

## Rheinmetall Group Corporate Presentation

June 2019



## Rheinmetall Group structure



Group performance indicator					Strategy roadmap		
Grow sales around 8%		RI	HEINMETA GROUP	LL	Organic growth	International expansion	
Targeted 2-4 Cash on sale			GROOT		Leading by innovations	Targeted acquisitions	
	AUTOMOTIVE art beats for your eng	ine	2018		DEFENC Force protection is c		
Op. margin	€2,930m	48%	Sales	52%	€3,221m	Op. margin	
8.9%	€265m	53%	Oper. Result	47%	€247m	7.9%	
	*€478m		Order backlog		€8,577m		
	11,710	51%	Headcount**	49%	10,948		
* Short-term; **Hea	idcount at capacities;						



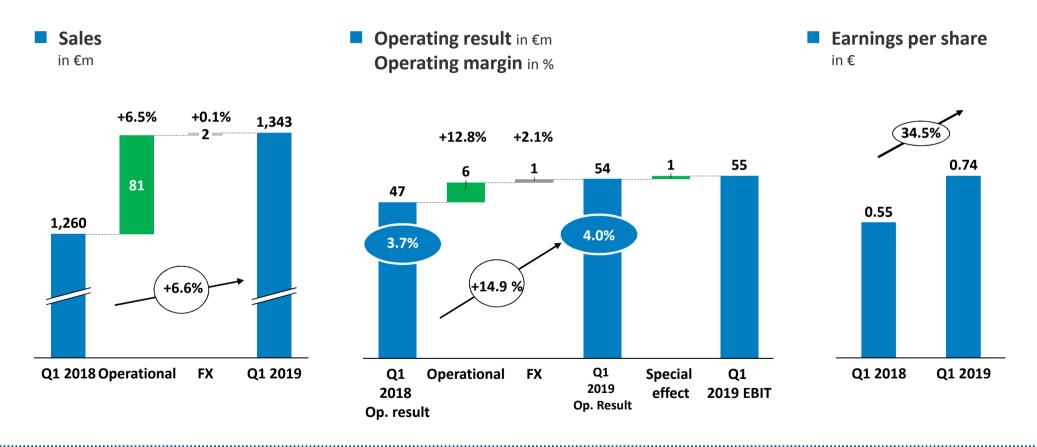
#### Q1 2019 Group commercial highlights Solid operational performance and improved cash flow



- Order backlog increased 26% y-o-y
- Sales climbed 6.5% at \*constant exchange rates (reported 6.6%) to €1,343m
- Operating result progressed €7m to €54m lifting margin to 4.0%
- EPS increased by 35% to €0.74
- Operating FCF improved materially from €-287m to €-128m
- FY Guidance confirmed



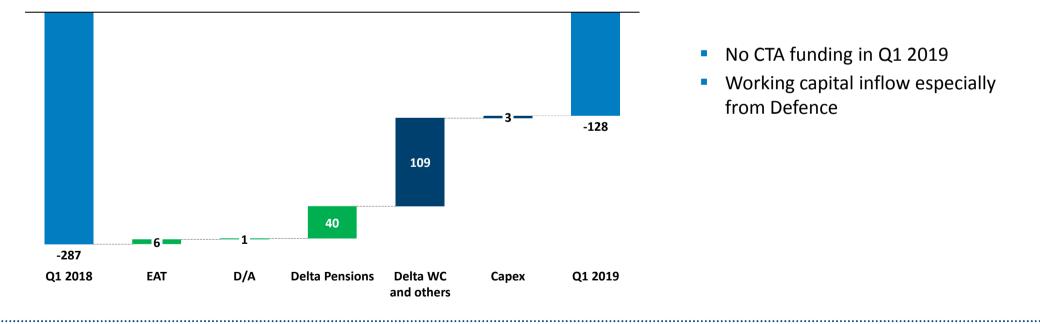
## Q1 2019 Group commercial highlights Higher operating result drove EPS by almost 35%



## Q1 2019 Group commercial highlights Working capital optimization main driver for cash flow improvement

Operating free cash flow bridge

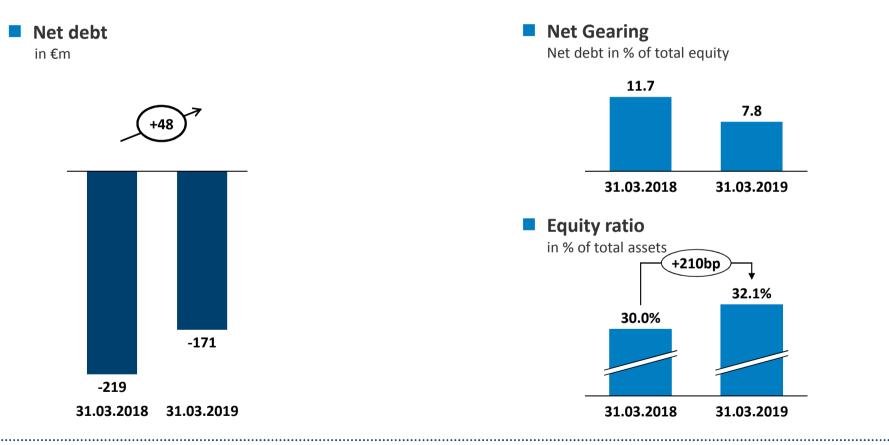
in €m







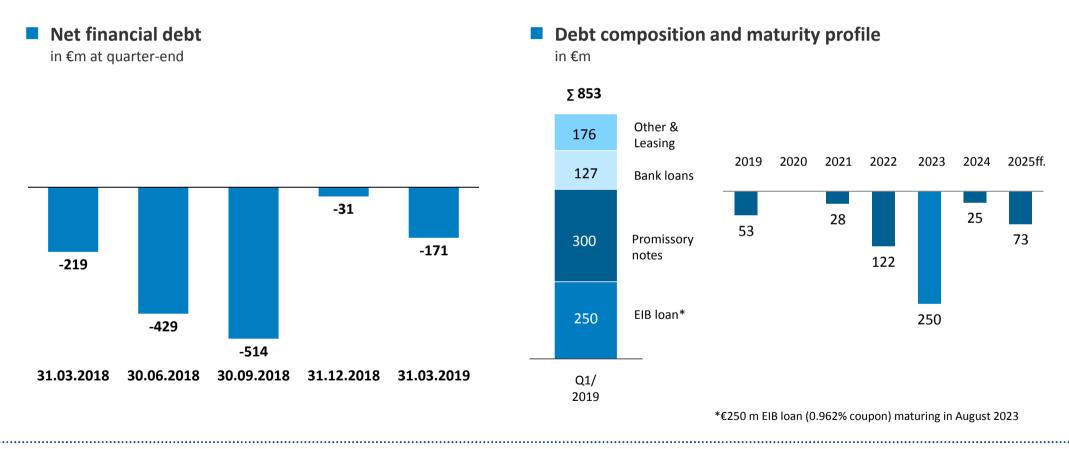
# Q1 2019 Group commercial highlights **KPI improvement continues**



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### Q1 2019 Group commercial highlights **Typical seasonal increase of net debt**





