

ANNUAL GENERAL MEETING 2019

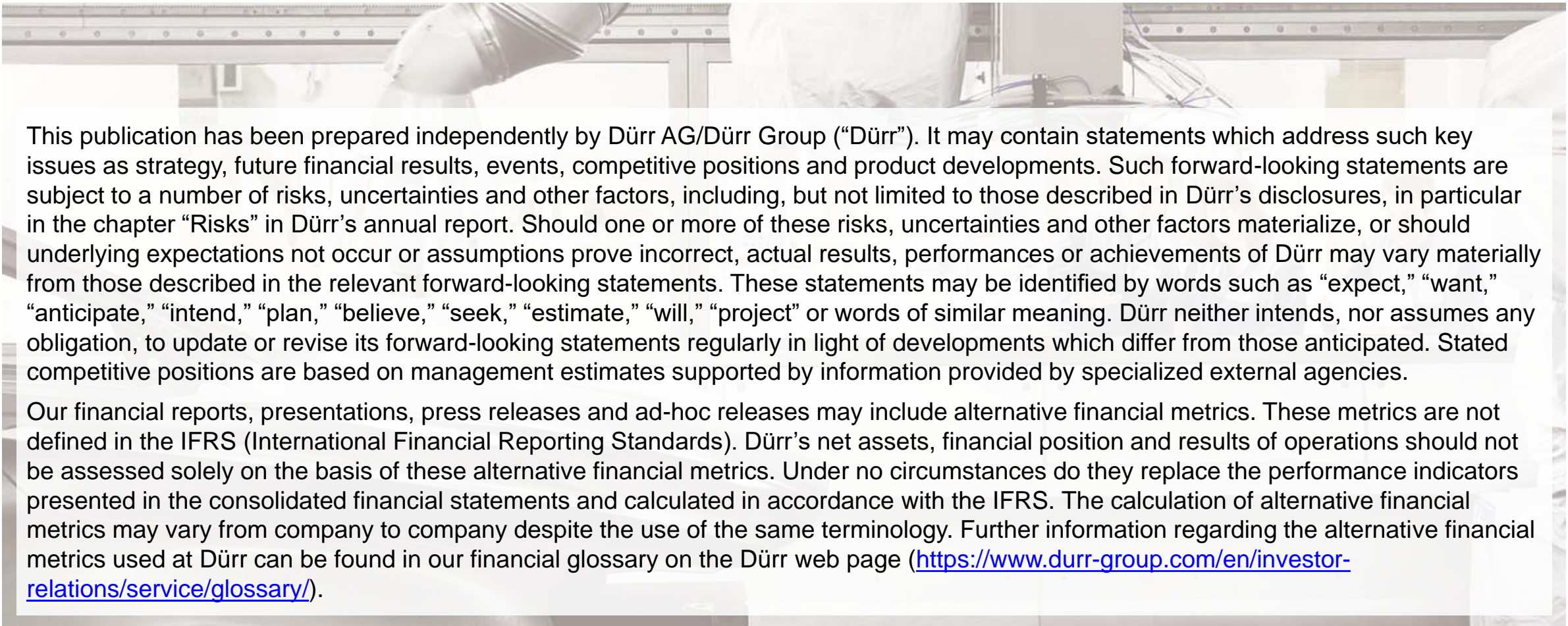
Dürr AG

Ralf W. Dieter, Vorstandsvorsitzender

Bietigheim-Bissingen, May 10, 2019

www.durr-group.com

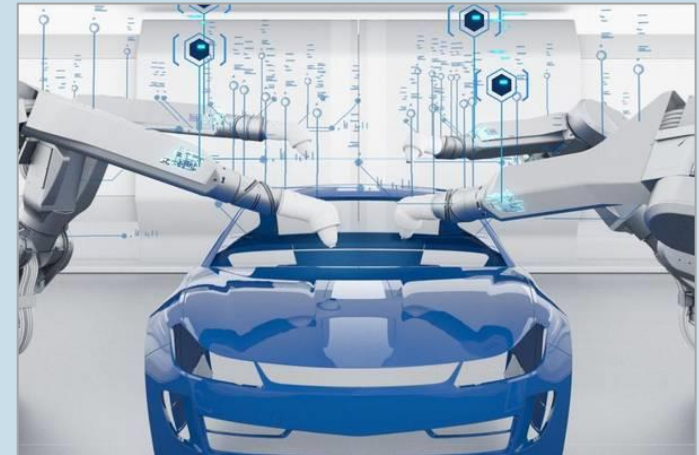
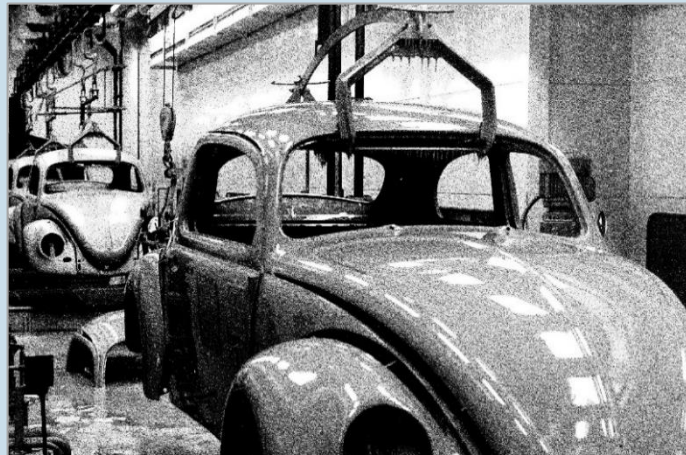
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MAKING PROGRESS TOWARDS DIGITIZATION

