

### Rheinmetall Group Corporate Presentation

December 2019



**Rheinmetall Group** 



### **RHEINMETALL GROUP STRUCTURE.**



\* Short-term; \*\*Headcount at capacities;

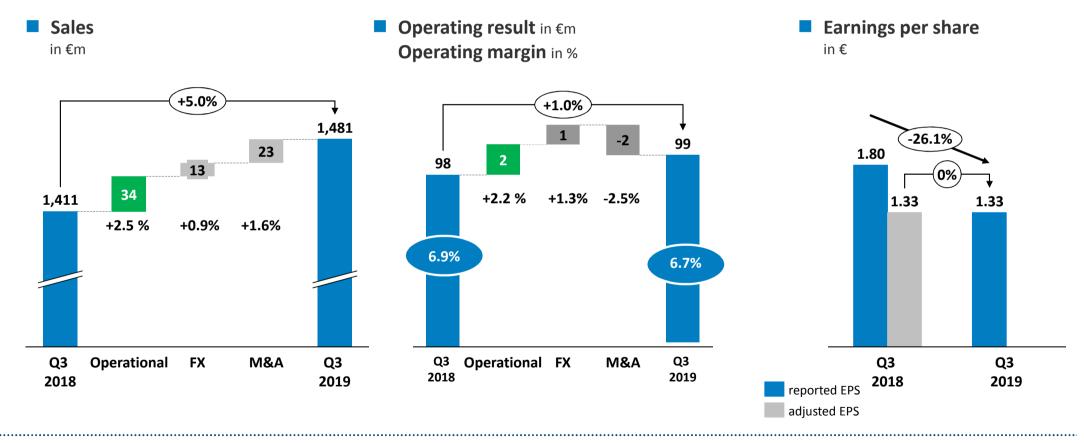


### Q3 2019 Group commercial highlights Weak Automotive compensated by Defence performance



- Order backlog on high level
- Organic sales at constant exchange rates grew +2.5%\* (reported 5.0%) to €1.5bn
- Operating result stable with significant shift between the segments
- EPS decline of 26% to €1.33 after PY €1.80 (including €0.47 real estate gain)
- Operating FCF down €11m yoy to -€127m including €15 m CTA funding
- FY Guidance specified

### Q3 2019 Group commercial highlights Operational improvement of sales and operating result



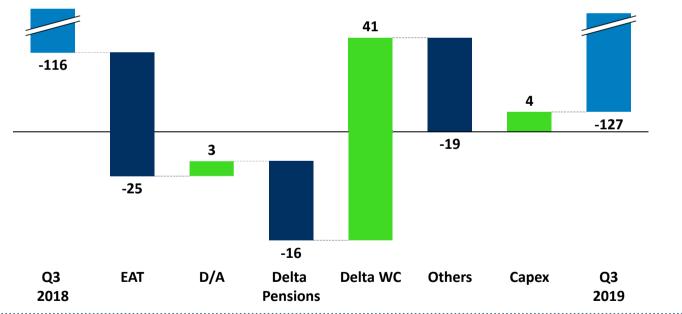


Rheinmetall Group

### Q3 2019 Group commercial highlights Operating Free Cash Flow improved operationally

Operating free cash flow bridge

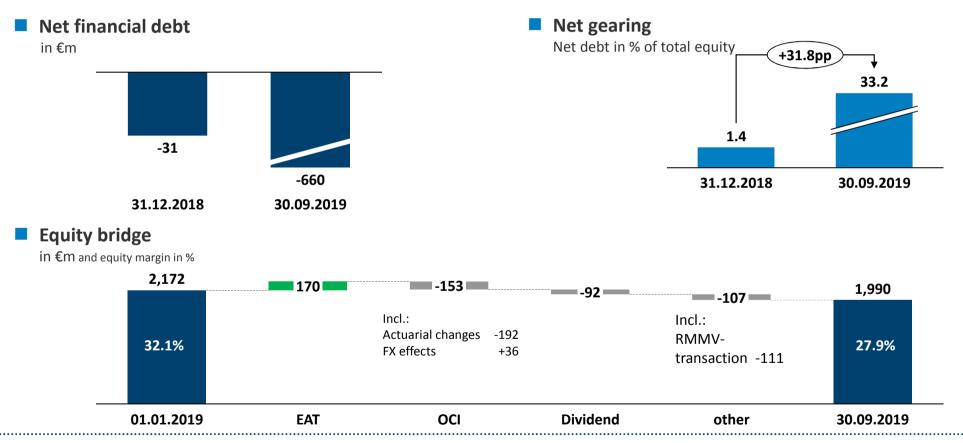
in €m



- EAT operationally improved
- CTA funding of €15 m included in Pensions
- Strong support from working capital optimization in Automotive



### Q3 2019 Group commercial highlights Financial KPI impacted by M&A transactions and pension topic





## Automotive





### Non-LV business and absence of equipment sales burdened the quarter

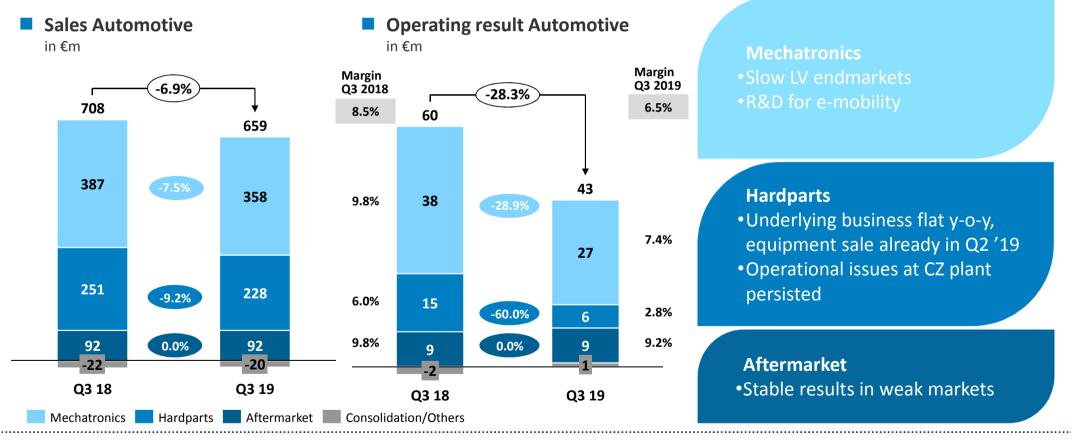


In €m	Q3 2018	Q3 2019 <i>L</i>		YTD 2018	YTD 2019	Δ
Sales	708	650	-6.9%	2 100	2,099	-4.6%
	60	659 43	-0.9% -28.3%	2,199 193	2,099	-4.6% -25.4%
Operating result Operating margin in %	8.5%	43 6.5%	-28.5% -200 bp	8.8%	6.9%	-25.4% -190 bp
Operating Free Cash Flow	-2	0.5%	400.0%	-16	-8	-190 bp 50.0%
Operating FCF / Sales	-0.3%	0.9%	400.0% 120 bp	-0.7%	-0.4%	30.0%

