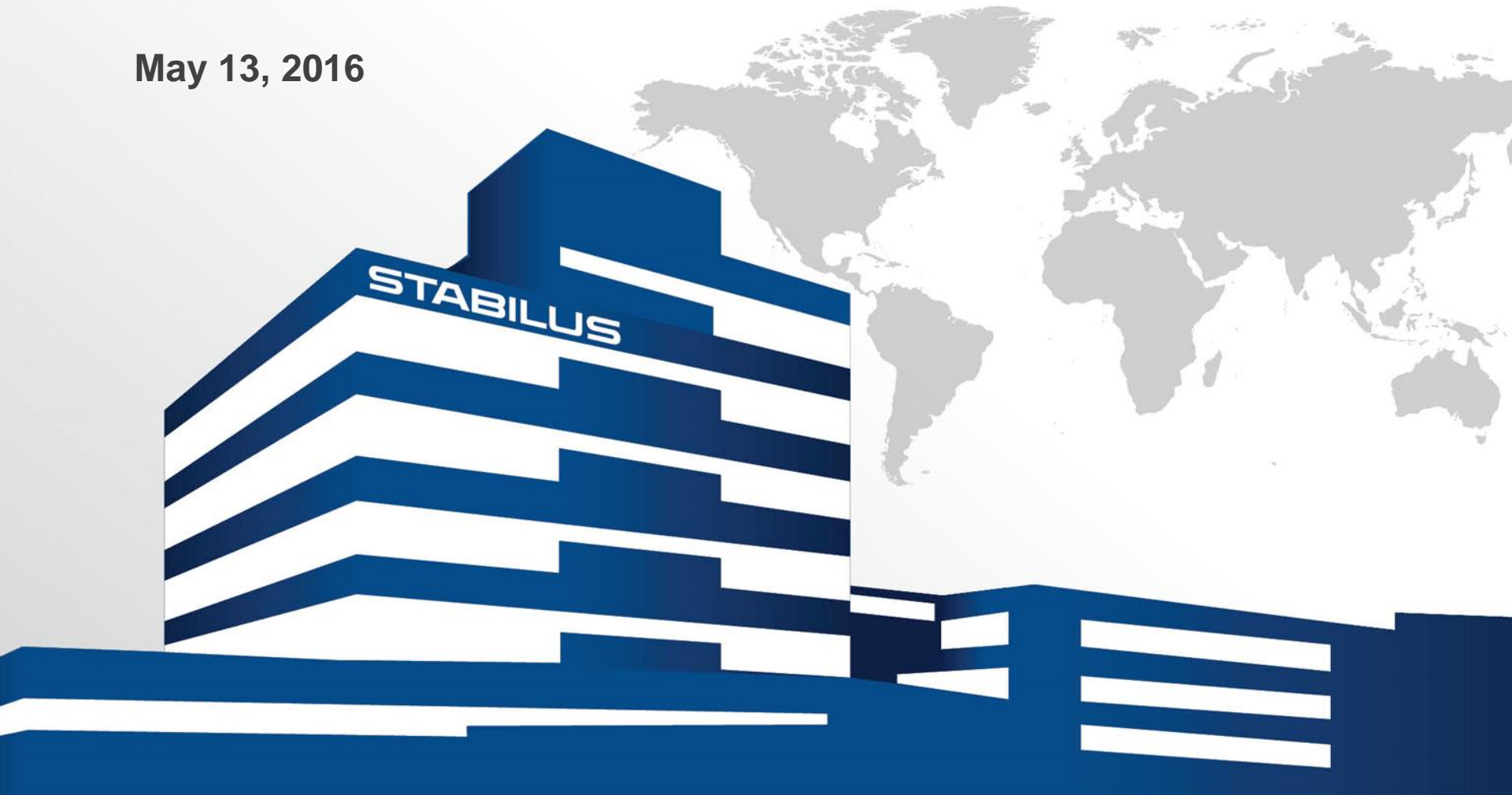


Second quarter results FY2016

May 13, 2016



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Agenda

1. Financial highlights
2. Business by region
3. Business by customer market
4. Update on the acquisition of SKF entities
5. Appendix

Second quarter results FY2016

1. Financial highlights

2.

3.

4.

5.

Highlights Q2 FY2016

Fiscal year-end September

Revenue	<ul style="list-style-type: none">• Revenue up by 14.9% to €180.9mm (+€23.4mm vs. Q2 FY15)• Growth in all regions with NAFTA (+19.1%), Europe (+13.7%) as well as Asia / Pacific and RoW (+7.1%)• Growth in all markets with Powerise (+42.2%), Capital Goods (+9.2%), Swivel Chair (+6.8%) and Gas Spring (+6.4%)
Adj. EBITDA	<ul style="list-style-type: none">• Adj. EBITDA up by 16.0% to €34.0mm (+€4.7mm vs. Q2 FY15)• Adj. EBITDA margin at 18.8% (vs. Q2 FY15 margin of 18.6%)
Adj. EBIT	<ul style="list-style-type: none">• Adj. EBIT up by 15.6% to €25.2mm (+€3.4mm vs. Q2 FY15)• Adj. EBIT margin at 13.9% (vs. Q2 FY15 margin of 13.8%)
Net debt	<ul style="list-style-type: none">• Net financial debt¹ of €218.9mm• Net financial debt / adj. EBITDA LTM decreased to 1.9x (vs. 2.1x as per end FY2015)
Significant events and transactions	<ul style="list-style-type: none">• On April 26, 2016² Stabilus has signed an agreement to acquire ACE, Hahn Gasfedern und Fabreeka / Tech Products in an all-cash transaction for a total consideration of US\$330mm, plus US\$9mm for sharing of expected US tax benefits• Closing is subject to approval by antitrust authorities; it is expected to take place during summer 2016

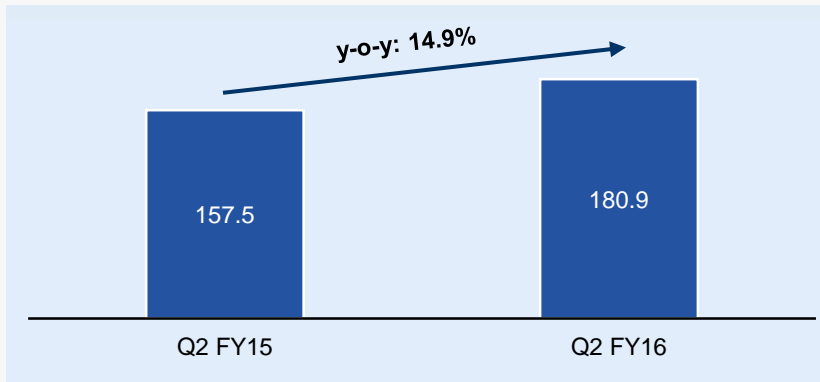
Note:

¹ Net financial debt = principal amount of senior facilities (€265.0mm) less cash (€46.1mm)