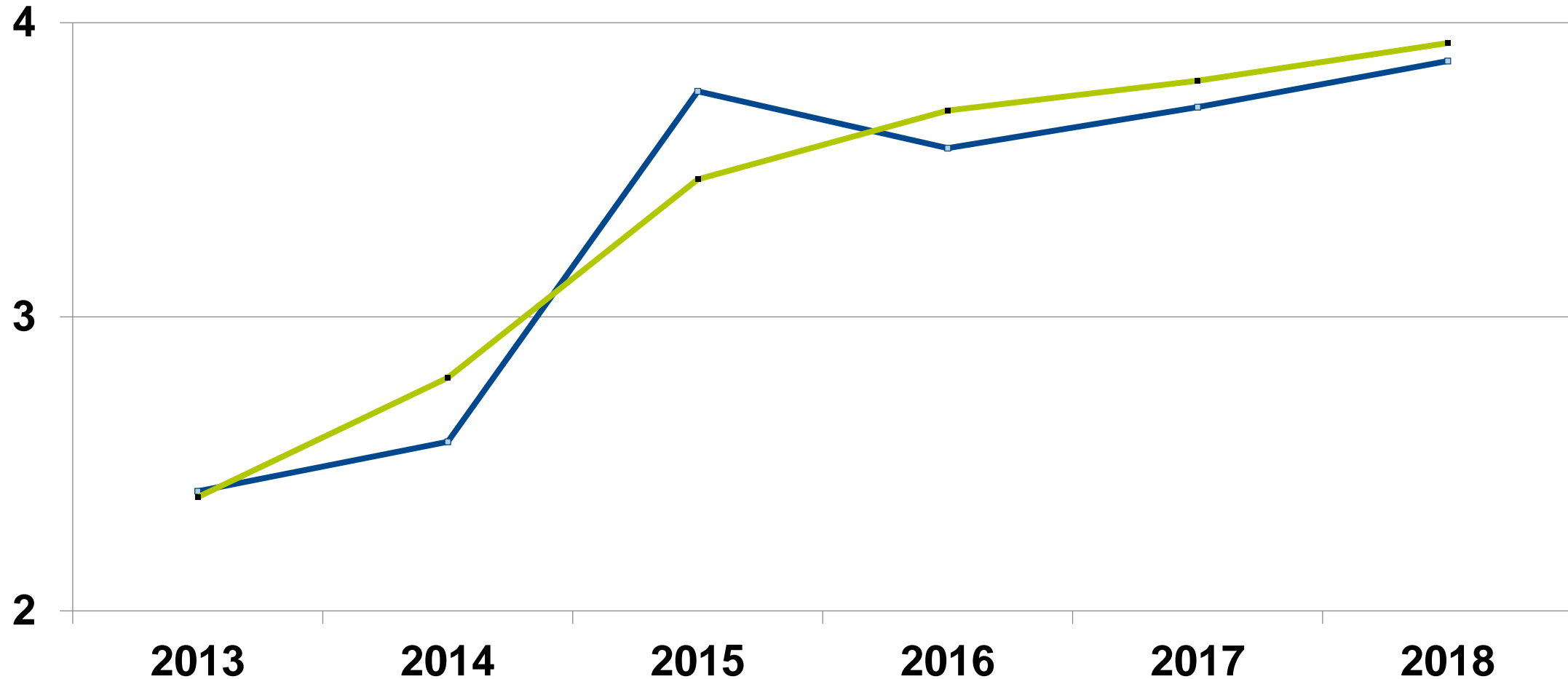


RECORD SALES AND ORDER INTAKE

Billion €

■ Sales

■ Order intake



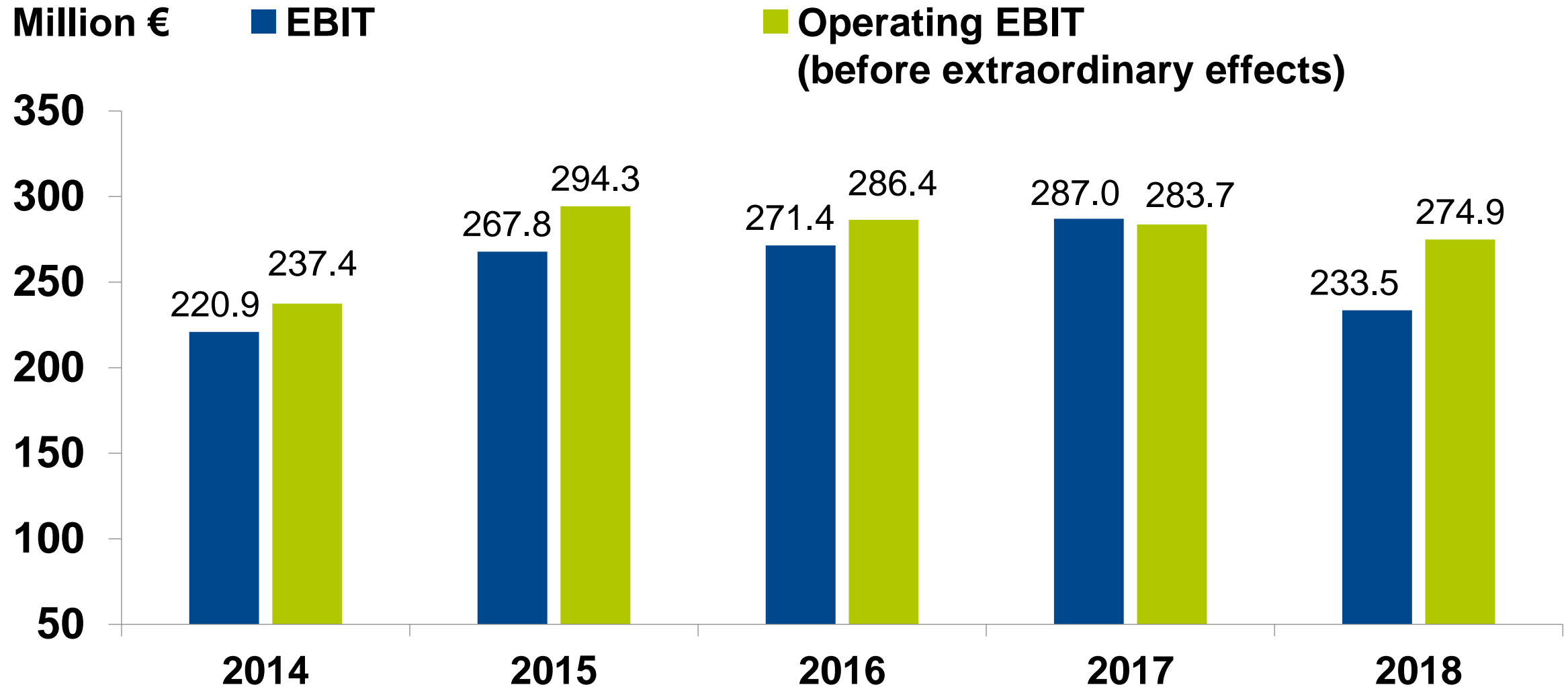
GROWING AUTOMOTIVE BUSINESS

Higher order intake based on 3 factors

1. Capex spending to increase productivity
2. Expansion of local automotive production
3. Electromobility

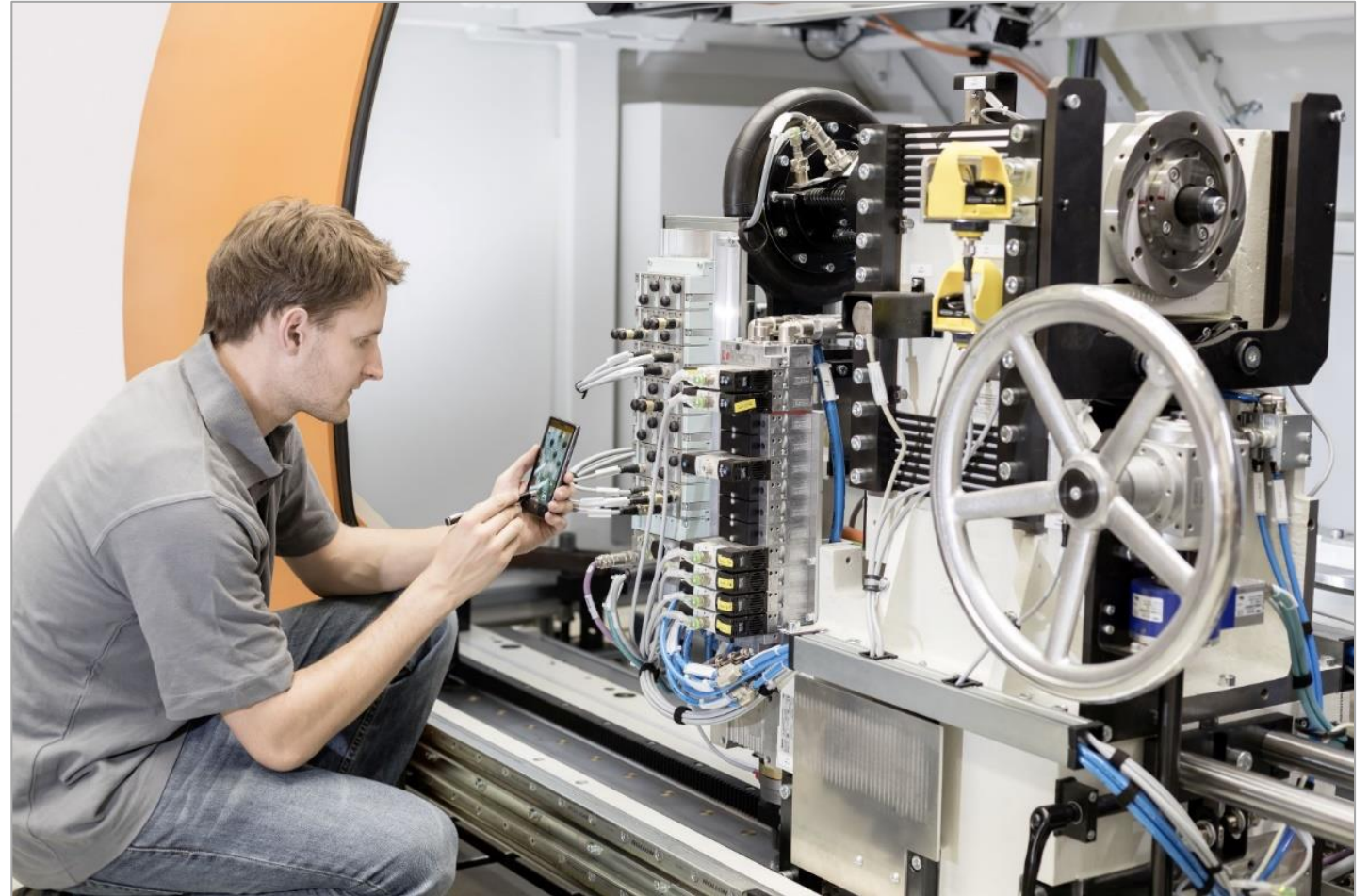


2018 EBIT: EXTRAORDINARY EXPENSE OF € 41 M DÜRR GROUP.



SERVICE SALES ABOVE € 1 BN