#### FY 2019 Guidance Guidance confirmed

	Sales		Operating margi	'n
	<b>2018</b> Growth y/y in % at constant FX	<b>2019e</b> Growth y/y in % at constant FX	<b>2018</b> in %	<b>2019e</b> in %
Group	6.1	4 – 6	8.0	around 8
Automotive 🋱	4.2	0-1	8.9	around 8
Defence	7.9	9 – 11	7.9	8.0 – 8.5

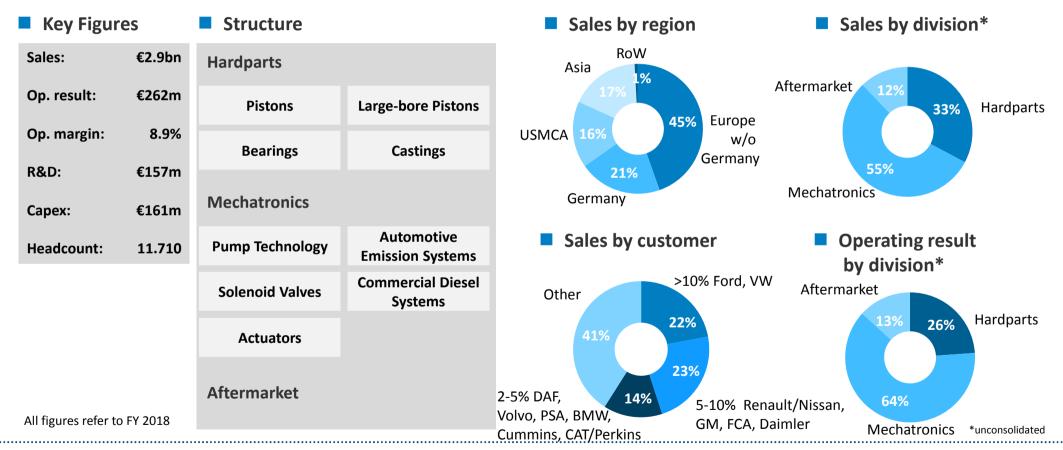
Operational growth at constant FX; Assumptions: no hard Brexit; no escalation of trade wars





## **Automotive – Focus on innovation**

#### Automotive with leading technology and market positions



**Rheinmetall Automotive** 



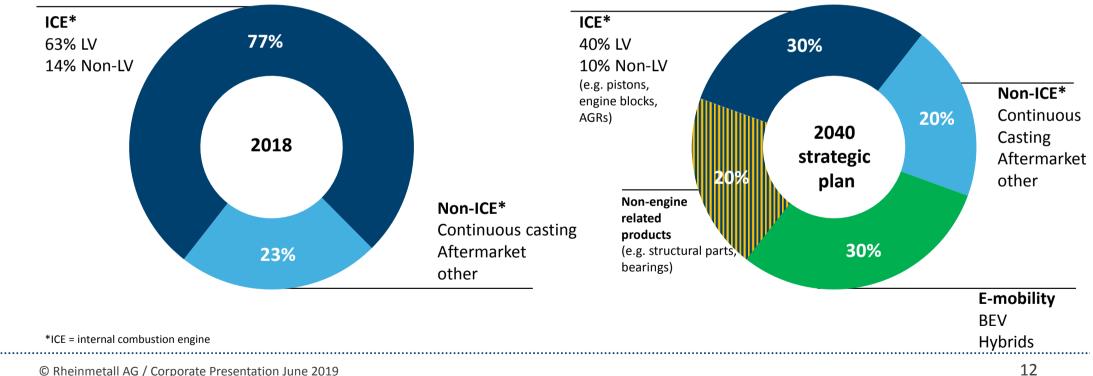
#### **Overview Rheinmetall Automotive**





## Strategic outlook **Increase independence from combustion engine**





# Q1 2019 Highlights: Automotive

## Q1 sales in line with expectations, operating result slightly better



**Quarterly sales and margin development** 

#### **Comments on quarterly performance**

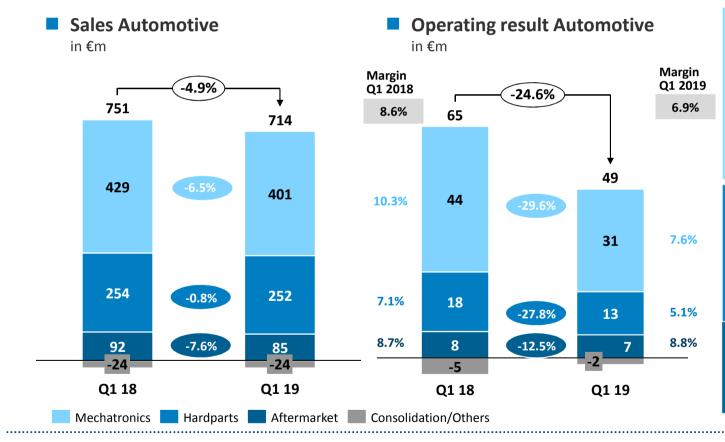
- Sales decline of -4.9% (FX-adjusted -5.4%) in line with a contracting market environment (Global LV production: -5.7%) and comparing to a strong previous year quarter
- Expected reduction of operating result to €49m, with margin declining to 6.9%, but better than anticipated
- OFCF impacted by preparation of SOP later this year and extended supply chains

In €m	Q1 2018	Q1 2019	Δ
Sales	751	714	-4.9%
Operating result	65	49	-24.6%
Operating margin in %	8.6%	6.9%	-174 bp
Operating Free Cash Flow	-50	-76	-52.0%
Operating FCF / Sales	-6.7%	-10.6%	-399 bp





#### Q1 2019 Highlights: Automotive All three divisions impacted by a slow market environment



#### **Mechatronics**

- Sales slower than market on particular customer order pattern
- Negative leverage additionally held back by start up cost and E-mobility R&D expenses

#### Hardparts

- Bearings suffered from Diesel related sales decline
- Ramp-up and lower at equity contribution burden result

#### Aftermarket

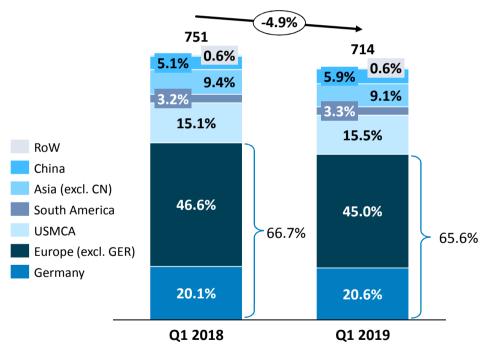
 Slow start to the year, mainly in Western Europe and Asia

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## Q1 2019 Highlights: Automotive Automotive sales follow weak global LV production pattern









- Weak market environment, global LV production declined by 5.7%
- Diesel and WLTP still burdened Europe in Q1
- Ramp-up of electrical pumps in Germany and China supportive