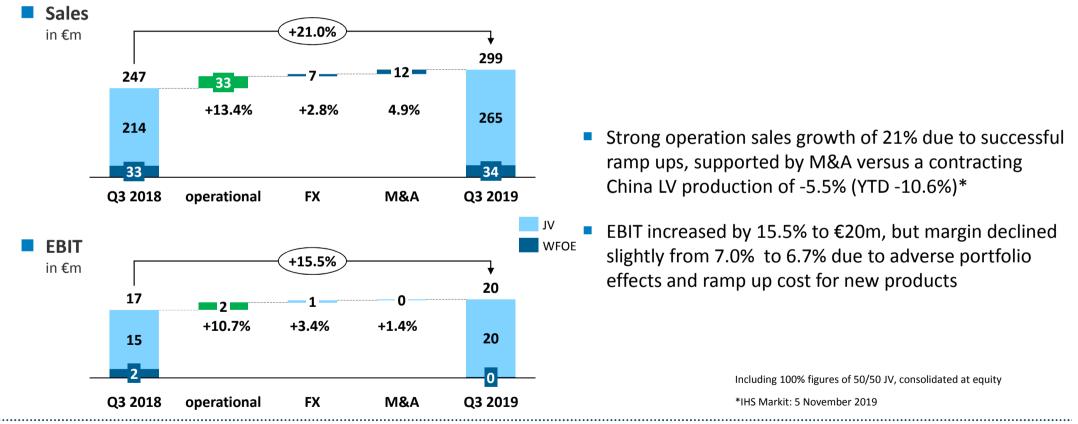




## Q3 2019 Highlights: Automotive **Negative business development in all divisions and end markets**



### Q3 2019 China Total Management View Strong sales growth against the market trend



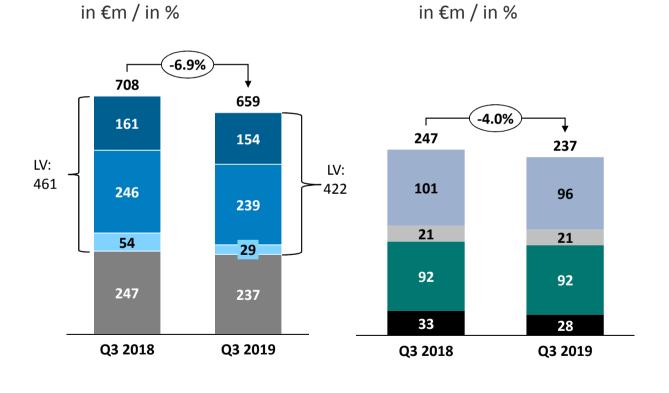


**Rheinmetall Automotive** 

Sales split LV / Non-LV



## Q3 2019 Highlights: Automotive **All end markets under pressure**



Sales split Non-LV

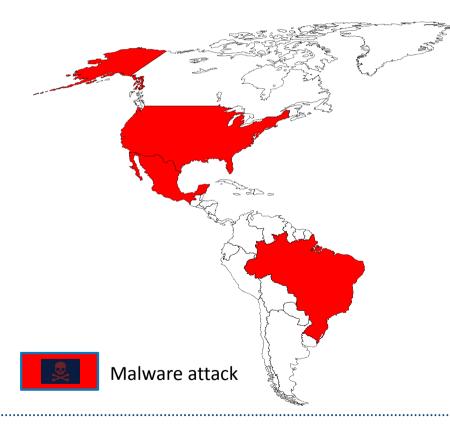
	absolute	Delta in %	
Diesel	-7	-4.3%	-3.4
Gasoline	-7	-2.8% _	]
other LV**	-25	-46.5%	
LV Business	-39	-8.4%	)
Truck	-5	-4.6%	-4.1
Large Bore	0	+1.9%	<u></u>
Aftermarket	0	0%	
Other*	-5	-15.2%	
Non-LV Business	-10	-4.0%	

\* Other: MIR, Industrie, Continuous casting \*\* Including €20m equipment sales

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### Q3 2019 Highlights: Automotive Malware attack: Basic system environment reestablished, clean up continues



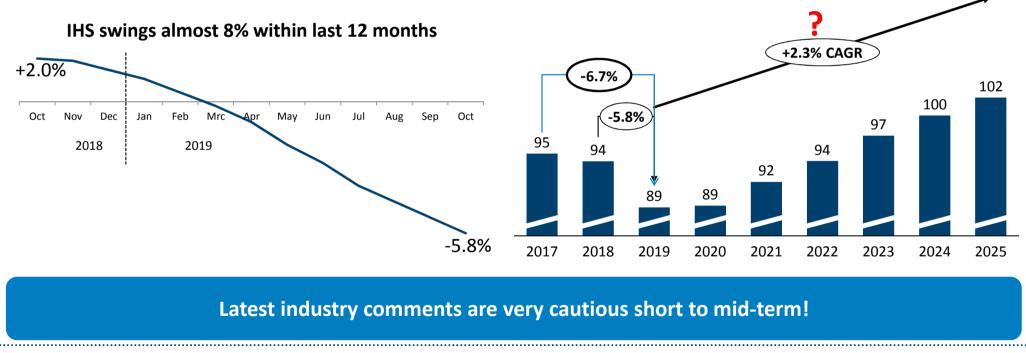
- Malware attacked legal entities in the Automotive domain in the US, Mexico and Brazil
- No infection of Defence systems detected
- Production could be generally maintained, except warehouse for Aftermarkets business
- Internal and external IT support as well as several governmental agencies involved
- Limited topline effect due to successful set up of workarounds
- EBIT effect expected at around €6-8m in Q4 2019
  - Higher logistic expenses
  - Consultant fees



### Automotive market IHS revised 2019 LV volumes repeatedly and provides weak outlook

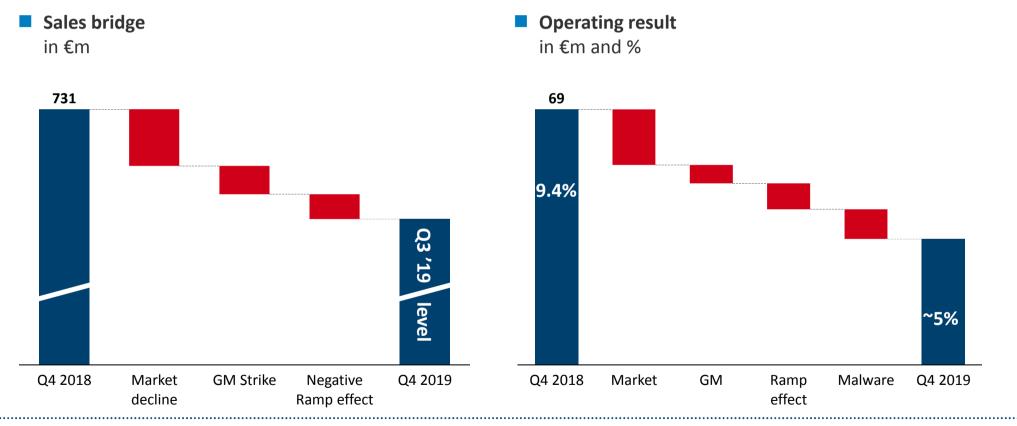
IHS 2019 forecast





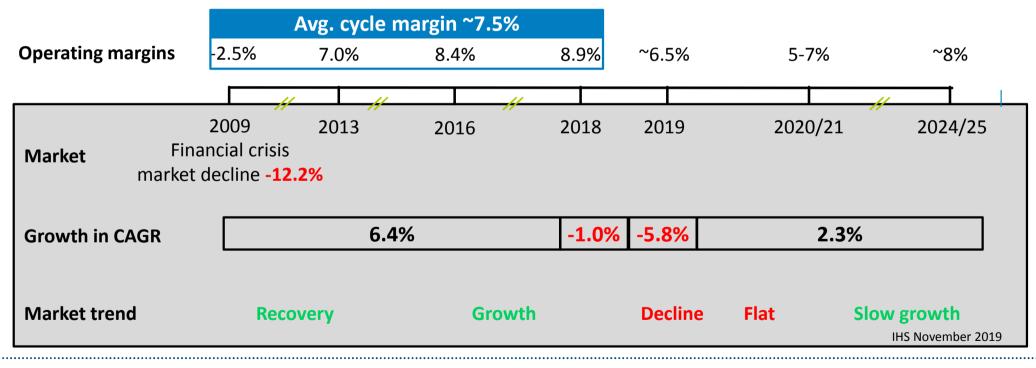


### Automotive Q4 2019 effects Automotive impacted by special effects beyond market deterioration





### Automotive mid-term 2019 reports biggest market decline post the financial crisis

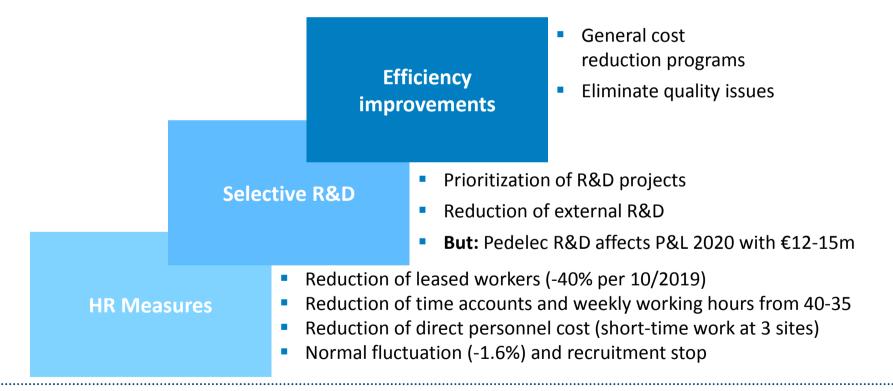


**Rheinmetall Automotive** 



### Automotive mid-term Early installation of self help in 2018 successful

### Self help measures to protect the margin





# Defence

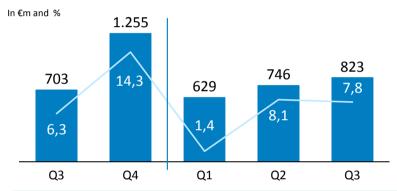






### Q3 2019 Highlights: Defence **Defence delivered as promised**

Quarterly sales and margin development



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

- Order intake of € 1.136m solid, including new VJTF orders
- Sales growth of 17.1% (FX adjusted 13.4%) driven by ES and VS and including €23m M&A effect
- Margin rose by 150 bp to 7.8%
- OFCF basically stable