- » High margin business
- » Importance for customer satisfaction
- » Services sales doubled since 2012



HIGH CASH FLOW (+36 %)

Equity increased to almost € 1 billion

| | 2016 | 2017 | 2018 |
|--|-------|-------|-------|
| Equity (€ million) | 831,0 | 900,5 | 992,2 |
| Equity ratio (%) | 24,8 | 25,6 | 27,4 |
| Operating cash flow (€ million) | 227,4 | 119,8 | 162,3 |
| Cash & cash equivalents (€ million) | 724,2 | 659,9 | 655,0 |
| Net financial status (€ million) | 176,5 | 176,3 | 32,3 |

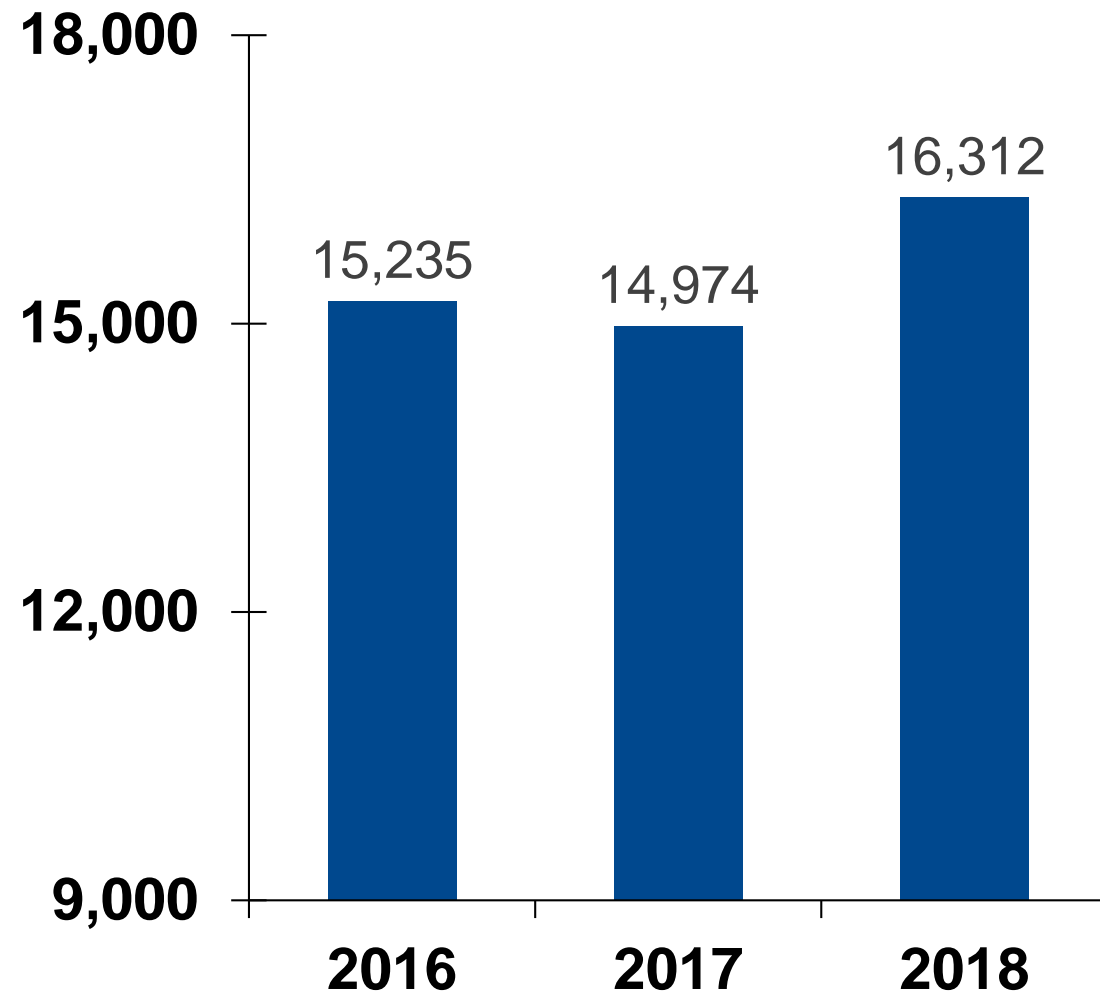
EXPANSION IN ENVIRONMENTAL TECHNOLOGY

Acquisition of Megtec/Universal in Clean Technology Systems

- » US supplier of exhaust-air purification technology
- » Combined sales of above € 400 million
- » Clear market leader
- » Economies of scale
- » Global customer access
- » Largest range of technologies and services in the market
- » Technologies for battery coating