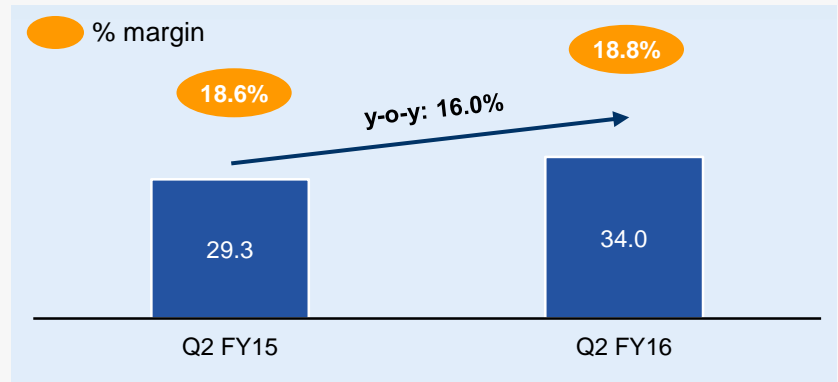
² See analyst presentation "Expanding Stabilus' Industrial Business" dated April 26, 2016 on Stabilus Investor Relations website (www.ir.stabilus.com)

Stabilus shows strong operating performance in Q2 FY2016 (y-o-y)

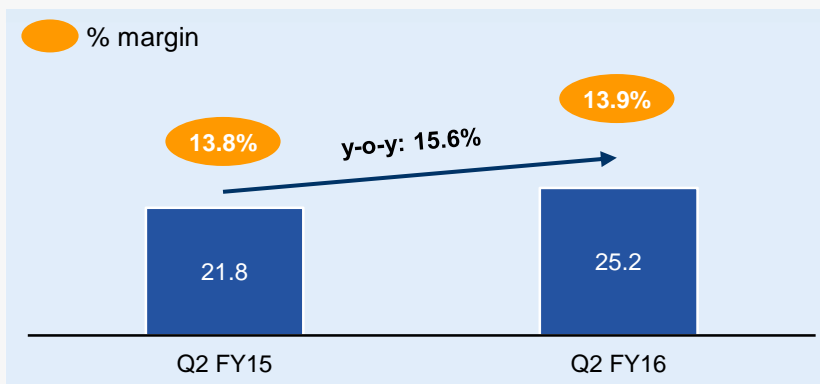
Revenue (€mm)



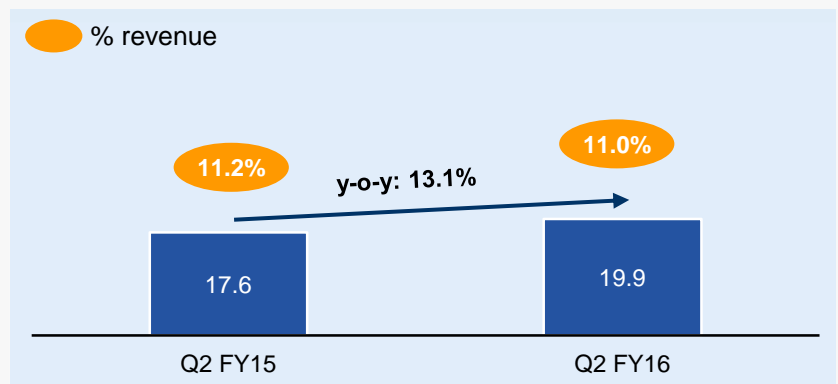
Adj. EBITDA¹ (€mm)



Adj. EBIT¹ (€mm)



FCF² (Adj. EBITDA-capex) (€mm)



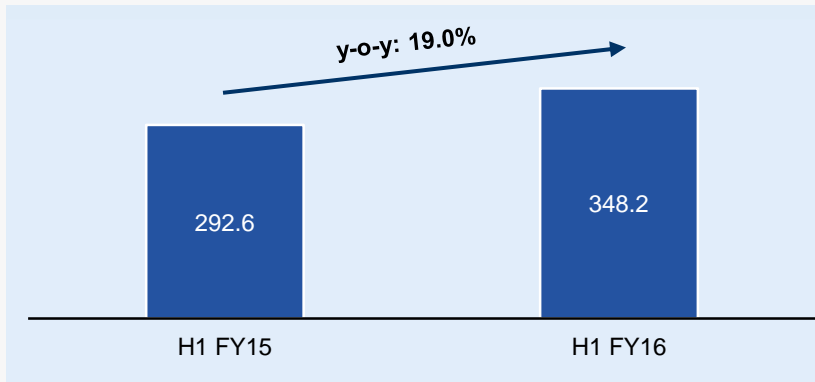
Note: Stabilus fiscal year-end is September

¹ Adjusted EBIT / EBITDA represents EBIT / EBITDA, as adjusted by management primarily in relation to severance, consulting, restructuring, one-time legal disputes and other non-recurring costs, as well as interest on pension charges and – in case of adj. EBIT – depreciation and amortization of PPA

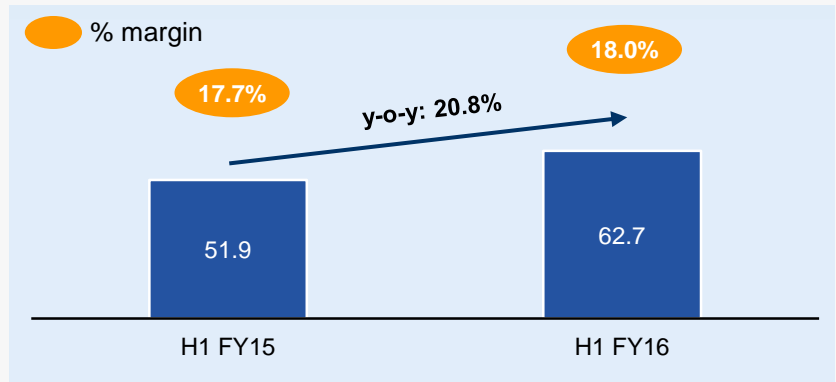
² Simplified definition of FCF differs from more detailed presentation in the quarterly report and in the appendix of this presentation

Stabilus shows strong operating performance in H1 FY2016 (y-o-y)

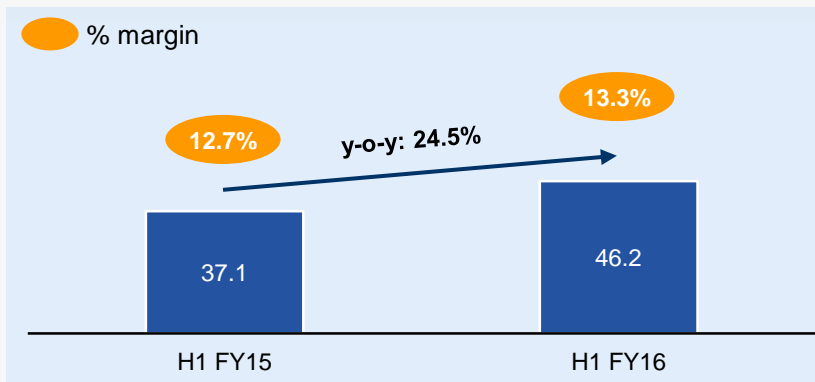
Revenue (€mm)