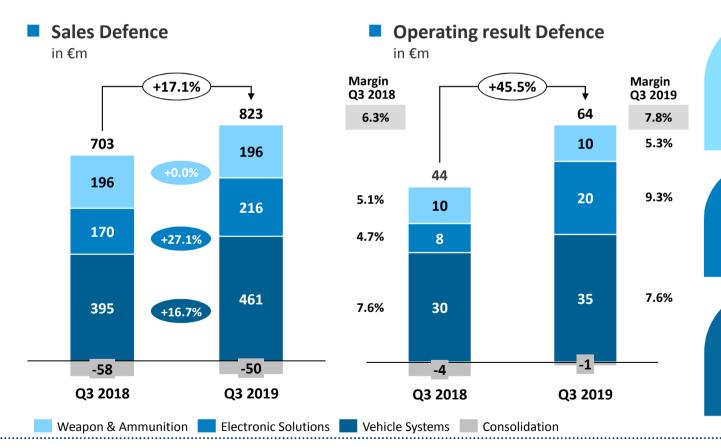
In €m	Q3 2018	Q3 2019	Δ	YTD 2018	YTD 2019	Δ
Order intake	3,044	1,136	-62.7%	4,471	2,201	-50.8%
Sales	703	823	17.1%	1,966	2,198	11.8%
Operating result	44	64	45.5%	75	134	78.7%
Operating margin in %	6.3%	7.8%	150 bp	3.8%	6.1%	220 bp
Operating Free Cash Flow	-98	-104	-6	-508	-328	180
Operating FCF / Sales	-13.9%	-12.6%	130 bp	-25.8%	-14.9%	1,090 bp



**Rheinmetall Defence** 



### Q3 2019 Highlights: Defence **Double digit growth of operating result**



Weapon and Ammunition Sales held back by missing export approvals

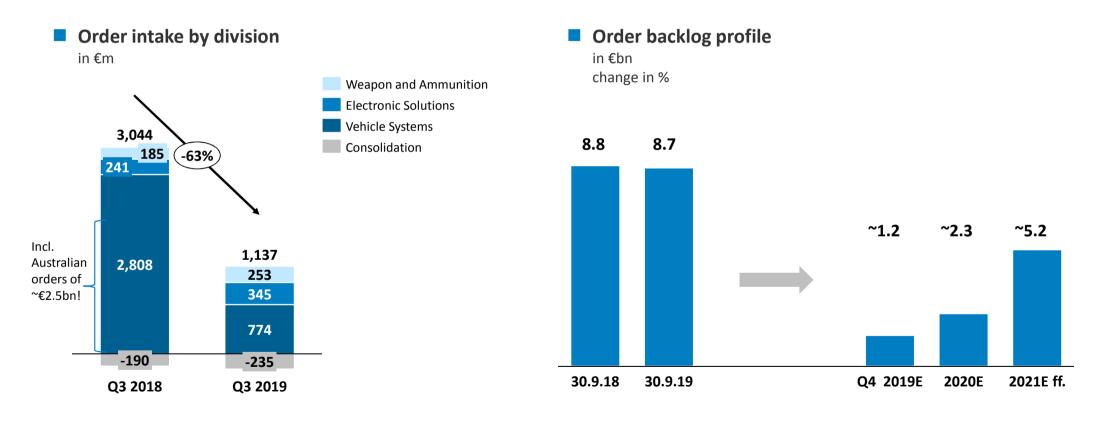
Electronic Solutions

Solid execution in all BU
Restructuring supportive

Vehicle SystemsHigh order executionStable margin



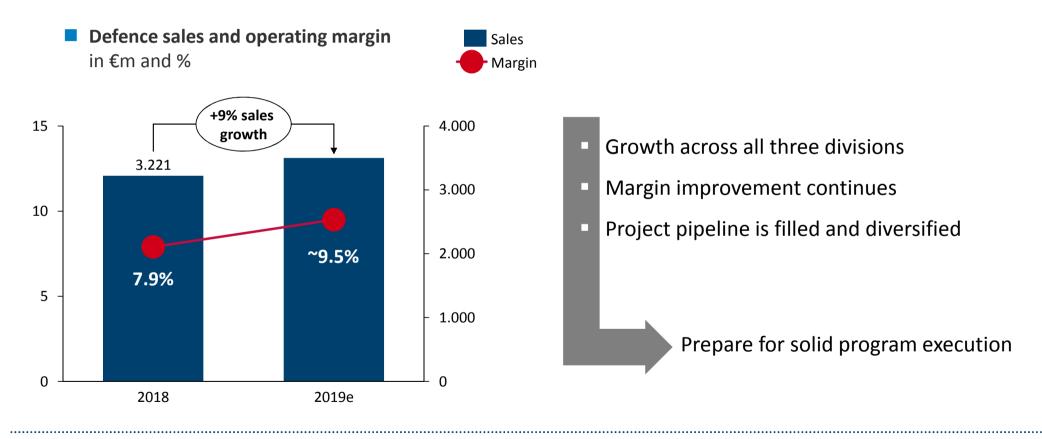
### Q3 2019 Highlights: Defence **Robust order intake comparing to extraordinary PY quarter**



**Rheinmetall Defence** 



### Defence FY 2019 New record year ahead for Defence

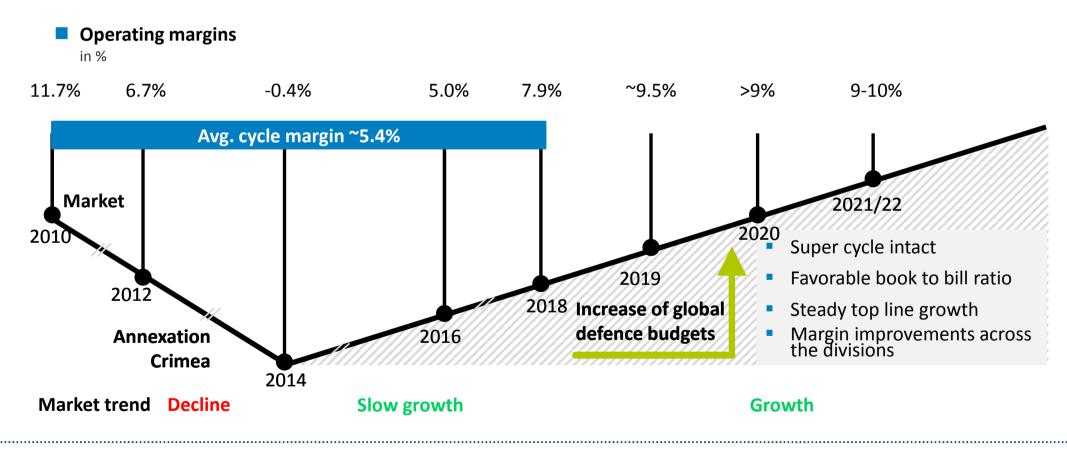


### Project pipeline Promising super cycle pipeline





### Defence mid-term **Profitable growth lasts into the next decade**



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### FY 2019 Guidance Group margin guidance held stable

	Sales		Operating margin		
	<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	Slightly above 1	8.0	Around 8	
AUTOMOTIVE	4.2	Around -7	8.9	Around 6.5	
DEFENCE	7.9	Around 9	7.9	Slightly above 9.5	

Operational growth at constant FX



### FY Mid-term Guidance next three years Sales growth and earnings improvement targeted

Ν	/lid-term	Mid-term
	Sales growth	Operating margin
AUTOMOTIVE	Flat to slow growth	Short-term setback to 5-7% (incl. Pedelec -€12-15m in 2020); mid-term recovery to around 8%
DEFENCE	6-8%	9-10%

#### Operational growth at constant FX





### **Automotive – Focus on innovation**

Rheinmetall Automotive



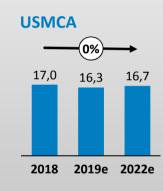
### **AUTOMOTIVE** WITH LEADING TECHNOLOGY AND MARKET POSITIONS.