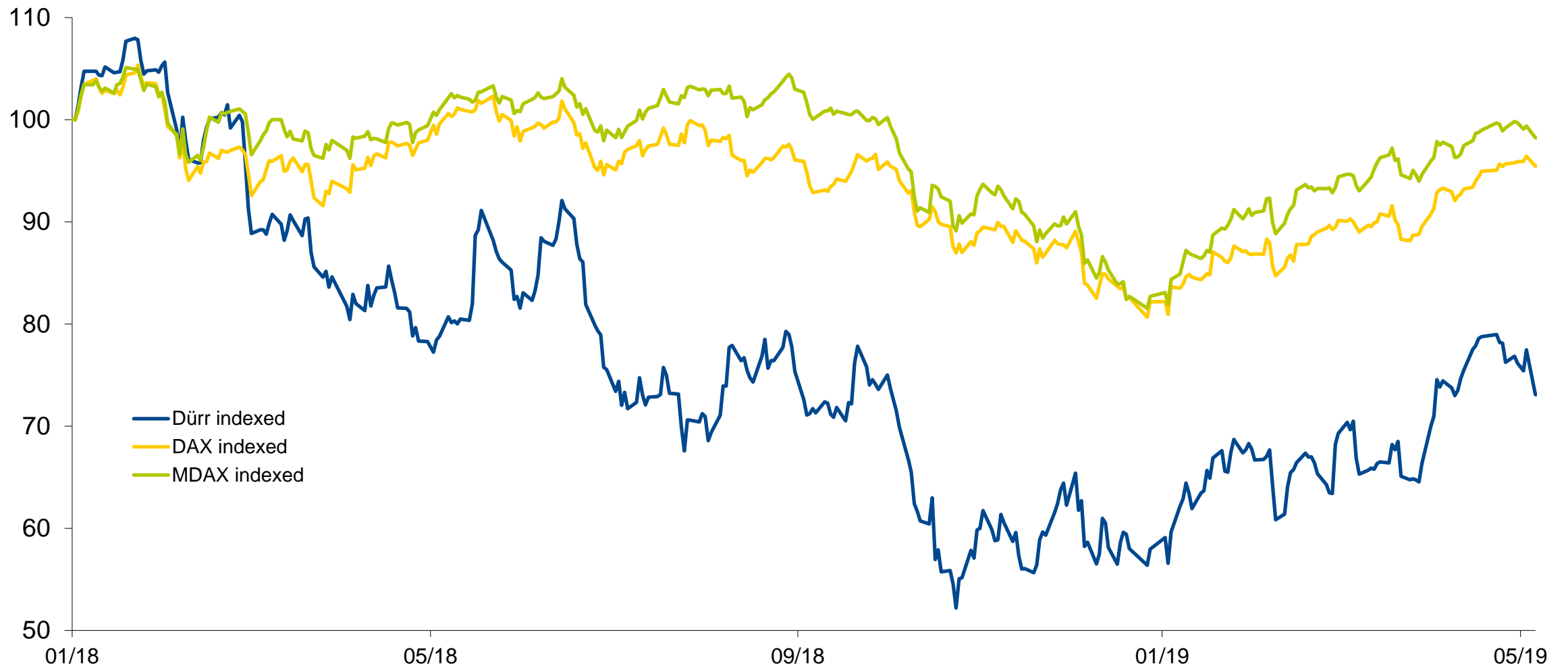


16.300 EMPLOYEES IN THE GROUP



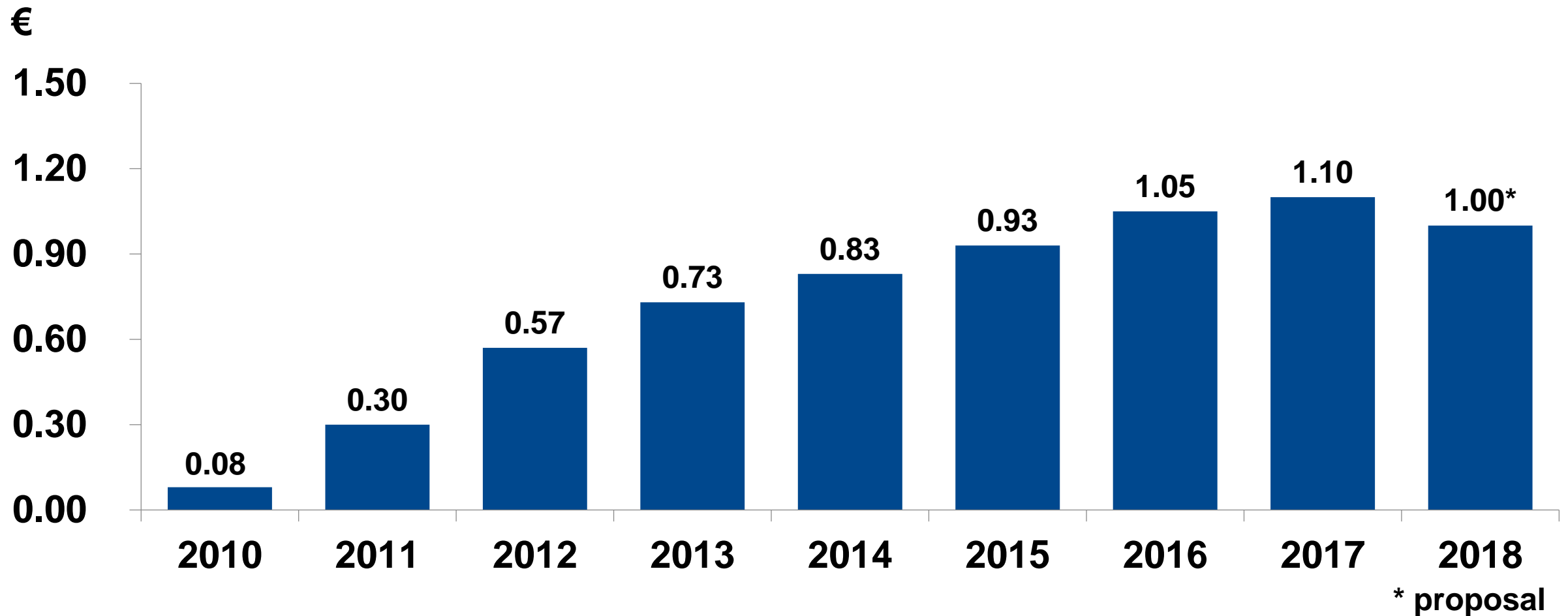
STOCK 2018: -42% IN DIFFICULT ENVIRONMENT