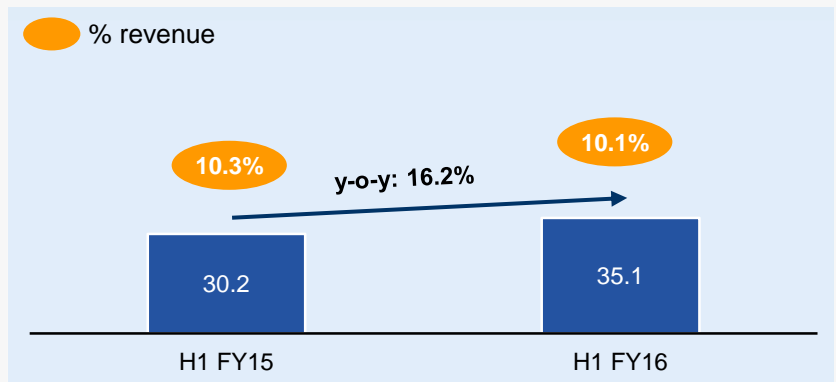
Adj. EBITDA¹ (€mm)



Adj. EBIT¹ (€mm)



FCF² (Adj. EBITDA-capex) (€mm)



Note: Stabilus fiscal year-end is September

¹ Adjusted EBIT / EBITDA represents EBIT / EBITDA, as adjusted by management primarily in relation to severance, consulting, restructuring, one-time legal disputes and other non-recurring costs, as well as interest on pension charges and – in case of adj. EBIT – depreciation and amortization of PPA

² Simplified definition of FCF differs from more detailed presentation in the quarterly report and in the appendix of this presentation

Second quarter results FY2016

1.

2. Business by region

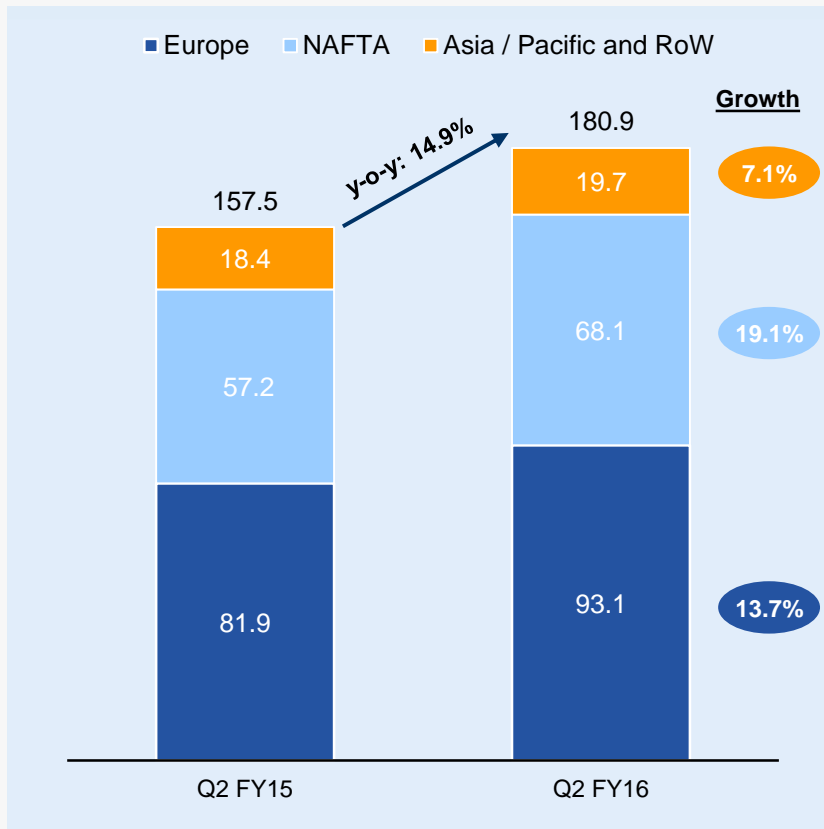
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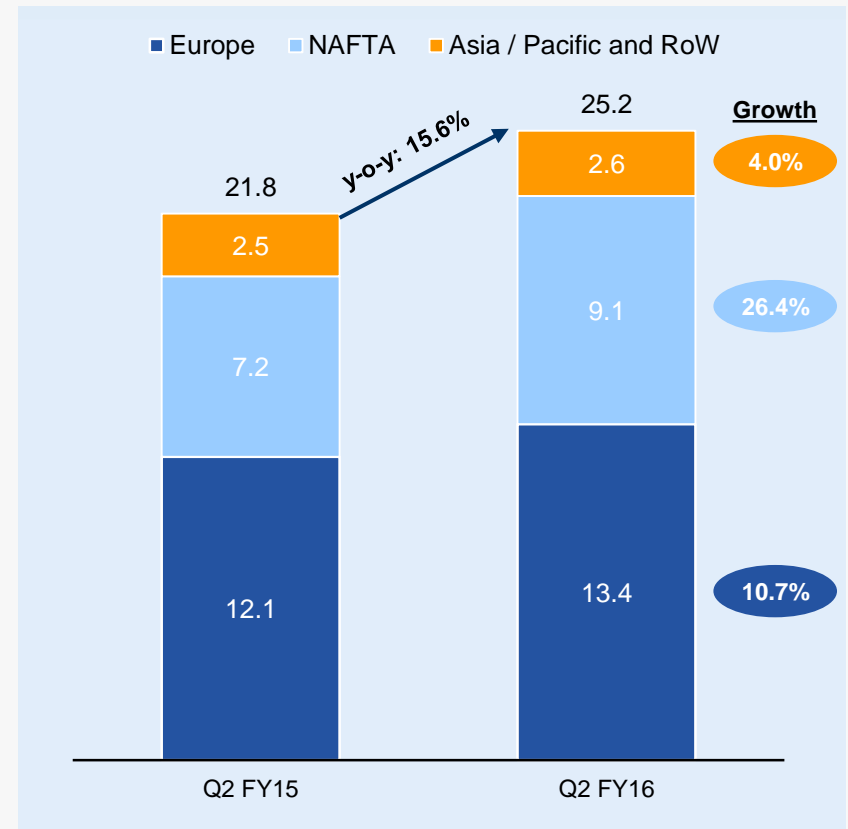
5.