Delta

in %

-12.4%

-1.9%

-7.7%

-6.7%

+1.9%

+10.0%

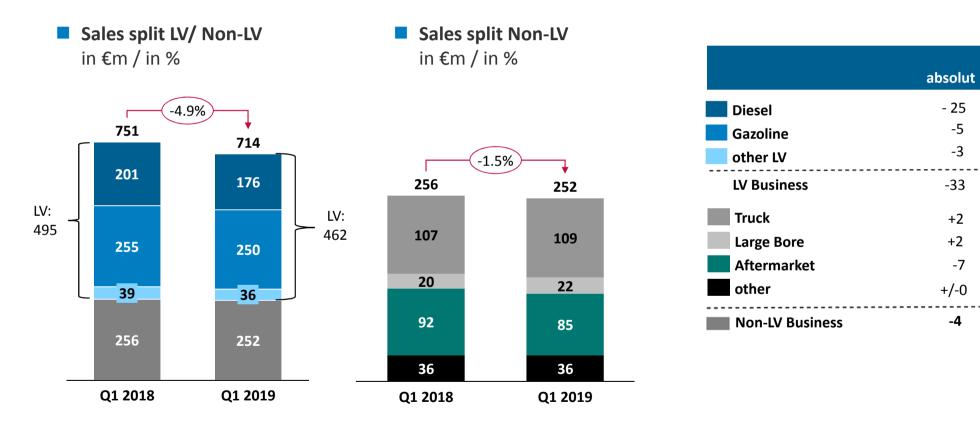
-7.5%

+/-0 %

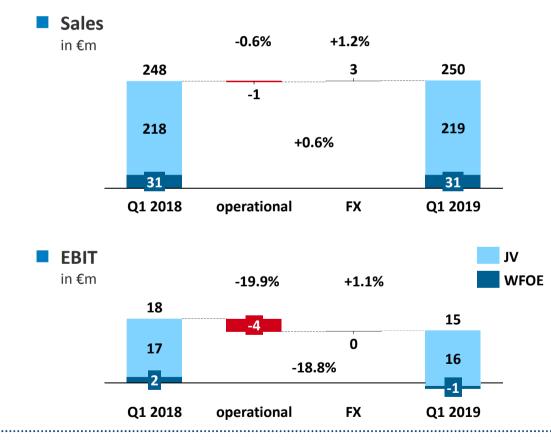
-1.5%

3.1%

#### Q1 2019 Highlights: Automotive Truck and other businesses helped mitigating the LV sales decline



## China Rheinmetall successfully managed China market crash in Q1

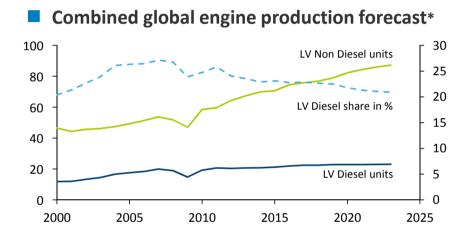


- Sales stable on previous year level (-0.6% FX-adjusted)
   vs. a crashing Chinese LV-market of -12.1%
- Q1 without major adverse FX-effects on sales and EBIT
- JV sales include higher demand for Mechatronics products continued, e.g. ramp up of electronic pumps
- Hardparts suffered from market driven sales decline
- EBIT impacted by low margin WFOE trading sales

Including 100% figures of 50/50 JV, consolidated at equity

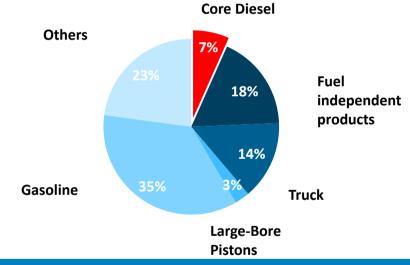


#### LV Diesel exposure limited; powertrain neutrality is the strategic target



- Further regulatory pressure expected
- Next regulation deadline approaching in 2020
- Real driving emission(RDE) testing will create further pressure to reduce emissions by hardware installation
- First city ban for diesel engines announced in Germany

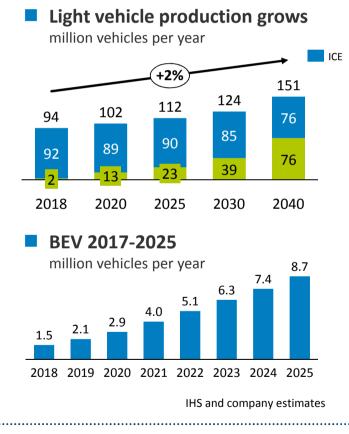
Automotive sales distribution by engine type\*\*

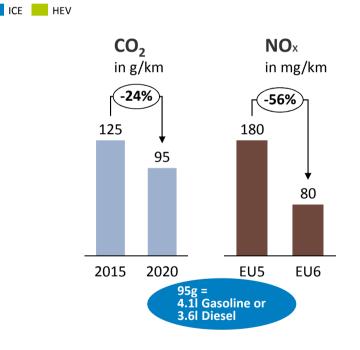


## Benefitting from OEM's effort to reduce emissions and to avoid penalties

- \* IHS: Combined Engine Production Forecast April 2017
- \*\* Rheinmetall Automotive sales FY 2018

#### Drivers for growth **Rising global fleet and regulatory restrictions are supporting our growth**

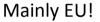




Emission thresholds decrease

Stricter emission testing





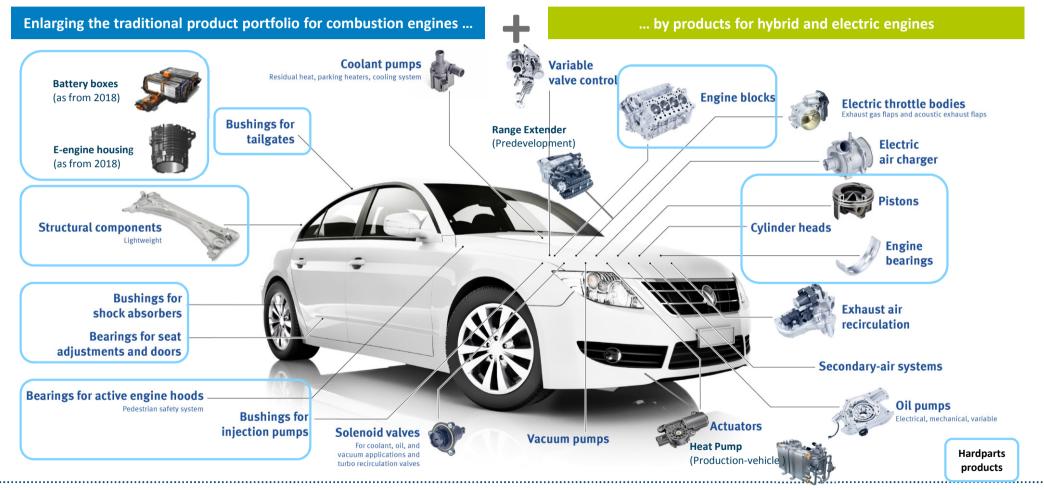


Stricter testing sets the benchmark even higher!