Approx. 20% value increase since the beginning of 2019



DIVIDEND PROPOSAL: 1.00 € PER SHARE

High pay-out ratio of 42% of consolidated net profit



AGENDA

Votings after the general debate

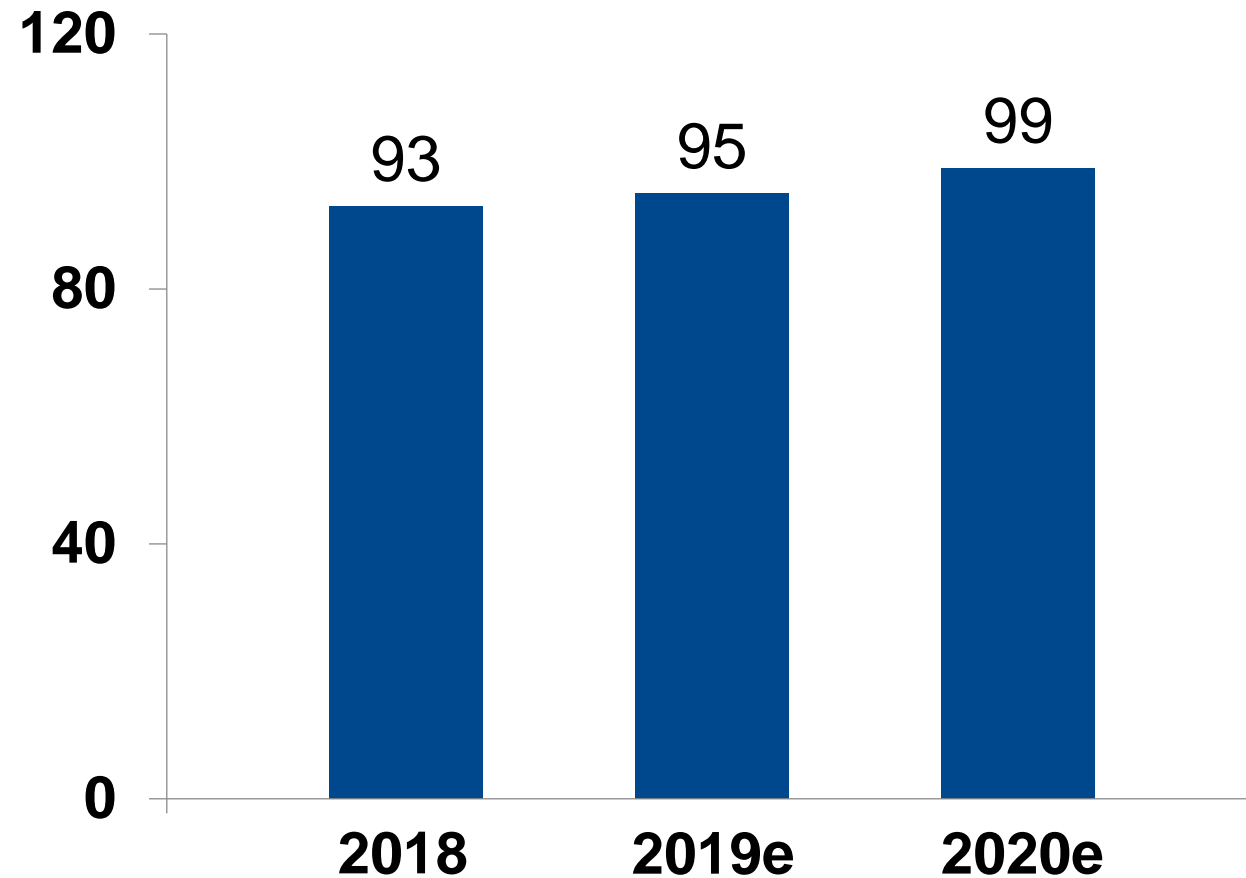
- » **Item 2** Appropriation of net retained profit
- » **Item 3** Ratification of the acts of the Board of Management
- » **Item 4** Ratification of the acts of the Supervisory Board
- » **Item 5** Election of the auditor
- » **Item 6** Contingent capital
- » **Item 7** Authorized capital
- » **Item 8** Supervisory Board compensation