Q2 FY2016 revenue and adj. EBIT growth – by region (y-o-y)

Revenue by region¹ (€mm)



Adj. EBIT^{1,2} by region (€mm)



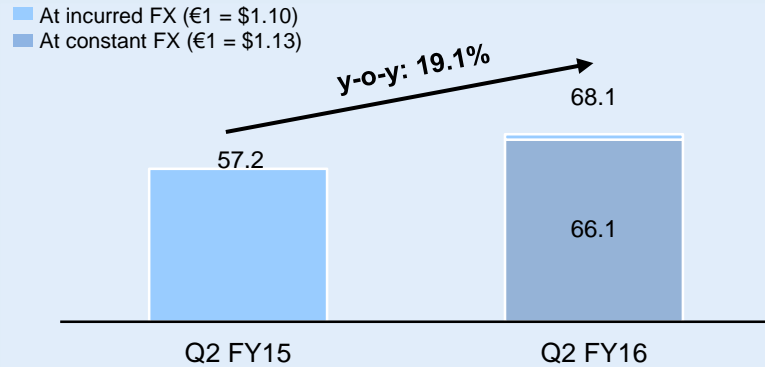
Note: Stabilus fiscal year-end is September. Numbers rounded to one decimal. Due to rounding, numbers presented may not add up precisely to the totals provided

¹ Billed-from view, without intersegment revenue

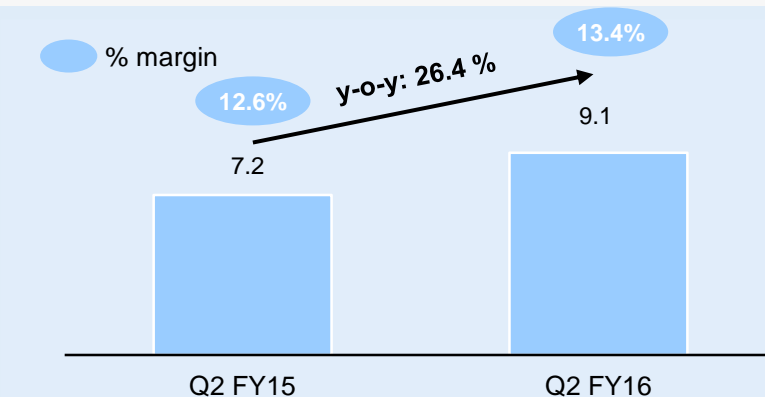
² Adjusted EBIT represents EBIT, as adjusted by management primarily in relation to severance, consulting, restructuring, one-time legal disputes and other non-recurring costs, as well as interest on pension charges and the depreciation and amortization of Group's assets to fair value resulting from April 2010 purchase price allocation (PPA)

NAFTA – Q2 FY2016 revenue and adj. EBIT growth (y-o-y)

Revenue¹ (€mm)



Adj. EBIT (€mm)



Key highlights

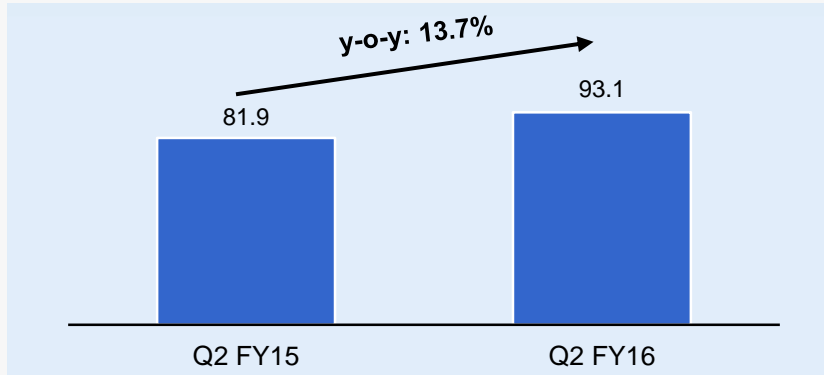
- NAFTA car production in Q2 FY16 at 4.5mm units, i.e. +5.0% vs. previous year quarter
- NAFTA Q2 FY16 revenue increased by 19.1% to €68.1mm (37.6% of group revenue vs. 36.3% in Q2 FY15)
- Revenue in US\$ terms improved by 15.4% to \$75.1mm in Q2 FY16 vs. \$65.1mm in Q2 FY15
- Strong US auto economy combined with good SUV sales provide a stable base for future growth

Note: Stabilus fiscal year-end is September

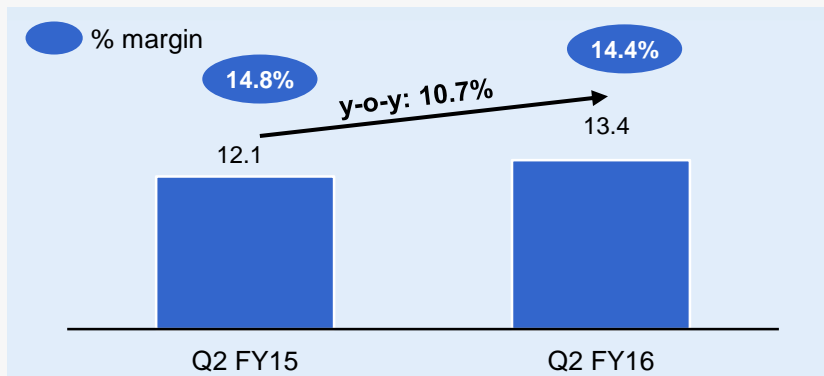
¹ External revenue only

Europe – Q2 FY2016 revenue and adj. EBIT growth (y-o-y)

Revenue¹ (€mm)



Adj. EBIT (€mm)



Key highlights

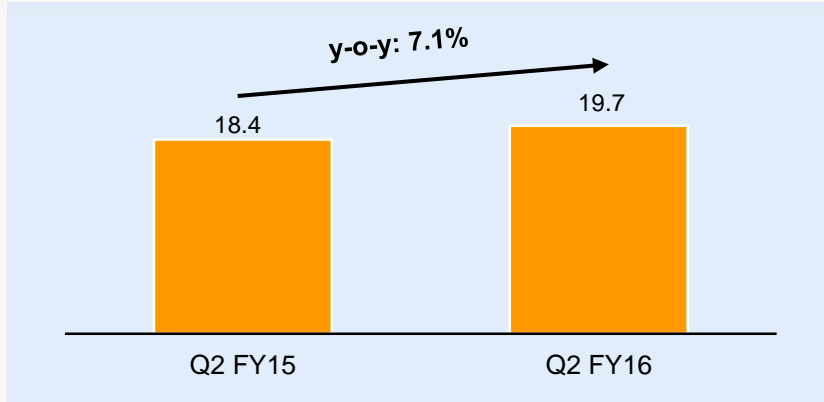
- Car production in Q2 FY16 at 5.5mm units, i.e. +1.8% vs. previous year quarter
- Europe's Gas Spring revenue increased by 3.1% to €36.7mm in Q2 FY16, supported by increased Federbein sales
- European Powerise revenue increased by 66.9% to €21.7mm in Q2 FY16 following various launches since Q2 FY15 e.g. Ford Galaxy, VW Passat CC, VW Phideon, BMW X1

Note: Stabilus fiscal year-end is September

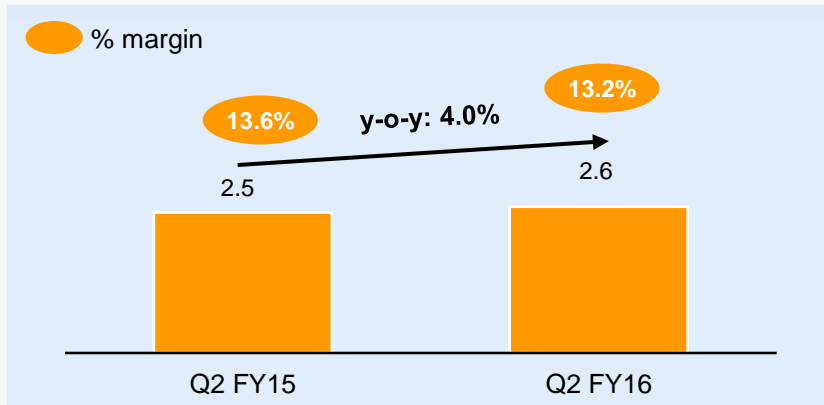
¹ External revenue only

Asia / Pacific and RoW – Q2 FY2016 revenue and adj. EBIT growth (y-o-y)