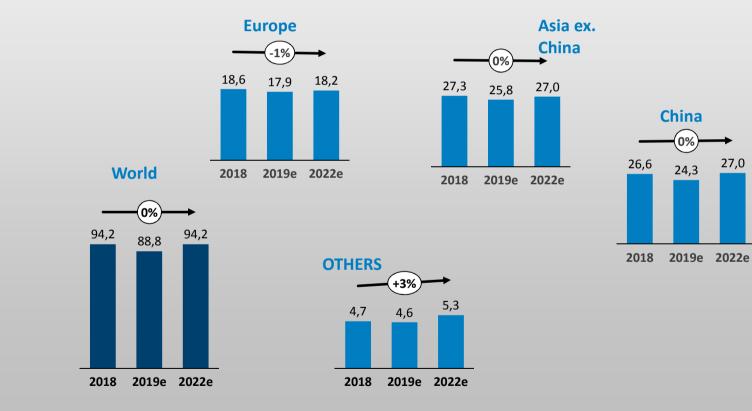
Key Figures		Structure		Sales by region	Sales by division*
Sales:	€2.9bn	Hardparts		Asia 17% RoW	Aftermarket 12% Hardparts
Op. result:	€262m	Pistons	Large-bore Pistons	USMCA 15%	33%
Op. margin:	8.9%	Bearings	Castings	Euro	ope w/o 55%
R&D:	€157m	Mechatronics		Germany 21% Germ	
Capex:	€161m	Pump Technology	Automotive Emission Systems	Sales by customer	Operating result by division*
Headcount:	11.710	Solenoid Valves	Commercial Diesel Systems	Other >10% F	ord, Aftermarket VW 13% 26%
		Actuators			-10%
All figures refer to	o FY 2018	Aftermarket		BMW, 23 Nis Cummins, 14% % GM,	ault/ ssan, FCA, 64% mler Mechatronics
					*unconsolidate

**Rheinmetall Automotive** 

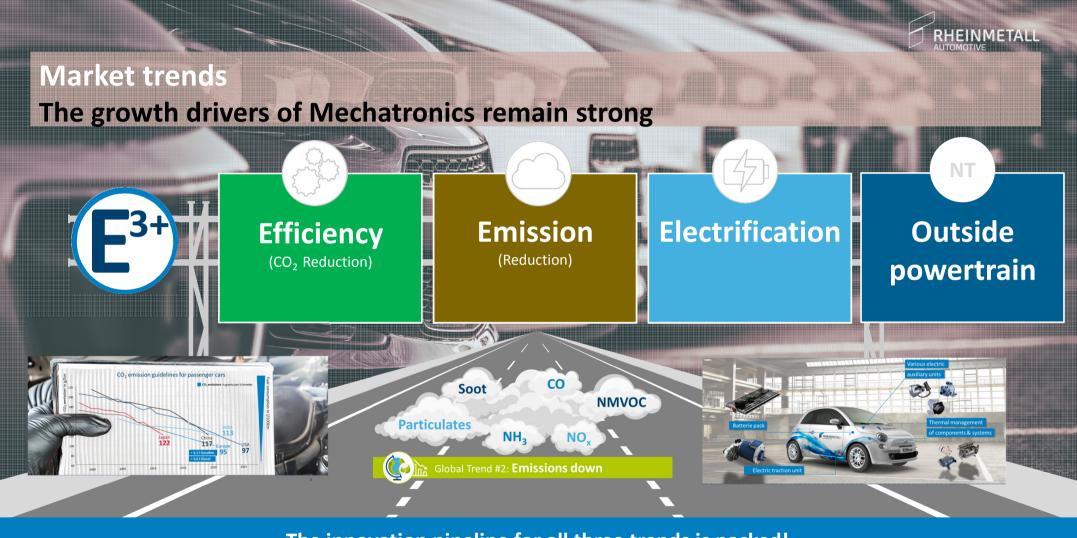


### Global sales Flattish market expected until 2022





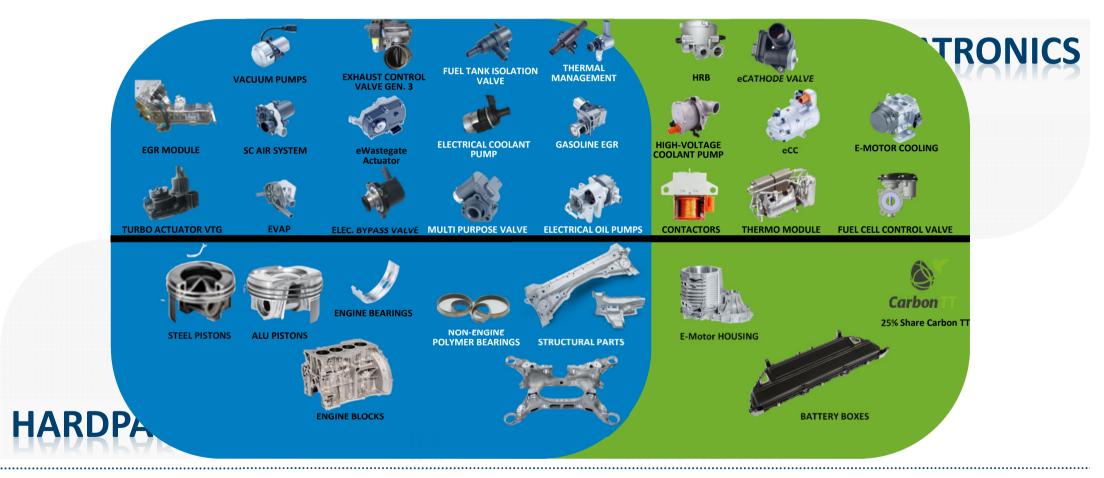
Source: IHS November 2019



The innovation pipeline for all three trends is packed!

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## **ELECTRIFICATION** at Rheinmetall Automotive



ELECTRIFICATION Peripheral system and components



Electric

Heat pump



Electric Airconditioning compressor



CAR (HV) 400V<sup>PLUS</sup> 50-125KW



Battery pack



FIRST-/LAST-MILE 48V

15-20KW



Battery pack (48V)

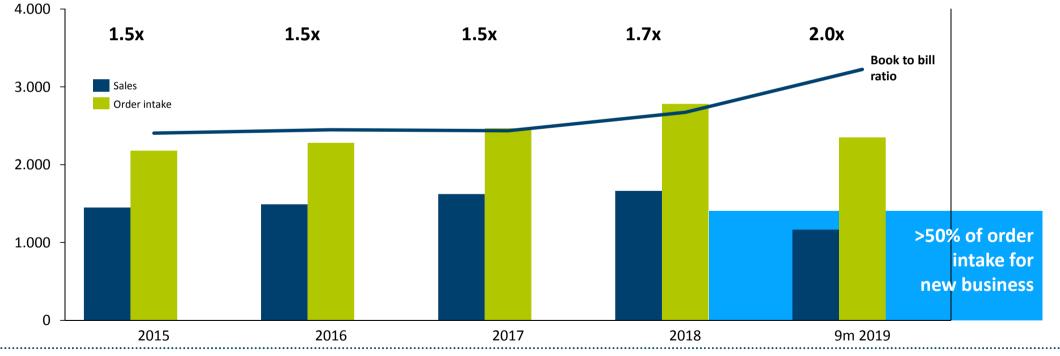


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\* Rheinmetall Automotive and Joint Ventures, incl. BEV and Hybrid