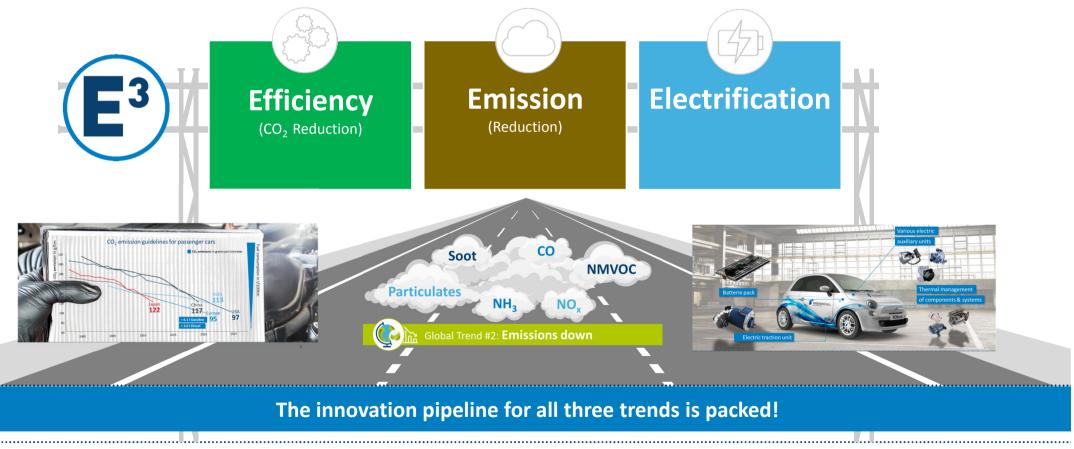


#### Broad product range for alternative drive systems

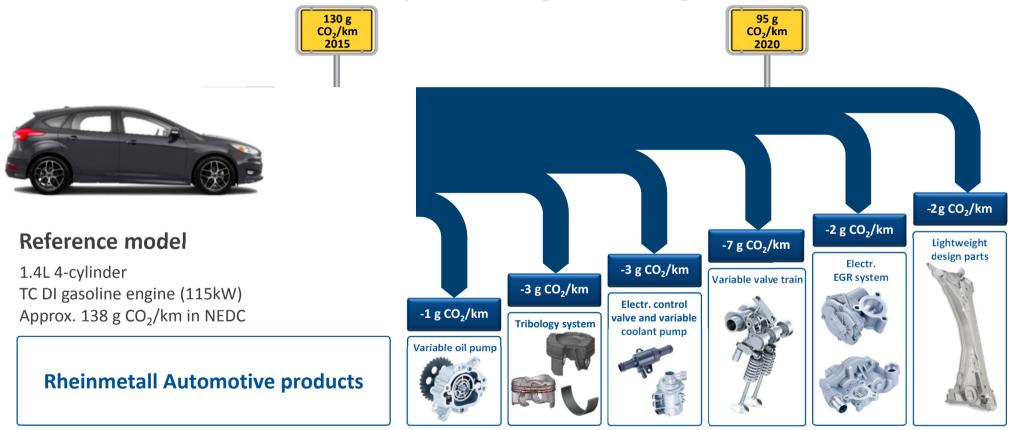




#### Market trends The growth drivers of Rheinmetall Automotive



## Efficiency CO<sub>2</sub> - reduction with Automotive products – gasoline engine vehicle





**Rheinmetall Automotive** 

#### E-mobility competence underlined by contracts and by initiatives for new solutions

Contract volume for electric vehicles (EV)\*

## € ~800 m

■ Lifetime order value €~250m BEV, €~550 m Hybrid **E-Taxi London** Pump technology for pure electric taxis



#### Battery cell boxes

Aluminum battery boxes for German premium OEM

#### **Electric engine housing**

Electric engine housing for German premium OEM to serve the Chinese market



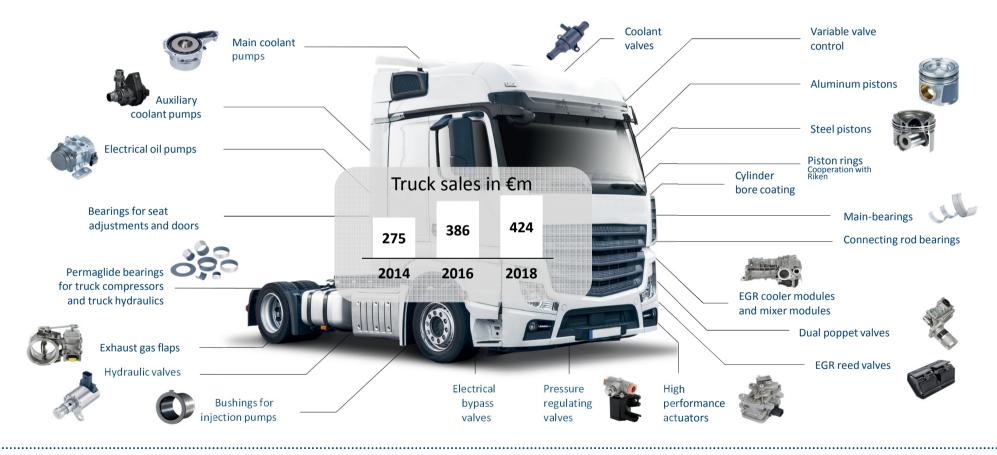
\* Rheinmetall Automotive and Joint Ventures



**Rheinmetall Automotive** 

## Truck Our current product portfolio







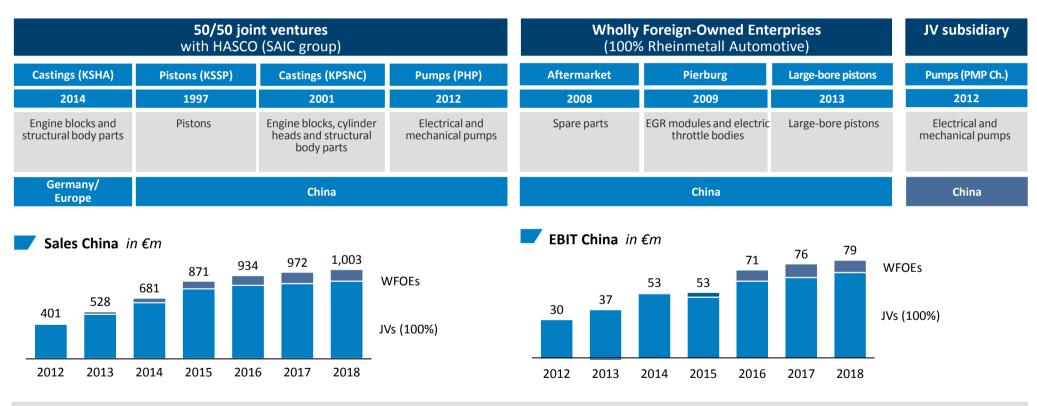
#### Diversification Increasing portfolio for non-LV applications