Revenue¹ (€mm)



Adj. EBIT (€mm)



Key highlights

- Asia/Pacific and RoW car production in Q2 FY16 at 12.8mm units, i.e. -0.8% vs. previous year quarter (China: +3.9%, Japan/Korea: -3.8%, South America: -26.2%)
- 7.1% year-over-year revenue growth in Q2 FY16 mainly driven by automotive gas springs
- China: China's Q2 FY16 revenue at €12.4mm (+17.0% vs. Q2 FY15)
- Chinese market shows increasing trend to SUVs and “boxy cars” which is very supportive for our revenue outlook in this market
- Korea's Q2 FY16 EBIT contribution decreased by €0.1mm vs. Q2 FY15, largely explaining the slight decrease of Asia/Pacific and RoW's margin

Note: Stabilus fiscal year-end is September

¹ External revenue only

Second quarter results FY2016

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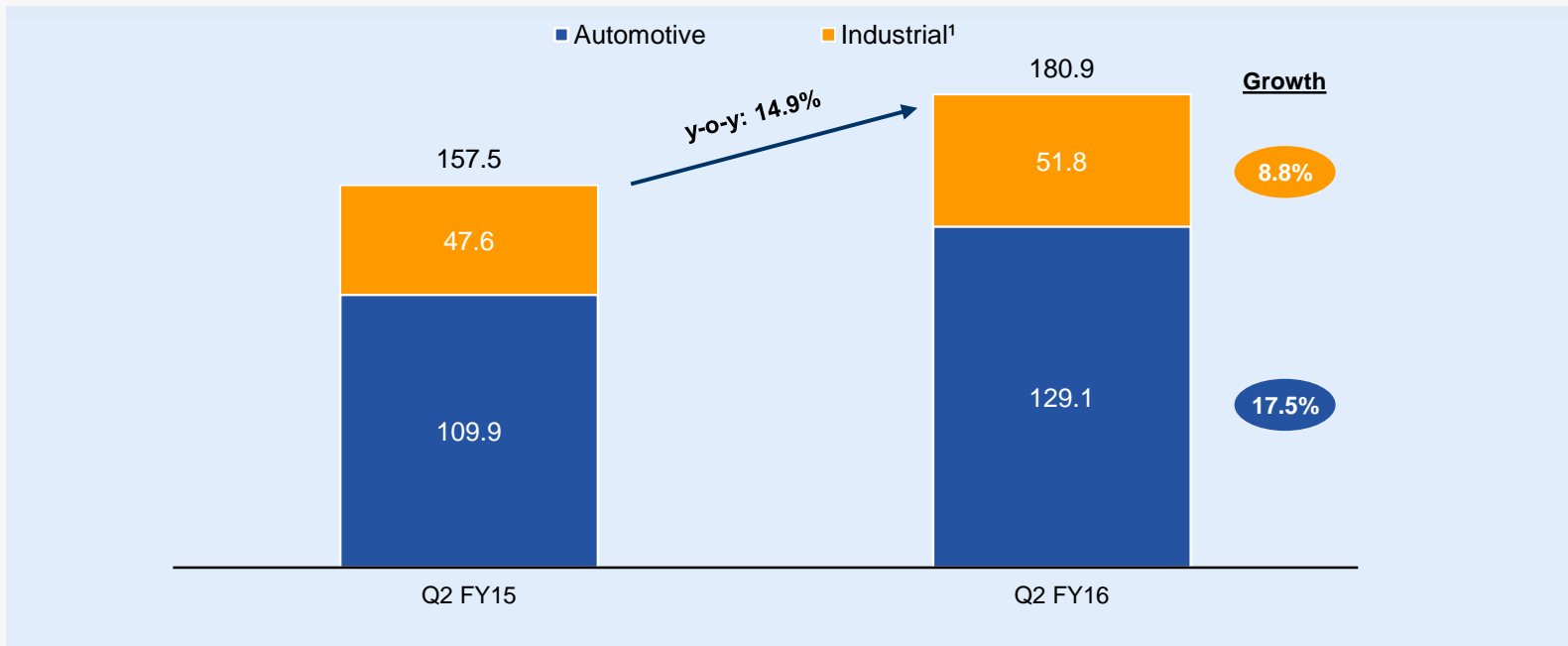
3. Business by customer market

4.

5.

Q2 FY2016 revenue growth – by business (y-o-y)

Revenue by business (€mm)

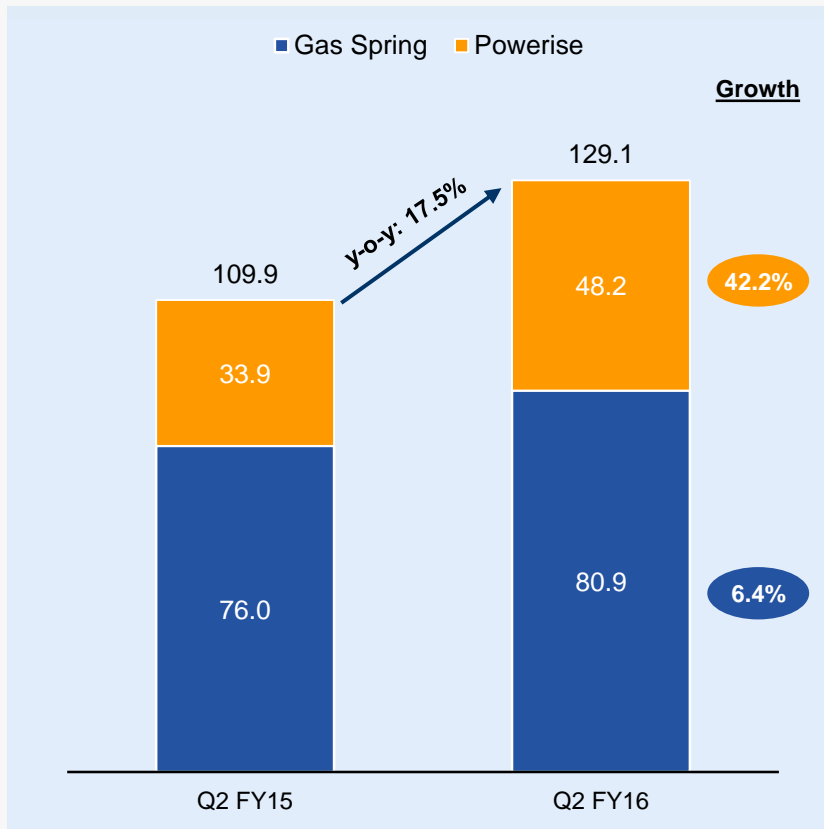


Note: Stabilus fiscal year-end is September; ¹ Industrial including Swivel Chair revenue