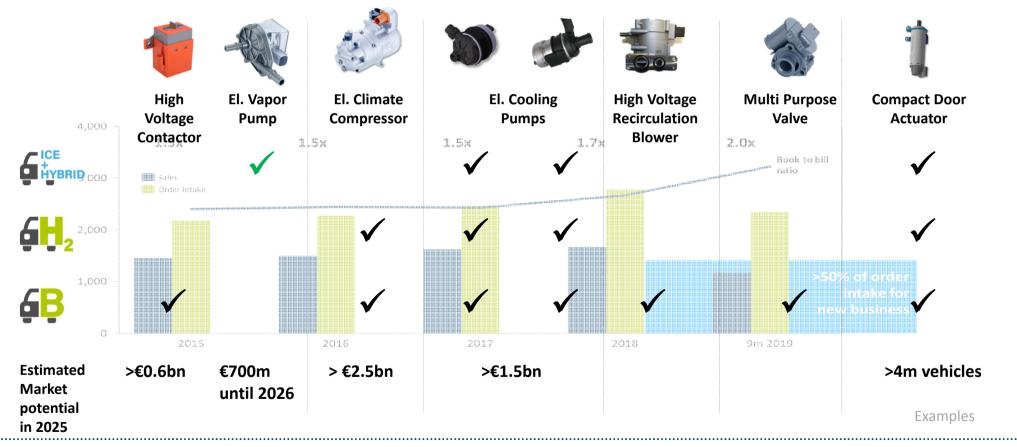
### Mechatronics order intake Favorable increase of book to bill ratio due to rising order intake



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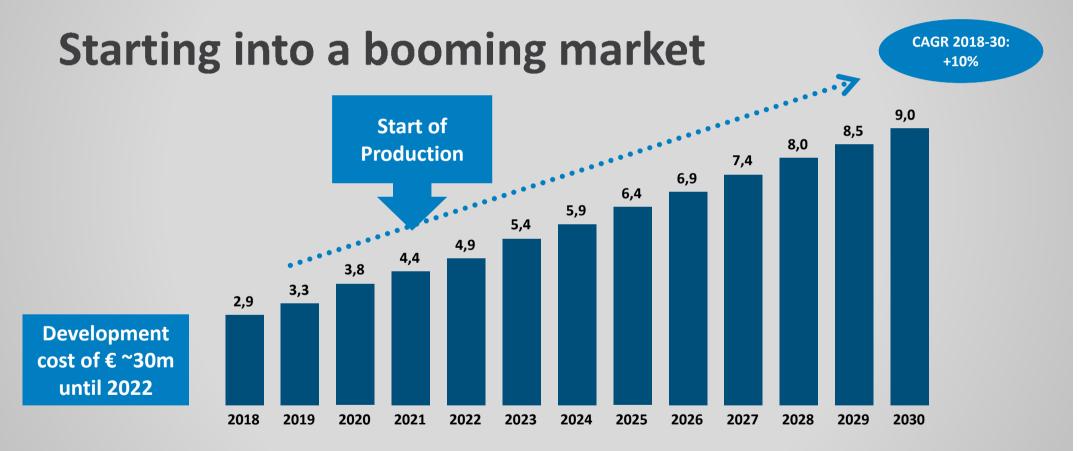


### Mechatronic Innovation pipeline Innovative products for a variety of applications





### **Micro E-Drive System**

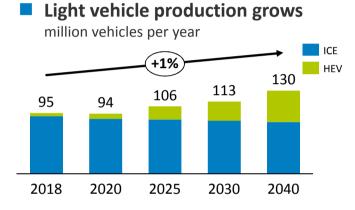


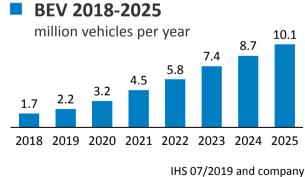


### **Micro mobility** From internal innovations project to market entry

One Rhein award for		Design make over		Production setup	
2016	2017	2018	2019	2020	2021 2022
	First market presentation at Eurobike		Presentation at Eurobike Customer acquisition		Start of production
Total Development cost ~€30m	Group F	R&D expenses		-€12-15m in 2020 Division	R&D expenses

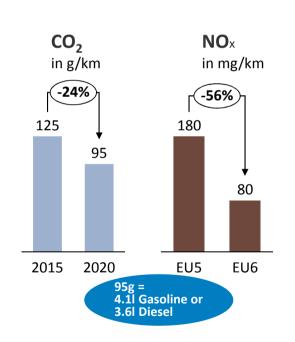
### Drivers for growth **Rising global fleet and regulatory restrictions are supporting our growth**





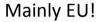
estimates

Emission thresholds decrease



Stricter emission testing







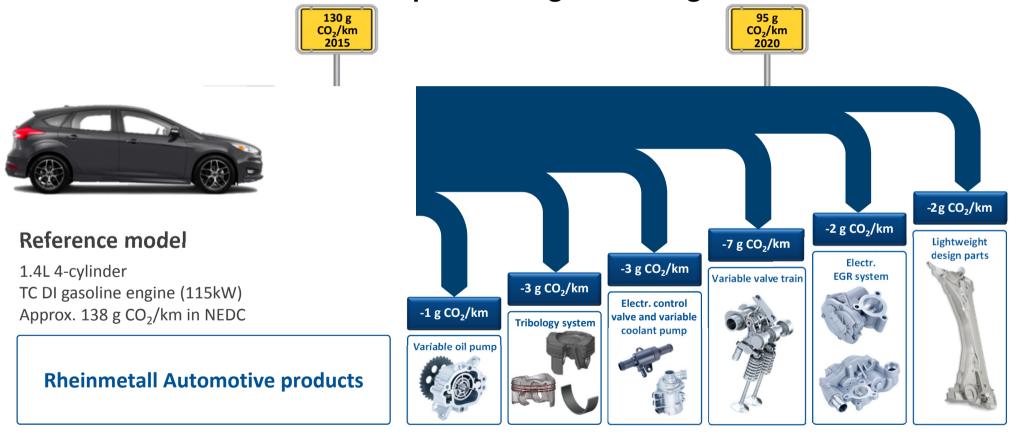
Stricter testing sets the benchmark even higher!



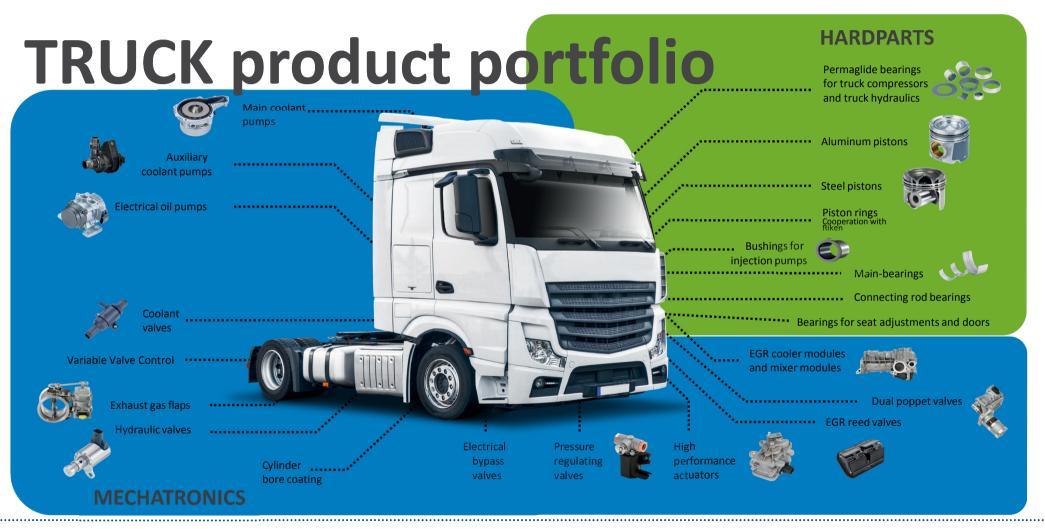
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## Efficiency CO<sub>2</sub> - reduction with Automotive products – gasoline engine vehicle







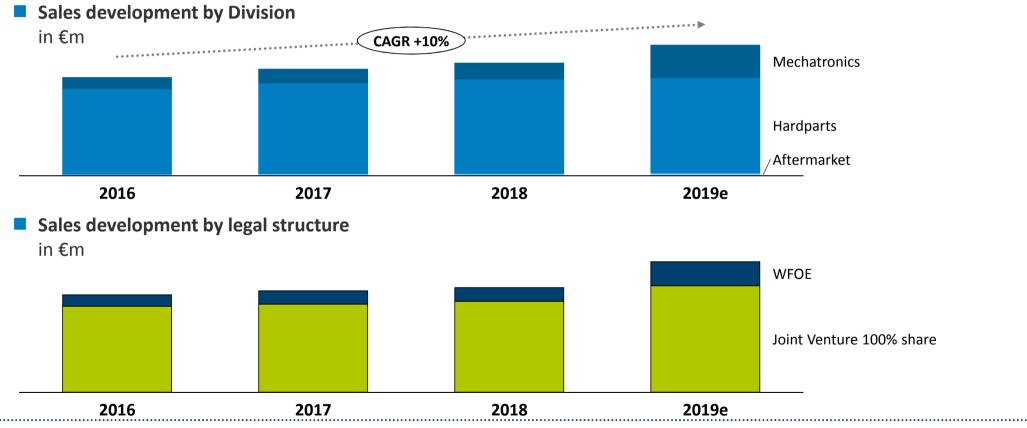
## Diversification Increasing portfolio for non-LV applications