LV PRODUCTION: GROWTH EXPECTED

Global light vehicle production

Million units

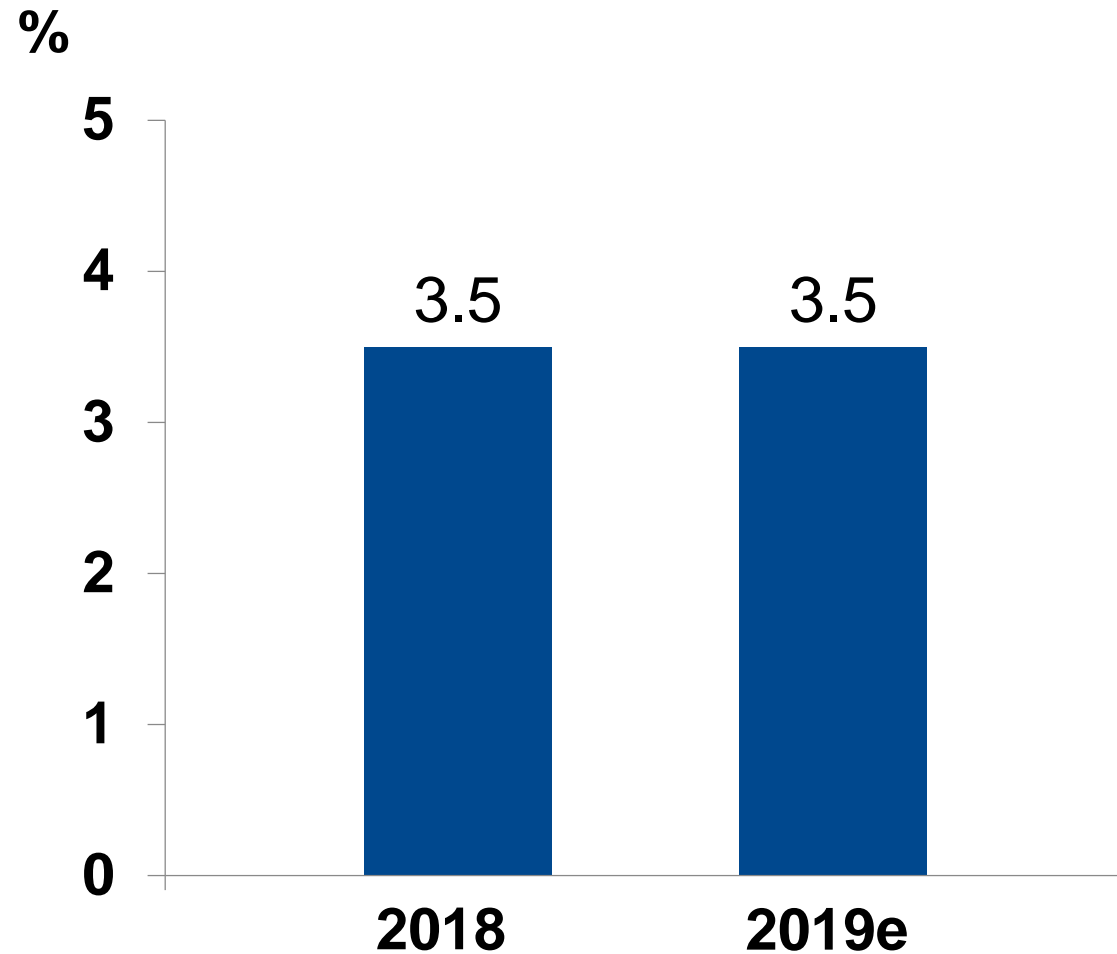


Source: PwC Autofacts 04/2019



FURNITURE SALES: +3,5% EXPECTED

Global furniture sales growth



Source: CSIL 2018



THE DÜRR GROUP IN CHINA

DÜRR GROUP

Emerging markets offering long-term growth potential

DÜRR



SCHENCK



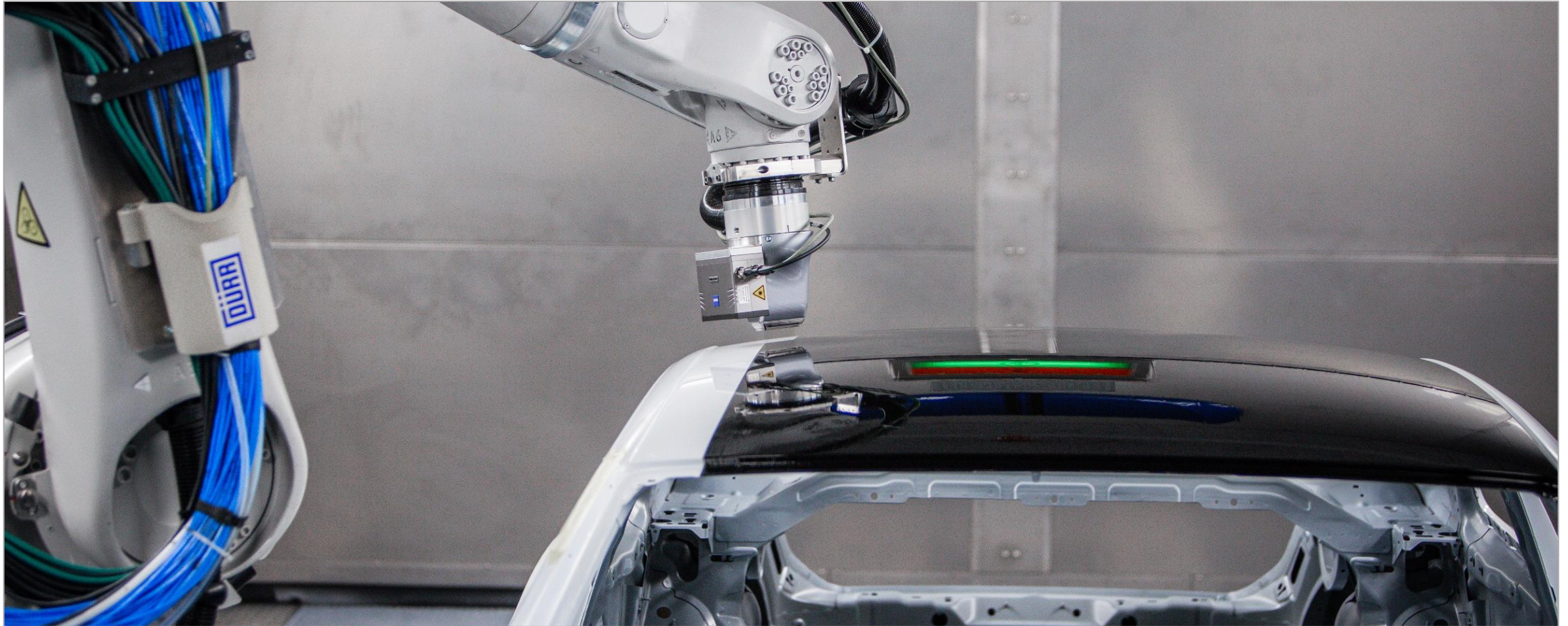
HOMAG



LÖSUNGEN FÜR ZUKUNFTSTRENDS

DÜRR GROUP.