**Rheinmetall Automotive** 



#### Automotive in China

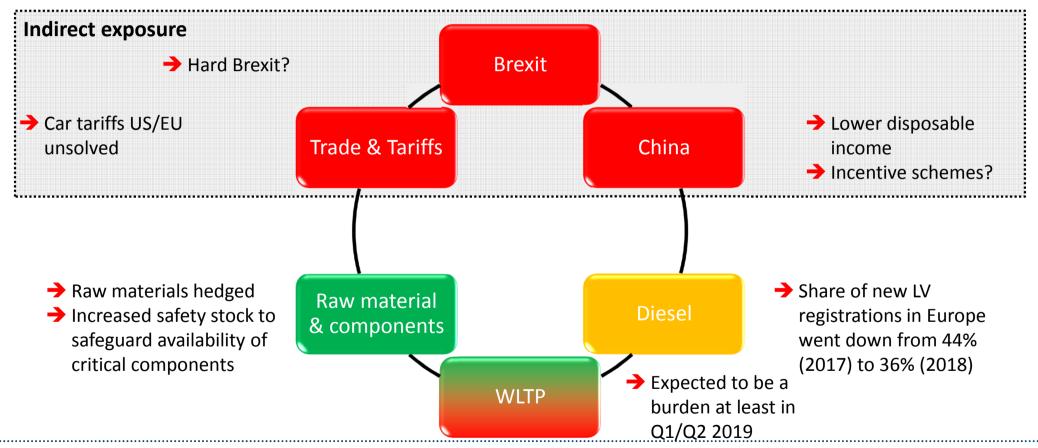


 KSHA: KS Huayu Alutech GmbH, Neckarsulm
 KPSNC: Kolbenschmidt Pierburg Shanghai Nonferrous Components Co., Ltd., Shanghai
 PMP: Pierburg Mikuni Pump Technology (Shanghai) Corp., Shanghai

 KSSP: Kolbenschmidt Shanghai Piston Co., Ltd., Shanghai
 PHP: Pierburg Huayu Pump Technology Co., Ltd., Shanghai
 PMP: Pierburg Mikuni Pump Technology (Shanghai) Corp., Shanghai



## Outlook Automotive: 2019 The risk map for Automotive has gained complexity

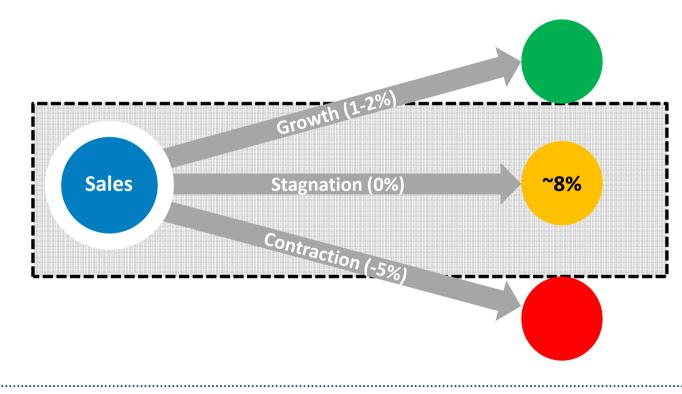




# Outlook Automotive: 2019 and mid-term **Various instruments available to limit impact of negative markets**

Sales scenarios

- Impact on operating result
- Possible measures



#### Short-term

- Reduction of leased work force
- Flexibility of working hours
- Prioritization of projects (internal)
- General cost saving programs (e.g. travel, marketing)
- No new hires (replacement or additional)

#### Structural

 Adjustment of capacities (e.g. line or plant closure)

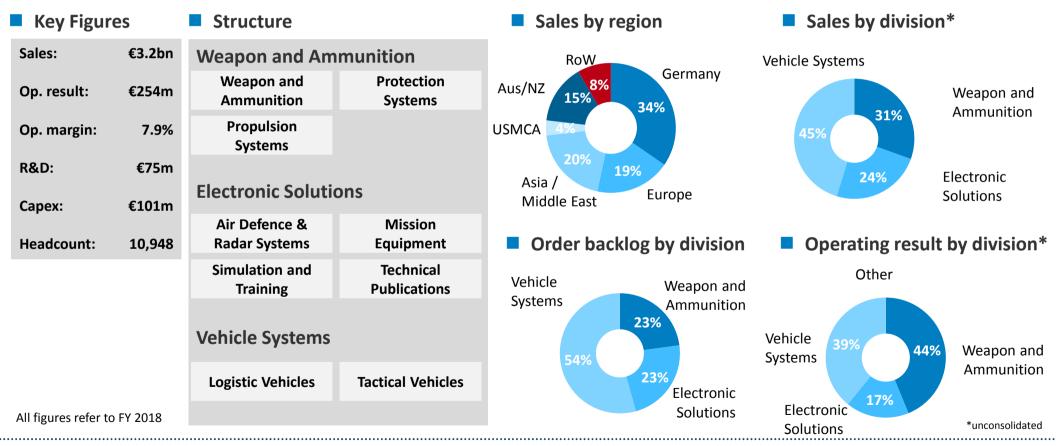




## **Defence** – at the beginning of a "super cycle"



#### Defence is a leading supplier with an increasing international presence



**Rheinmetall Defence** 

#### Top products per division



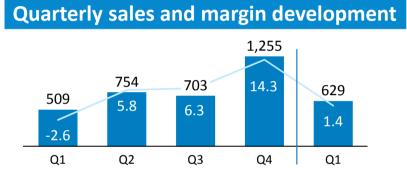


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#### **Comments on quarterly performance**

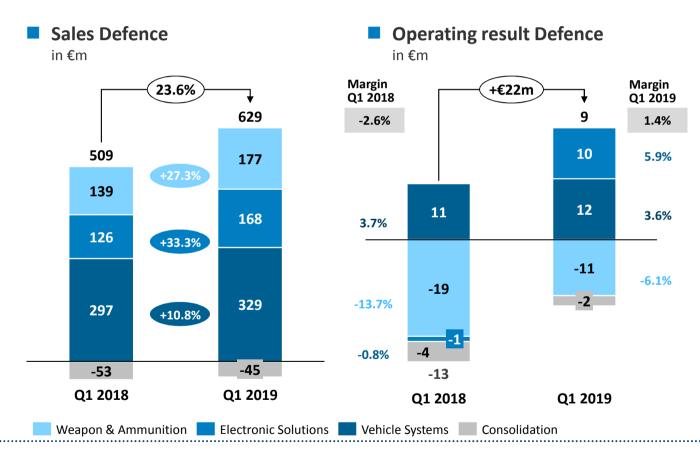


#### Order intake of €564m despite absence of major single order

- Strong sales growth of 24% to €629m with easy comparables
- Favorable leverage and product mix drive Q1 to positive result
- Expected OFCF improvement due to better working capital

In €m	Q1 2018	Q1 2019	Δ
Order intake	857	564	-34.2%
Sales	509	629	23.6%
Operating result	-13	9	n.a.
Operating margin in %	-2.6%	1.4%	n.a.
Operating Free Cash Flow	-239	-93	61.1%
Operating FCF / Sales	-47.0%	-14.8%	3,217 bp

#### Q1 2019 Highlights: Defence Strong sales increase drives considerable margin improvement



#### Weapon and Ammunition

- Sales increased supported by higher German demand
- Solid leverage supported by favorable mix effects

#### **Electronic Solutions**

- Higher sales benefited also from German shipments
- Good leverage and benefit from cost optimization