## China Demand for Mechatronics products key driver



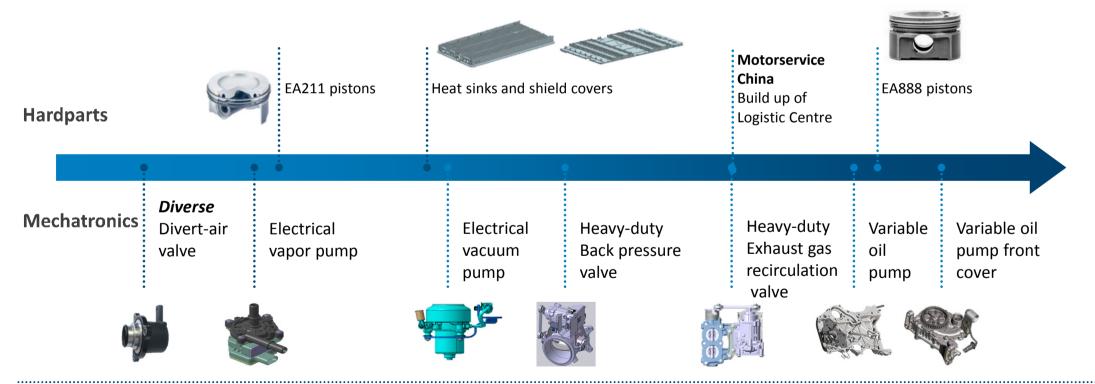
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## CHINA CORE PROJECTS

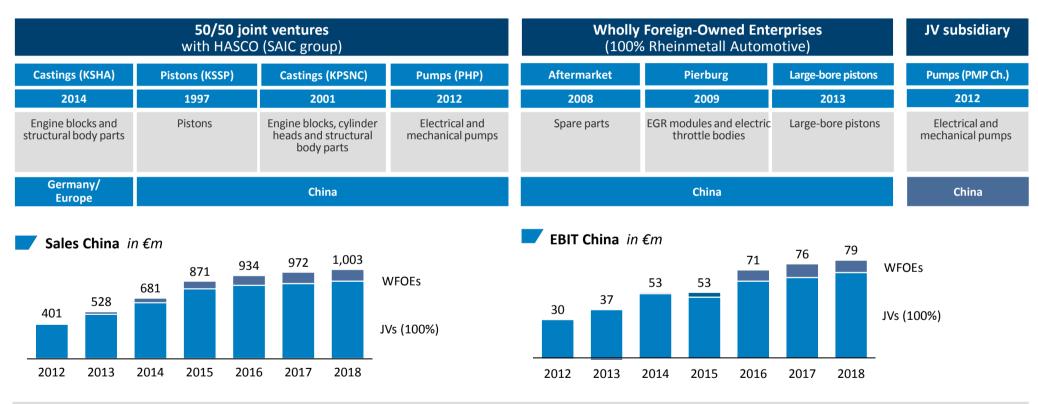




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## **Automotive in China**



KSHA: KS Huayu Alutech GmbH, NeckarsulmKPSNC: Kolbenschmidt Pierburg Shanghai Nonferrous Components Co., Ltd., ShanghaiPMP: Pierburg Mikuni Pump Technology (Shanghai) Corp., ShanghaiKSSP: Kolbenschmidt Shanghai Piston Co., Ltd., ShanghaiPHP: Pierburg Huayu Pump Technology Co., Ltd., ShanghaiPMP: Pierburg Mikuni Pump Technology (Shanghai) Corp., Shanghai

# highlights CHINA

Partner of local big players SAIC and HASCO

Biggest casting capacities in China – technology leader

Regulation (China 6) – provides substantial growth potential for mechatronics division

Strong demand for NEV products

China Story on track: product pipeline supports growth ambitions





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

**Rheinmetall Defence** 

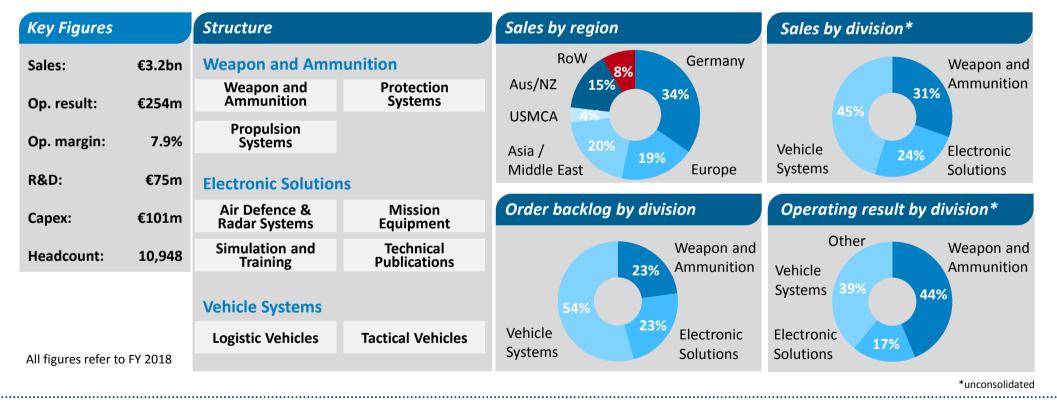




**Rheinmetall Defence** 



## DEFENCE IS A LEADING SUPPLIER WITH AN INCREASING INTERNATIONAL PRESENCE.



# Home Market UK Joint venture – Strengthening the position in UK

#### **EXPANSION OF PRODUCT PORTFOLIO**

#### Current

- BAE UK business
- Armoured engineering vehicles and bridge-laying tanks
- AS 90 self-propelled artillery system
- Force protection components
- Services
   7.500 MAN vehicles under service

#### **Future**

- Boxer Mechanized Infantry Vehicle (MIV)
   >500 vehicles @ €1.3bn
- Challenger 2 Life Extension Program
   ▶ potential order size €800-1.2bn
- Next generation of battle tanks





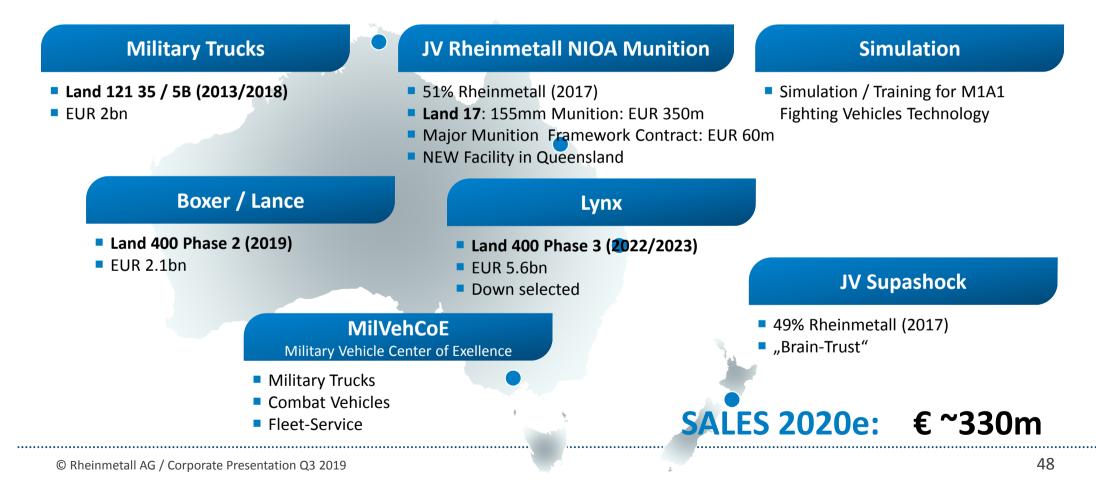


## SALES 2020e: €~200m

Rheinmetall Defence

## Home market Australia Successful establishment of a new home market

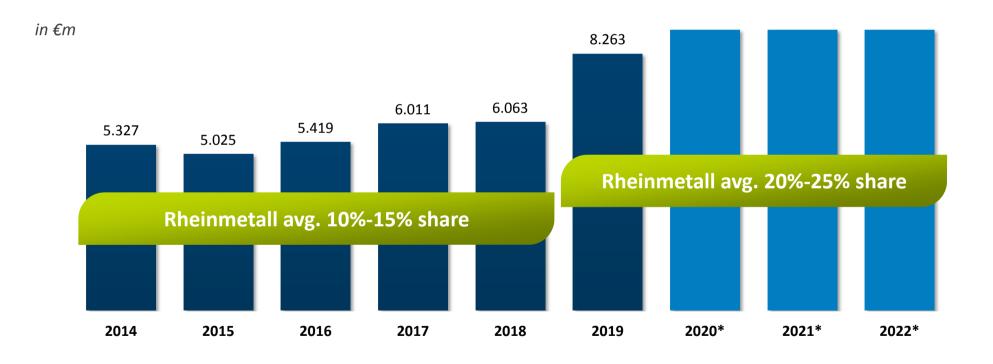
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## DEFENCE ROADMAP German defence budget investive expenses and Rheinmetall-share