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

Q2 FY2016 revenue growth – Automotive business (y-o-y)

Revenue (€mm)



Key highlights

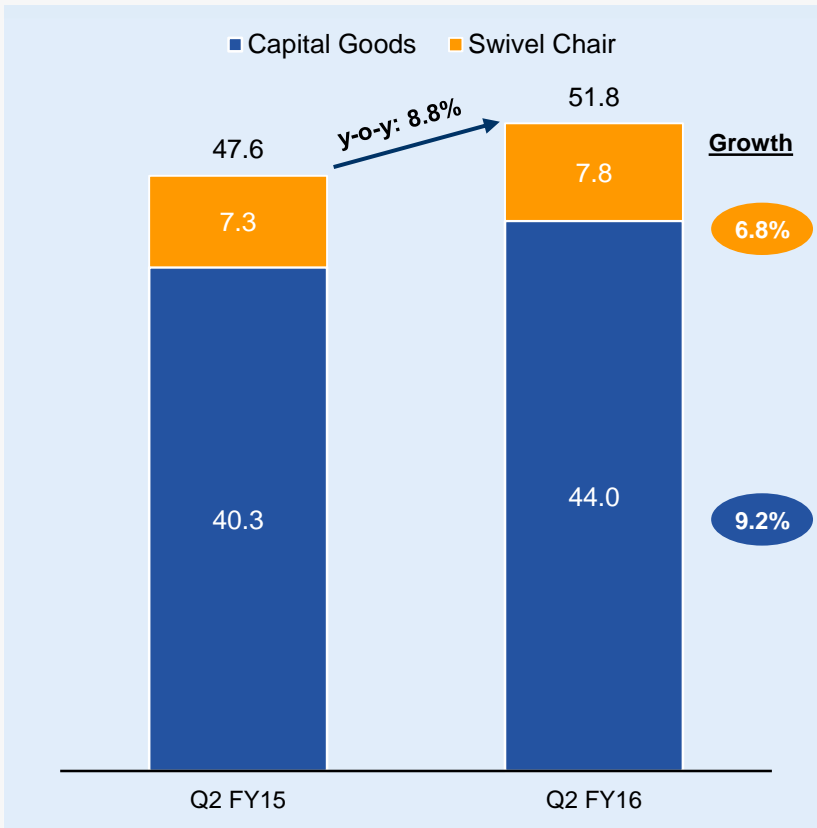
- Global car production in Q2 FY16 up to 22.8mm (+1.4% vs. 22.5mm in Q2 FY15)
- Continuing consumer trend towards SUV's supports automotive revenue development
- Automotive Gas Spring business with 6.4% revenue increase continues to outperform vehicle production growth, supported by higher Federbein sales
- 42.2% growth in Powerise reflects production ramp-ups and new product launches across various OEMs since Q2 FY15, e.g. Ford Galaxy, Ford Everest, VW Passat CC, VW Phideon, BMW X1, GMC Terrain, Tesla Model X, Buick Envision, Chevrolet Equinox, Cadillac SRX

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

Q2 FY2016 revenue growth – Industrial business (y-o-y)

Revenue (€mm)



Key highlights

- Growth in Industrial business at 8.8% outperforms global economic growth
- Swivel Chair revenue improvement of 6.8% confirms success of the turnaround strategy and customer interest – European sales up by 8.1% or €0.5mm, NAFTA sales up 10.0% or €0.1mm
- Strong Industrial growth despite continuing soft construction end-markets dynamics – NAFTA's sales up by 24.1% or €2.7mm (driven esp. by solar panel dampers), Europe's sales up by 3.3% or €0.9mm, Asia/Pacific and RoW's sales up by 5.0% or €0.1mm

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

Second quarter results FY2016

1.

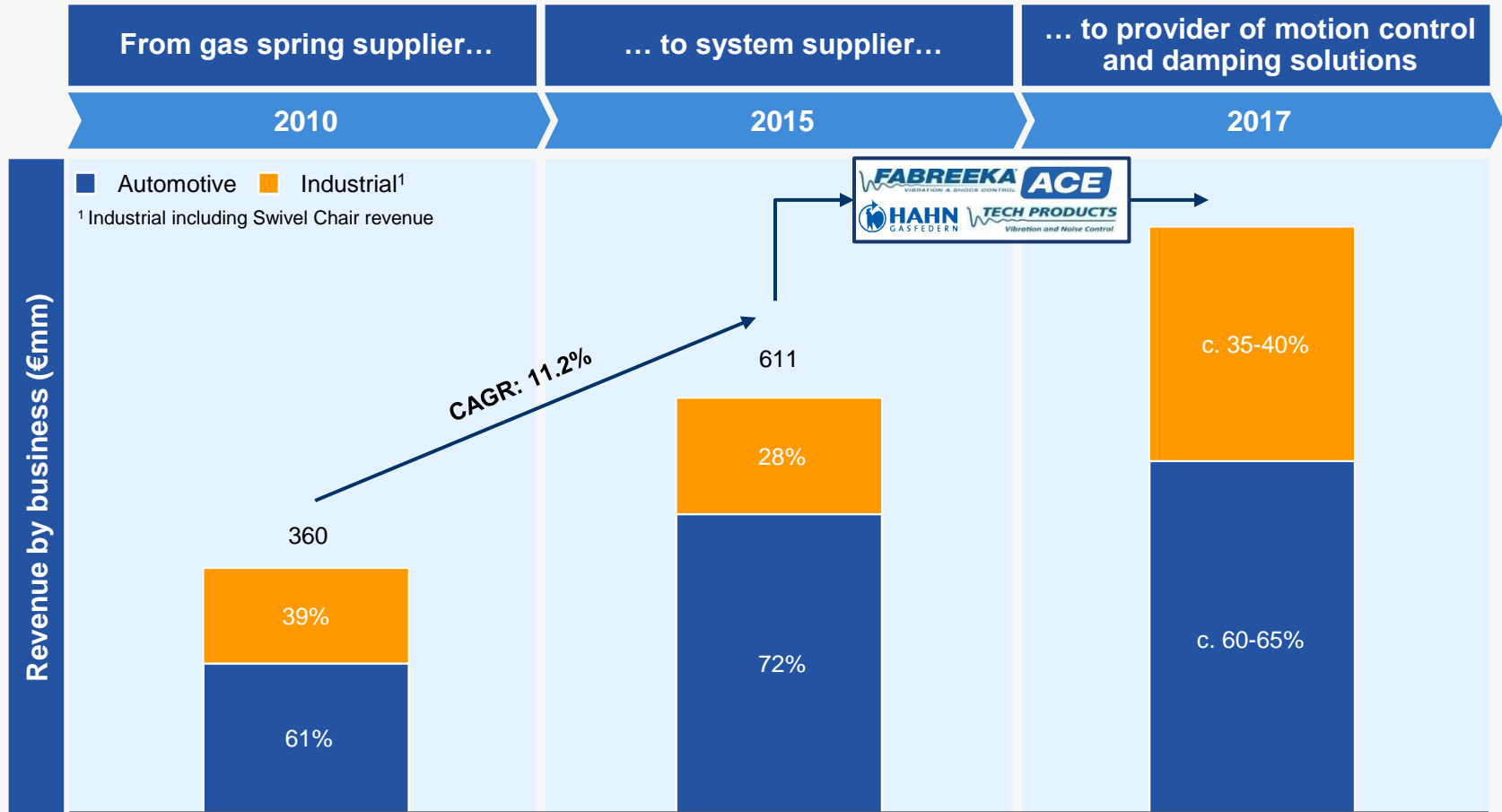
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4. Update on the acquisition of SKF entities





















5.