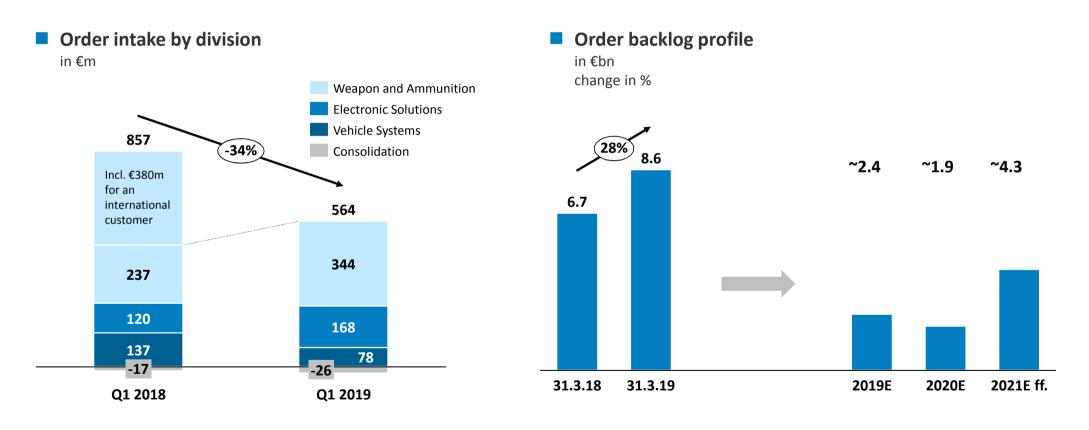
#### **Vehicle Systems**

Increased sales, especially in logistic vehicles and stable margin

**Rheinmetall Defence** 



#### Q1 2019 Highlights: Defence Major orders expected for later in the year



#### Acquisition IBD Deisenroth Strategic move to fully in-house technologies for active and passive protection

- Acquisition provides 100% access to cutting edge-technology
- Buy out of minority shareholdings in existing longterm cooperation (Chempro & RAP\*) and integration of IBD Group
- Leading protection technology
- Growing importance of active and passive protection for all kind of vehicles

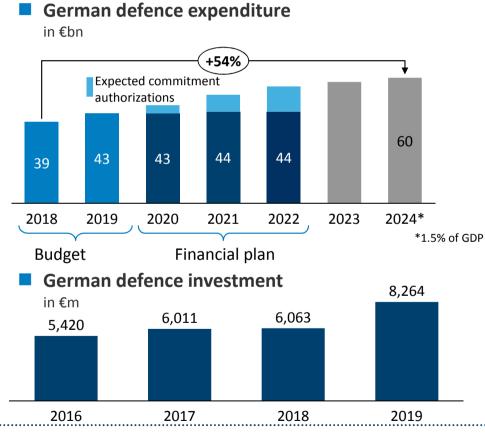


\*RAP= Rheinmetall Active Protection GmbH





### German Defence Strong German commitment to 1.5% with increased demand starting in 2019



German order intake
 in €m
 679
 679
 724
 724
 724
 2016
 2017
 2018
 2019e

19.1% investment share in 2019 budget complies with NATO's 20% investment target

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### German Defence Timeline for German 100% equipment level



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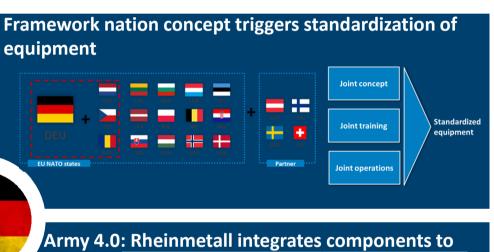
### German Defence Drivers behind budget increase

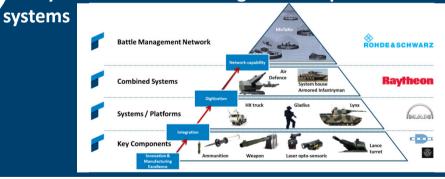
#### "Turnarounds" in Germany

- Personnel: Mid-term return to 220,000 soldiers
- Material: 100% equipment level and additional division
- Finance: Increase of defence budget 54% from 2018 to 2024

#### **Enhanced future profile**

- Anchor army for smaller neighbor armies
- Leading role in "enhanced Forward Presence" in Lithuania
- Framework nation in "Very High Readiness Joint Task Force as of 2019
- Currently 14 international mandates





### German Defence Additional structural demand of German army under discussion

#### Vehicles – mid-to-long term potential



Fox (400 vehicles)



Boxer (300-400 vehicles)



Trucks (> 10.000 vehicles)



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Puma (~250 vehicles)

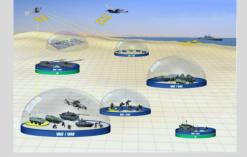
#### Equipment and ammunition – multi billion programs



NNBS (Short range air defence)



TLVS (Tactical air defence)



D-LBO (> €5 bn net) (MoTaKo)



Ammunition (~€2 bn net)

Rheinmetall Defence

### Mission Australia Establishing a new "home market" down under

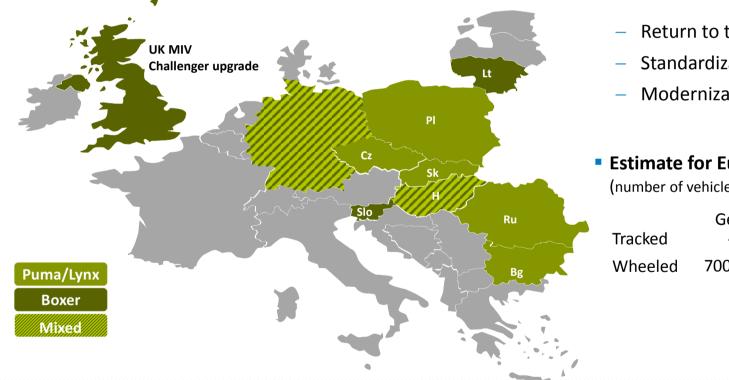




Australi o	a timing and f Land progra	order size ms
Trucks 1 <sup>st</sup>		
& 2 <sup>nd</sup> order	2016-2024	€2.0bn & €0.4bn
Boxer CRV	2019-2026	€2.1bn
Ammunition	2018/19	€65m*
Lynx tender	2024-2031	€4-5bn

\*initial assessment, option for 5 year contract

### **European Defence** Rheinmetall is a key beneficiary of large European vehicle programs



**Current or expected tenders tactical vehicles** 

- Drivers for European vehicle programs
  - Return to territorial and treaty defence
  - Standardization of NATO equipment
  - Modernization and upgrades