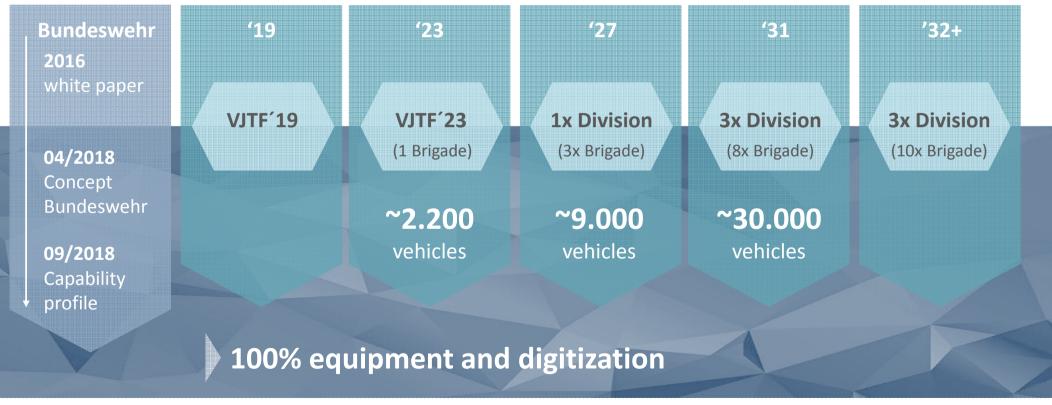




## **German Defence**

## NATO commitment key driver for German demand

Lead role in Very High Readiness Joint Task Force (VJTF)





## German Defence

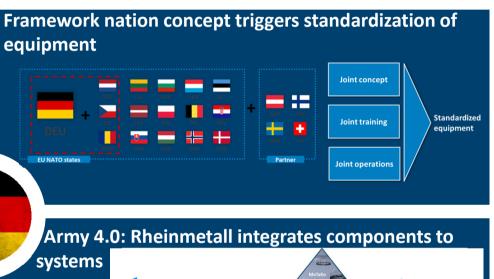
## **Drivers behind budget increase**

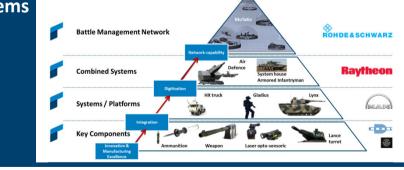
#### "Turnarounds" in Germany

- 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)



Puma (~250 vehicles)

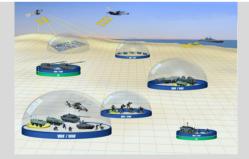
#### Equipment and ammunition – multi billion programs



NNBS (Short range air defence)



TLVS (Tactical air defence)



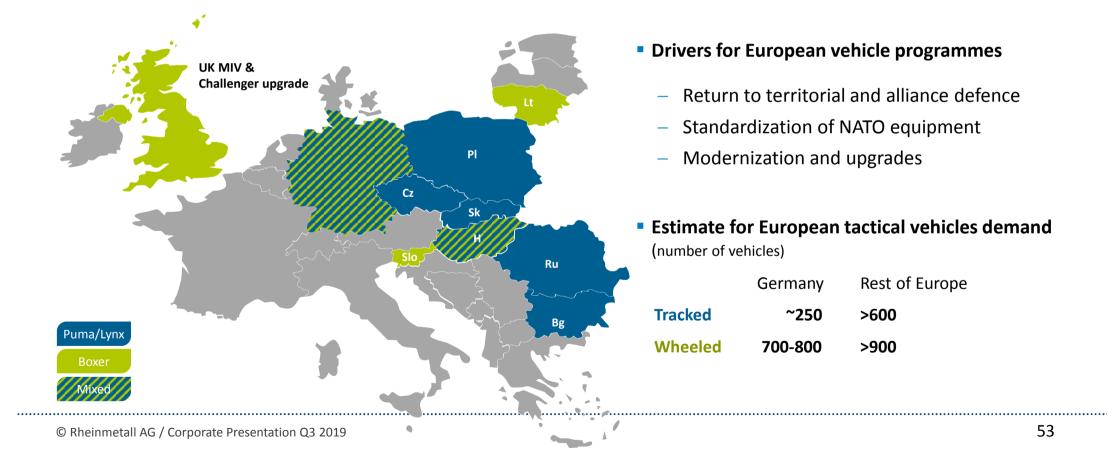
D-LBO (> €5 bn net) (MoTaKo)



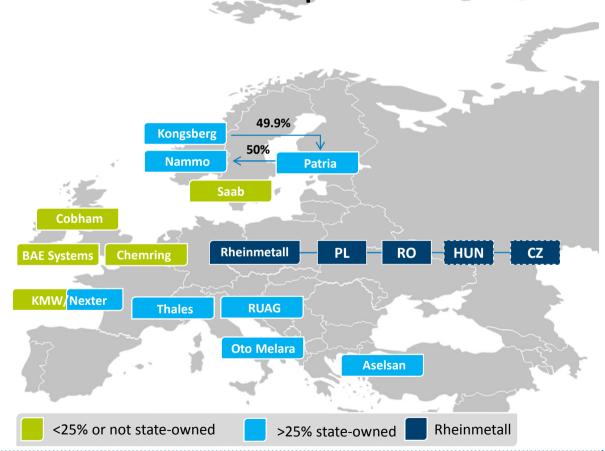
Ammunition (~€2 bn net)

**Rheinmetall Defence** 

## EUROPEAN DEFENCE. CURRENT OR EXPECTED TENDERS TACTICAL VEHICLES.



## European Defence Consolidation landscape





- Governmental shareholding restricts room for cross-border consolidation
  - **Big common armament programs** could be catalysts for further consolidation

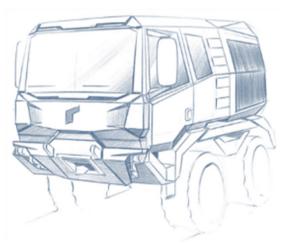
Rheinmetall's approach:

- JV partnerships with companies in different nations instead of "putting all eggs in one basket"
- Sufficient organic growth potential, but suitable M&A transactions are possible



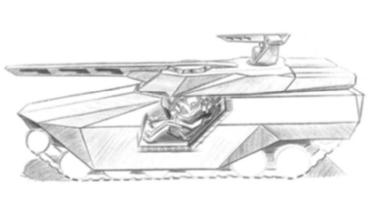


## Innovations Demand-driven product development and targeted cooperations





Groundbreaking sub-systems



#### New tactical platforms

Innovative weapon and ammunition Digitized command and reconnaissance

#### New business models

New cooperations with Sikorsky, Raytheon



# GROUP APPENDIX

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## 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 capacity	20,166	20,676	20,993	21,610	22,899