Stabilus' evolution – from one product company to supplier of a broad range of motion control and damping solutions



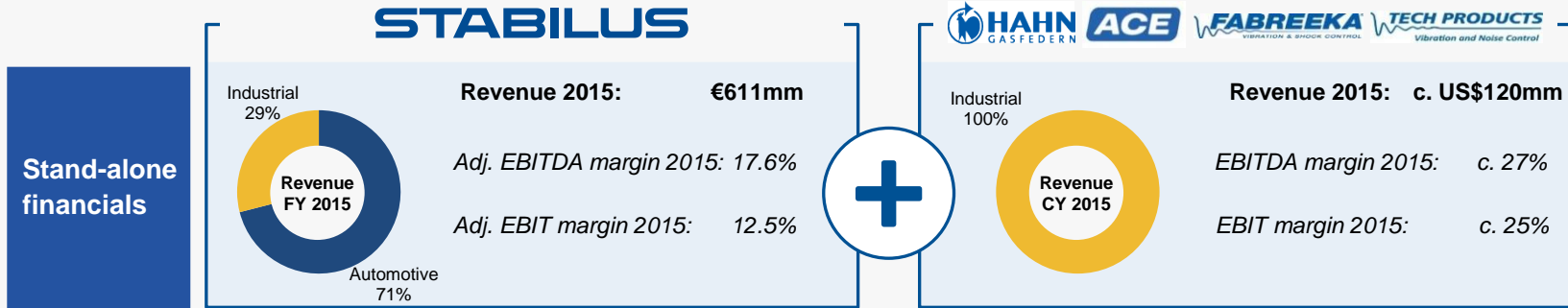
Balanced product portfolio allows for profitable growth

Business profile – focus on complementary industrial solutions

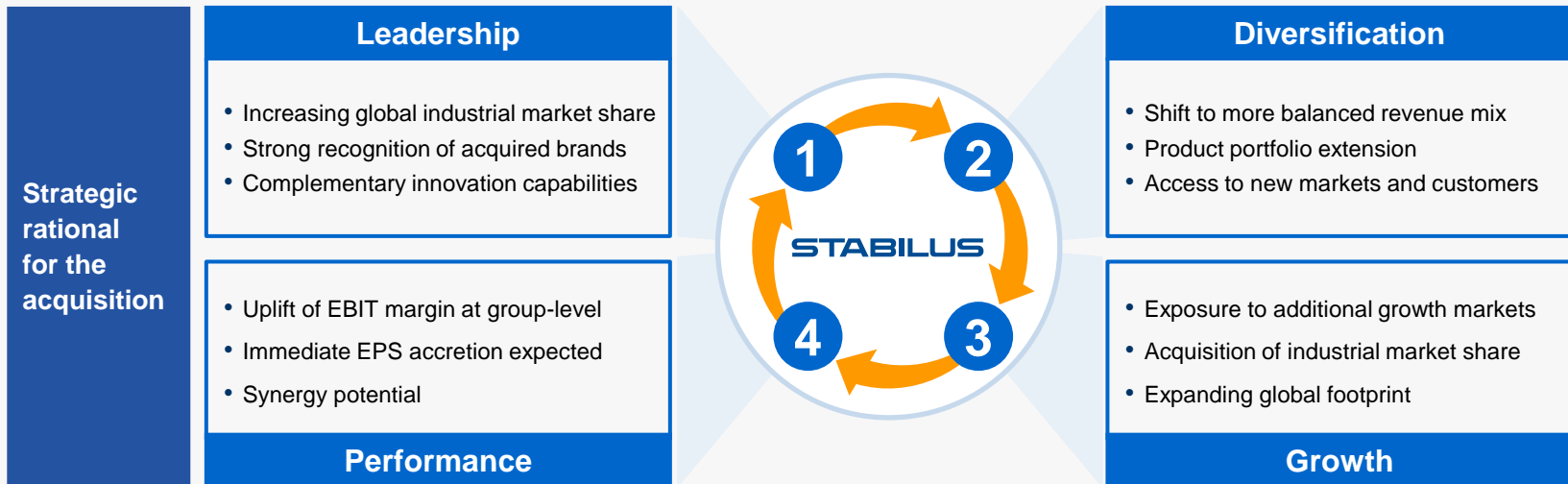
				
Focus	Motion	Automation	Vibration	
Products	<ul style="list-style-type: none"> Gas springs  Tension springs Locking gas springs Double-stroke gas springs 	<ul style="list-style-type: none"> Shock absorbers  Dampers Gas springs 	<ul style="list-style-type: none"> Vibration isolation solutions Bearing pads  Structural thermal break Expansion bearings 	<ul style="list-style-type: none"> Elastomeric vibration isolators  Shock mounts Other anti-vibration products
Selected Applications	 <p>Transportation</p>  <p>Medical</p> <p>Aerospace</p> <p>Automation</p>	 <p>Furniture</p>  <p>Agriculture</p>  <p>Shipbuilding</p>  <p>Medical</p>	 <p>Construction</p>  <p>Transportation</p>  <p>Machinery</p>	 <p>Power Generation</p>  <p>Off-highway</p>  <p>Industrial equipment</p>
Customers	<p>Highly diverse customer structure:</p> <ul style="list-style-type: none"> 17,000 direct customers 275 distribution partners 			
Key Strengths	<ul style="list-style-type: none"> ✓ Catering many niches Stabilus currently does not service ✓ Specific technology to service each niche ✓ Strong innovation capabilities ✓ Fast and flexible in prototyping/ serial introduction, small lots 	<ul style="list-style-type: none"> ✓ Broad product range in dampers with no Stabilus overlap ✓ Strong brand/ C-customer access ✓ Strong innovation capabilities ✓ Established and dense distribution network ✓ Strong management loyalty 	<ul style="list-style-type: none"> ✓ Materials engineering capabilities in elastomer, rubber, rubber-metal bonding's ✓ Ability to engineer high and low frequency vibration isolation ✓ Simulation capabilities ✓ Custom molding and pneumatic capabilities ✓ Sales synergies (Mainly with ACE) 	

Note: Data as provided by the seller

Acquisition of SKF entities to significantly expand industrial business ...



Acquisition of SKF entities strongly supports Stabilus' equity story



Note: Stabilus fiscal year-end is September; acquired entities fiscal year end is December
 Source: Financial data of acquired entities as communicated by the seller

... resulting in a highly complementary combination



New business – strengths

Customer-specific engineered solutions and standard products
Highly flexible, small lot size capabilities

Excellent industrial niche operator with strength in high-mix / low-volume segments

Strong brands, strong technology and innovation power

Excellent financial profile (25% EBIT margin in FY15) and capital efficiency



Strong position in both high-volume and high-mix segments

Increased scale in industrial business

Access to new markets in existing geographies for both parties

Technology sharing, product innovation, accelerated time-to-market

STABILUS

Stabilus – strengths

Strong player in high-volume / high-efficiency production

Global player with world-wide footprint and customer access
More than 27,000 direct and indirect customers across multiple end markets

Strong growth track record of a strong brand – successful product innovation and expansion into Asia

Strong financial performance and value creation track record

Second quarter results FY2016

1.