#### Estimate for European tactical vehicles demand (number of vehicles)

	Germany
Tracked	~250
Wheeled	700-800*

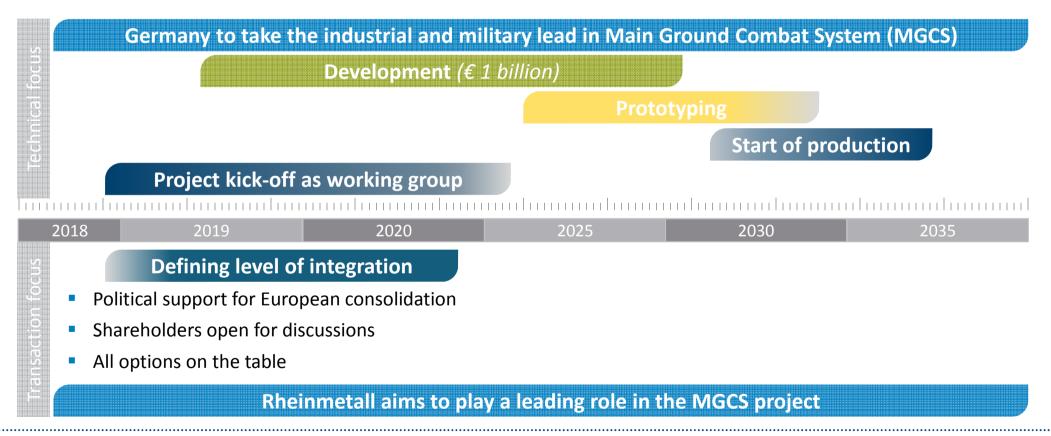
Rest of Europe >600 >900\*\* (includes UK, Hungary, Lithuania and Slovenia)

> \* Fox and Boxer \*\* onlv Boxer





### European Defence Future Main Battle Tank system MGCS will be a milestone for the industry

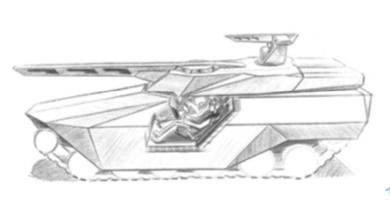




### Innovations Demand-driven product development and targeted cooperations



Groundbreaking sub-systems

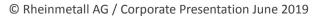


#### New tactical platforms

Innovative weapon and ammunition Digitized command and reconnaissance

#### New business models

New cooperations with Sikorsky, Raytheon





**Rheinmetall Defence** 

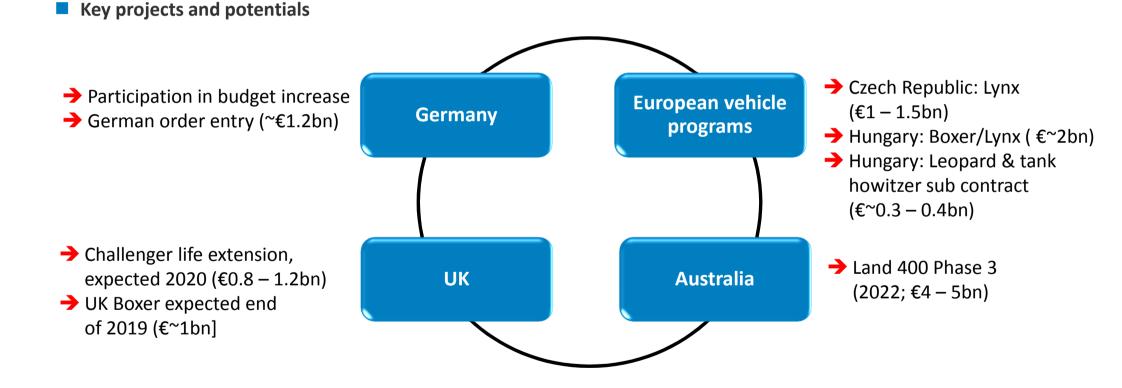
### European Defence Consolidation landscape



Governmental shareholding restricts room for cross-border consolidation 49.9% Big common armament programs could be Kongsberg 50% catalysts for further consolidation Nammo Patria Saab Cobham Rheinmetall PL RO HUN CZ Chemring **BAE Systems** Rheinmetall's approach: KMW/Nexter Thales **RUAG** ■ JV partnerships with companies in different nations instead of "putting all eggs in one basket" **Oto Melara** Aselsan **Sufficient organic growth potential**, but suitable M&A transactions are possible 25% state-owned 25% or not state-owner

## RHEINMETALL

#### Outlook Defence: 2019 Solid pipeline of projects in our home markets





# GROUP APPENDIX

Appendix: Rheinmetall Group



### Select key data: outlook 2019

Rheinmetall Group			Automotive	Defence
Holding cost	~€25-30m (€24m)	Capex (w/o IFRS 16)	5.5-6% (5.5%)	3.5-4.5%(3.1%)
Tax rate	Comparable level (27%)	D&A	~5.5% (5.3% reported, scheduled 5.2%)	3-3.5% (4.8% reported, scheduled D&A 3.7%)
Interest result	~-€40m (-€33m)	R&D	5-6% (5.4%)	2-2.5% (2.3%)



### Group 2014 – 2018: Key figures (as reported)

in €m		2014	2015	2016	2017	2018
Balance sheet	Total assets	5,271	5,730	6,150	6,101	6,759
	Shareholder's equity	1,197	1,562	1,781	1,870	2,172
	Equity ratio (in %)	22.7	27.3	29.0	30.7	32.1
	Pension liabilities	1121	1,128	1,186	1,080	972
	Net financial debt	-330	-81	19	230	-31
	Net gearing (in %)	27.6	5.2	-1.1	-12.3	1.4
Income statement	Sales	4,688	5,183	5,602	5,896	6,148
	Operating result	160	287	353	400	492
	Operating margin (in %)	3.4	5.5	6.3	6.8	8.0
	EBITDA	299	490	581	626	836
	EBIT	102	287	353	385	518
	EBIT margin (in %)	2.2	5.5	6.3	6.5	8.4
	EBT	22	221	299	346	485
	Net income	21	160	215	252	354
	Earnings per share (in EUR)	0.47	3.88	4.69	5.24	7.10
	Dividend per share (in EUR)	0.3	1.1	1.45	1.70	2.10
	ROCE (in %)	3.9	10.1	12.3	13.8	17.1
Cash flow statement	Free cash flow from operations	-182	29	161	276	-35
Headcount	Employees (Dec 31) according to	20,166	20,676	20,993	21,610	22,899

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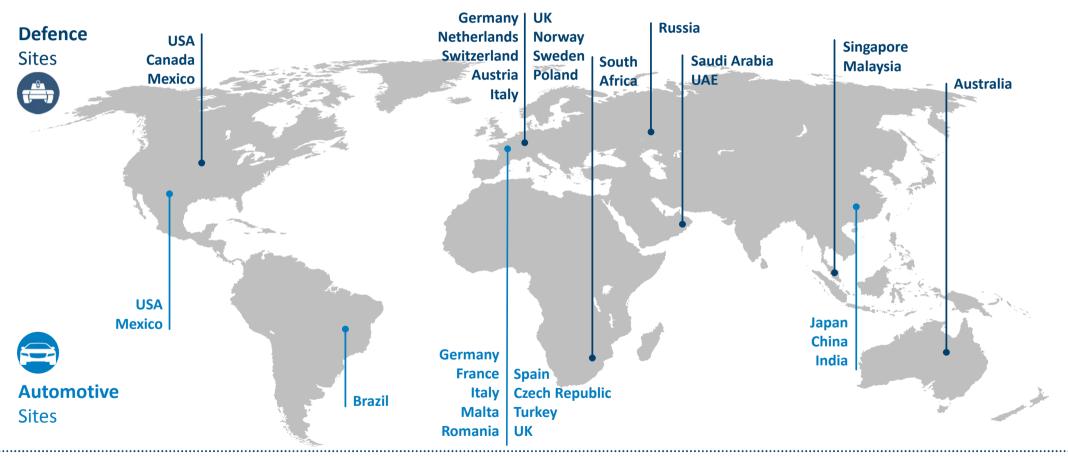
Appendix: Rheinmetall Group