Appendix: Rheinmetall Group

## Segments 2014 – 2018 Key figures

AUTOMOTIVE						DEFENCE						
2014	2015	2016	2017	2018		in €m		2014	2015	2016	2017	2018
2,466	2,621	2,670	2,922	2,889		Order intake		2,812	2,693	3,050	2,963	5,565
416	445	459	520	478	Or	der backlog (Dec.	31)	6,516	6,422	6,656	6,416	8,577
2,448	2,592	2,656	2,861	2,930		Sales		2,240	2,591	2,946	3,036	3,221
184	216	223	248.8	262	Operating result		-9	90	147	174	254	
7.5	8.3	8.4	8.7	8.9	Оре	erating margin (ir	ı %)	-0.4	3.5	5.0	5.7	7.9
295	332	356	366.8	420		EBITDA		17	175	239	268	403
184	216	223	227	265		EBIT		-67	90	147	172	247
7.5	8.3	8.4	7.9	9.0	i	EBIT margin (in %)		-3	3.5	5.0	5.7	7.7
158	167	149	154	161		Capex		76	96	95	89	87
34	96	105	106	26	OFCF		-132	-38	103	238	-29	
10,830	10,934	10,820	11,166	11,710	Employees (Dec 31) according to capacity		9,184	9,581	10,002	10,251	10,948	
1,322	1,450	1,527	1,621	1,664	Mechatronics	Sales	Weapon &	977	881	1,112	1,175	1,056
96	119	142	176	171		EBIT	Ammunition	-4	74	108	117	121
7.3	8.1	9.3	10.9	10.3		EBIT margin		-0.4	8.4	9.7	10.0	11.5
934	952	921	968	989	Hardparts	Sales	Electronic	705	759	745	691	839
72	73	62	60	65		EBIT	Solutions	-53	26	25	20	47
7.7	7.7	6.7	6.2	6.6		EBIT margin		-7.5	3.4	3.4	2.9	5.6
269	285	305	359	367	Aftermarket	Sales	Vehicle	667	1,195	1,392	1,480	1,568
26	27	27	33	36		EBIT	Systems	-9	3	29	53.2	108
9.7	9.5	8.9	9.2	9.8		EBIT margin		-1.4	0.3	2.1	3.6	6.9



## Rheinmetall technologies

## as an answer to current threats and challenges





## Capital allocation Our capital allocation policy is geared towards further growth



Dividend to shareholders (Payout ratio 30-35%)

Improvement of pension funding via CTA (target level 50-60%) Appendix: Rheinmetall Group

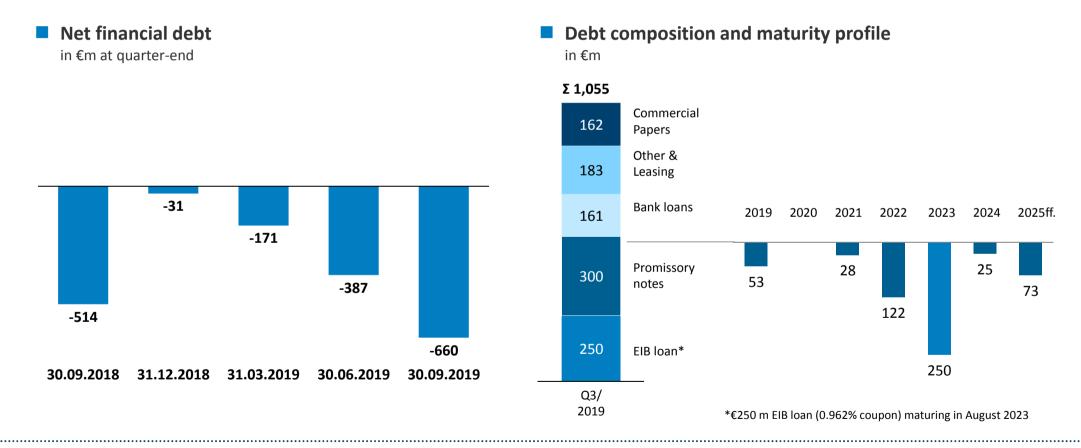


## Select key data: outlook 2019

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 3.7%)
Interest result	~-€40m (-€33m)	R&D (self-funded)	5-6% (5.4%)	2-2.5% (2.3%)

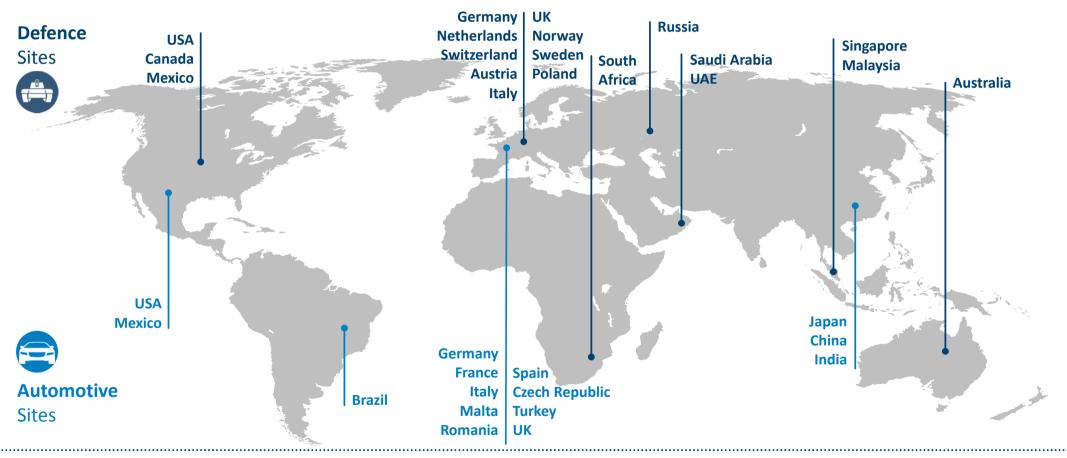


## Debt Typical seasonal increase of net debt amplified by M&A payout





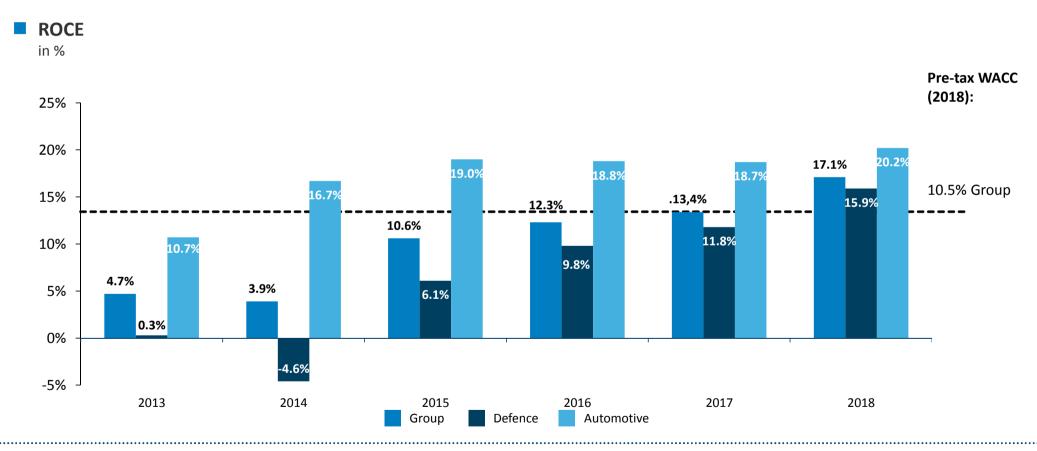
## More than 100 production sites and offices on all continents



Appendix: Rheinmetall Group



## **Continuing ROCE improvement**





## Board remuneration based on three building blocks

Annual target salary (100%)							
Fixum (60%)	Pe	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>	<ul> <li>EBT, ROCE (each 50%)</li> <li>Budget</li> <li>0 - 200%</li> <li>: 0% - &lt;70% - &lt;110%</li> <li>0% linear to max. 200%</li> <li>cash</li> </ul>	• 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 **High importance for Rheinmetall**

#### Environment

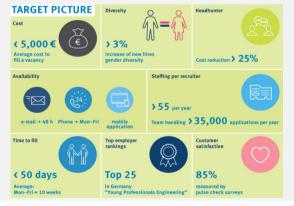
- Reduction of the ecological footprint
  - Decrease of energy needed
  - Selective use of raw materials

#### • "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









- 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







#### Next events and IR contacts

#### Next Events Berenberg Conference, Pennyhill Goldman Sachs Conference, London Oddo BHF Conference, Lyon Commerzbank GIS, New York Baader Heleva, Toronto Kepler Cheuvreux GCC, Frankfurt Lampe Conference, London FY Earnings release

#### Quick link to documents

**Corporate Presentation** 



3 December 2019 4 December 2019 9 January 2020 13-15 January 2020 16 January 2020 20-22 January 2020 30 January 2020 18 March 2020

Interim Reports

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Annual Reports



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