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4.

5 . Appendix

Q2 FY2016 P&L overview

P&L (€mm)			
3 months ended	Q2 FY	March 2015 Actual	March 2016 Actual
Revenue		157.5	180.9
COGS		(117.7)	(133.9)
Gross Profit		39.8	47.0
<i>% margin</i>		25.3%	26.0%
R&D		(6.1)	(7.2)
S&M		(10.9)	(11.7)
G&A		(6.1)	(7.2)
Other income/expenses		1.4	0.8
Adjustments		3.6	3.4
Adj. EBIT		21.8	25.2
<i>% margin</i>		13.8%	13.9%
Depreciation & amortization (excl. PPA)		7.6	8.8
Adj. EBITDA		29.3	34.0
<i>% margin</i>		18.6%	18.8%

Advisory	0.1	-
Restructuring / ramp-up	0.1	-
Pension interest add-back	0.3	0.3
PPA adjustments	3.1	3.1
Total adjustments	3.6	3.4

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

H1 FY2016 P&L overview

P&L (€mm)			
6 months ended	H1 FY	March 2015 Actual	March 2016 Actual
Revenue		292.6	348.2
COGS		(222.1)	(260.8)
Gross Profit		70.5	87.4
<i>% margin</i>		24.1%	25.1%
R&D		(11.5)	(13.0)
S&M		(21.3)	(22.9)
G&A		(13.4)	(13.8)
Other income/expenses		3.2	1.6
Adjustments		9.5	6.9
Adj. EBIT		37.1	46.2
<i>% margin</i>		12.7%	13.3%
Depreciation & amortization (excl. PPA)		14.9	16.5
Adj. EBITDA		51.9	62.7
<i>% margin</i>		17.7%	18.0%

Advisory	0.8	-
Restructuring / ramp-up	1.8	-
Pension interest add-back	0.6	0.6
PPA adjustments	6.3	6.3
Total adjustments	9.5	6.9

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

Balance sheet overview

Balance sheet (€mm)		
	September 2015 Actual	March 2016 Actual
Property, plant and equipment	134.0	142.0
Goodwill	51.5	51.5
Other intangible assets	166.5	162.4
Inventories	59.8	60.5
Trade receivables	62.8	76.4
Other assets	28.2	22.1
Cash	39.5	46.1
Total assets	542.2	560.9
Equity incl. minorities	76.7	96.7
Debt (incl. accrued interest)	263.6	261.6
Pension plans and similar obligations	48.0	51.1
Deferred tax liabilities	39.0	36.5
Trade accounts payable	68.9	65.8
Other liabilities	46.0	49.1
Total equity and liabilities	542.2	560.9

Note: 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 March 31, 2016)

Cash Flow Statement (€mm)			
3 months ended	Q2 FY	March 2015 Actual	March 2016 Actual
Cash flow from operating activities		15.4	31.1
Cash flow from investing activities		(11.7)	(14.1)
Cash flow from financing activities		(0.2)	(4.1)
Net increase / (decrease) in cash		3.6	12.9
Effect of movements in exchange rates		1.7	(0.5)
Cash as of beginning of the period		23.0	33.8
Cash as of end of the period		28.4	46.1

Free Cash Flow (€mm)			
3 months ended	Q2 FY	March 2015 Actual	March 2016 Actual
Cash flow from operating activities		15.4	31.1
Cash flow from investing activities		(11.7)	(14.1)
Payments for interest		-	(1.5)
Free cash flow		3.7	15.5

Note: 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 (6M ended March 31, 2016)

Cash Flow Statement (€mm)			
6 months ended	H1 FY	March 2015 Actual	March 2016 Actual
Cash flow from operating activities		24.9	39.9
Cash flow from investing activities		(21.6)	(27.5)
Cash flow from financing activities		(10.3)	(5.7)
Net increase / (decrease) in cash		(6.9)	6.7
Effect of movements in exchange rates		1.8	(0.1)
Cash as of beginning of the period		33.5	39.5
Cash as of end of the period		28.4	46.1

Free Cash Flow (€mm)			
6 months ended	H1 FY	March 2015 Actual	March 2016 Actual
Cash flow from operating activities		24.9	39.9
Cash flow from investing activities		(21.6)	(27.5)
Payments for interest		(10.0)	(2.9)
Free cash flow		(6.7)	9.5

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

External revenue by region and customer market (3M ended March 31, 2016)

External revenue (€mm)			
3 months ended	Q2 FY	March 2015 Actual	March 2016 Actual
Gas Spring		35.6	36.7
Powerise		13.0	21.7
Industrial		27.1	28.0
Swivel Chair		6.2	6.7
Europe		81.9	93.1
Gas Spring		24.0	26.6
Powerise		21.0	26.4
Industrial		11.2	13.9
Swivel Chair		1.0	1.1
NAFTA		57.2	68.0
Gas Spring		16.4	17.5
Powerise		-	-
Industrial		2.0	2.1
Swivel Chair		-	-
Asia / Pacific and RoW		18.4	19.7
Total Gas Spring		76.0	80.9
Total Powerise		33.9	48.2
Total Industrial		40.3	44.0
Total Swivel Chair		7.3	7.8
Total		157.5	180.9

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

External revenue by region and customer market (6M ended March 31, 2016)

External revenue (€mm)			
6 months ended	H1 FY	March 2015 Actual	March 2016 Actual
Gas Spring		66.5	69.6
Powerise		24.2	39.2
Industrial		47.7	52.3
Swivel Chair		11.5	12.4
Europe		149.9	173.6
Gas Spring		44.2	54.1
Powerise		39.2	51.4
Industrial		21.3	27.5
Swivel Chair		2.0	2.3
NAFTA		106.7	135.3
Gas Spring		32.2	35.2
Powerise		-	-
Industrial		3.8	4.0
Swivel Chair		-	-
Asia / Pacific and RoW		36.0	39.3
Total Gas Spring		142.9	159.0
Total Powerise		63.3	90.7
Total Industrial		72.7	83.7
Total Swivel Chair		13.7	14.8
Total		292.6	348.2

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

Q2 and H1 FY2016 adj. EBITDA by region (3M and 6M ended March 31, 2016)

Adj. EBITDA by region (€mm)			
3 months ended	Q2 FY	March 2015 Actual	March 2016 Actual
Europe		17.2	19.6
NAFTA		8.9	10.7
Asia / Pacific and RoW		3.2	3.7
Total		29.3	34.0

6 months ended	H1 FY	March 2015 Actual	March 2016 Actual
Europe		29.0	35.1
NAFTA		16.0	20.3
Asia / Pacific and RoW		6.9	7.3
Total		51.9	62.7

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