### Segments 2014 – 2018 Key figures

AUTOMOTIVE								DEFENCE			
	2016	2017	2018		in €m		2014	2015	2016	2017	2018
	2,67	2,922	2,889		Order intake		2,812	2,693	3,050	2,963	5,56
	45 45	520	<b>478</b>	Or	der backlog (Dec.	31)	6,516	6,422	6,656	6415.8	8,577
	2,65	2,863	2,930		Sales		2,240	2,591	2,946	3,036	3,221
	.6 22	248.8	3 <b>262</b>		Operating result		-9	90	147	174	254
	.3 8	8.7	8.9	Ор	erating margin (ir	ו %)	-0.4	3.5	5.0	5.7	0.1
	32 35	366.8	3 <b>420</b>		EBITDA		17	175	239	268	403
	.6 22	227	265		EBIT		-67	90	147	172	247
	.3 8	7.9	9.0		EBIT margin (in %	)	-3	3.5	5.0	5.7	7.7
	57 14	154	161		Capex		76	96	95	89	87
	96 10	106	5 <b>26</b>		OFCF		-132	-38	103	238	-29
	10,82	11,166	5 <b>11,710</b>	Employees	(Dec 31) according	g to capacity	9,184	9,581	10,002	10,251	10,948
	50 1,52	1,623	1,664	Mechatronics	Sales	Weapon &	977	881	1,112	1,175	1,056
	.9 14	176	5 <b>171</b>		EBIT	Ammunition	-4	74	108	117	121
	.1 9	10.9	<b>10.3</b>		EBIT margin		-0.4	8.4	9.7	10.0	11.9
	52 92	968	<b>989</b>	Hardparts	Sales	Electronic	705	759	745	691	839
	'3 <del>(</del>	60	<b>65</b>		ЕВІТ	Solutions	-53	26	25	20	47
	.7 6	6.2	6.6		EBIT margin		-7.5	3.4	3.4	2.9	5.6
	35 30	359	367	Aftermarket	Sales	Vehicle	667	1,195	1,392	1,480	1,568
	27 2	33	36	1	EBIT	Systems	-9	3	29	53.2	108
	.5 8	9.2	9.8		EBIT margin		-1.4	0.3	2.1	3.6	6.9



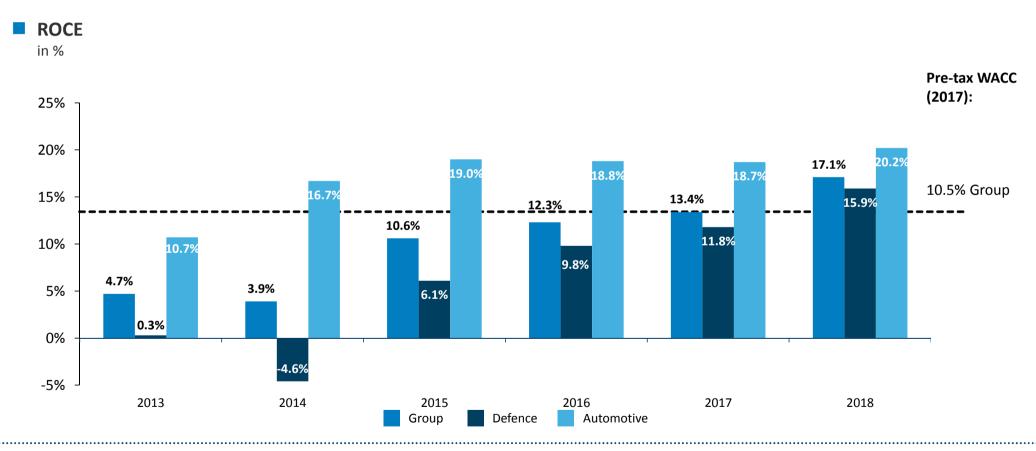
### More than 100 production sites and offices on all continents



Appendix: Rheinmetall Group



#### **Continuing ROCE improvement**





### Board remuneration based on three building blocks

Annual target salary (100%)									
Fixum (60%)	P	Performance-related variable remuneration (40%)							
Twelve equal portions of monthly payments	<ul> <li>Short ter</li> </ul>	rm incentive	<ul> <li>Long-term incentive</li> </ul>						
<ul><li>Fringe benefits:</li><li>Pension insurance (or comparable)</li><li>Company car</li></ul>	<ul> <li>KPI:</li> <li>Reference</li> <li>Range:</li> <li>Escalators</li> <li>Payout:</li> </ul>	EBT, ROCE (each 50%) E: Budget 0 - 200% Comparison - <110% 0% linear to max. 200% cash	• KPI: • Payou	Average adjusted EBT of the last three years (EBT capped at €300m) It: In shares and cash* with 4 year lock-up period *for related tax payments					

Appendix: Rheinmetall Group



#### ESG with high importance for Rheinmetall

#### Environment

- Reduction of the ecological footprint
  - Decrease of energy needed
  - Selective use of raw materials

#### • "Road to 95" and E-mobility

- Our products increase fuel efficiency
- New e-bike, e-motor and battery pack
- Support of conservation
- Transformation of the former production site in Düsseldorf



- Social
- Clear statement against cluster munition
- Promoting education and training
- Support of gender diversity • Women in management
- Workforce
  - Integration of refugees via apprenticeships
  - Support of employee families



#### Governance



- Transparency towards customer, investors and other stakeholder
- Non-compliant business behavior is unacceptable
- Zero tolerance of corruption and fraud
- Central Compliance Management System
   Employee awareness initiative





### Rheinmetall Technology Cluster Top five technology cluster identified

#### Automation

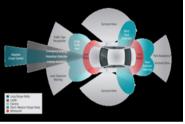


 Advanced assistant systems for driving, sensing, protection and weaponing

### Digitalization Producte Kommunikation System-of-Systems Engineering Automatikierung / Robot k Electronic Warfate

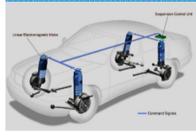
- New, digitalized vehicle architectures
- Virtual prototyping and digital twins
- System / health monitoring, predictive maintenance, logistics

### Next Sensors



- New LIDAR\* / Radar sensors
- Resistant to jamming / spoofing
- Next generation IR sensors

#### E-Mobility



- Hybrid drive
- E-drive
- Micro mobility



- Al supported technologies
  - to handle complex situations
  - for decision support
  - for information superiority

\*LIDAR=light detection and ranging



#### Next events and IR contacts

#### Next Events

Commerzbank Conference, New York & Boston

RS Zurich/Lugano

**UBS Conference, London** 

AGM 2018, Berlin

DB Conference, Berlin

RS Mid-West, US & Canada

**RS** Paris

Capital Markets Day 2019, Unterlüß

#### Quick link to documents

Corporate Presentation



Interim Reports

19/20 November

15 May

28 May

5/6 June

1 July

12-14 June

15/16 May

21/22 May



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Annual Reports





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