Individualisierung: Autos effizient zweifarbig lackieren mit EcoPaintJet



STRATEGY „DÜRR 2020“

LEADING IN PRODUCTION EFFICIENCY



DIGITAL PRODUCTION OPTIMIZATION

Market leader in the era of digitization

Shopfloor
competence



Software
competence



Best offering for
digital production
optimization



ADAMOS IOT PLATFORM

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Infra structure for data analysis

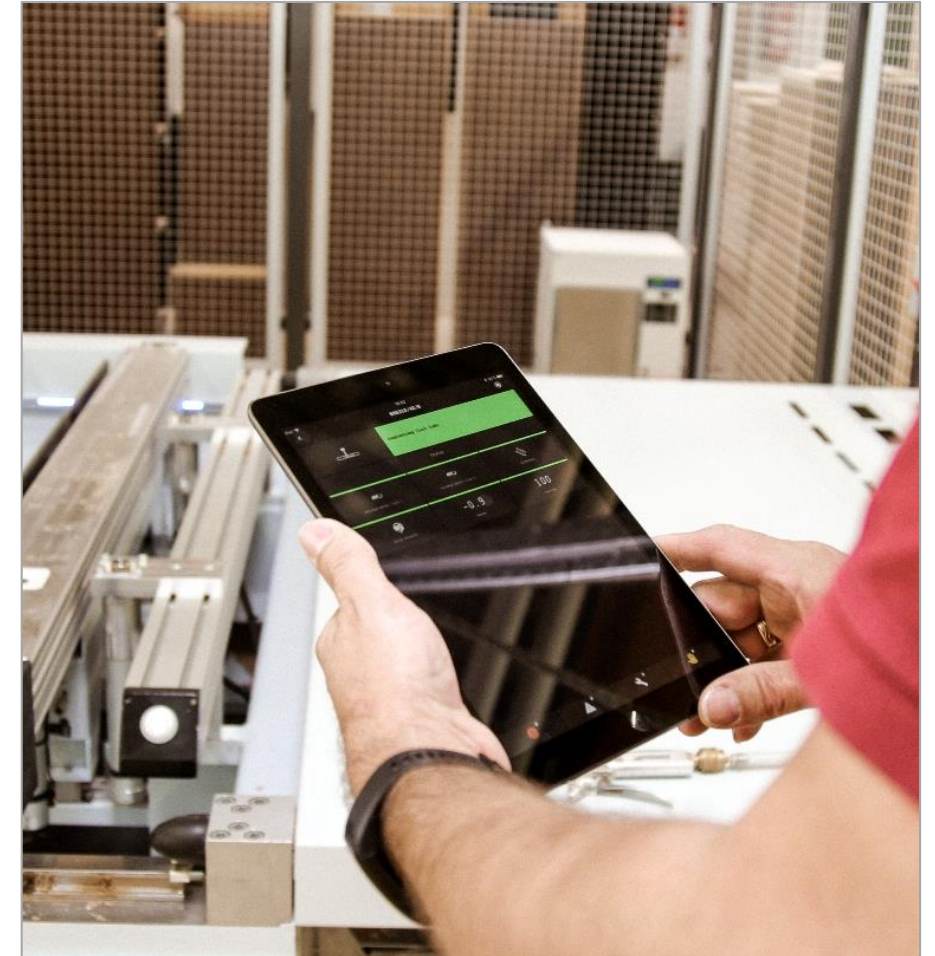
ADAMOS



HOMAG: DIGITAL WOODWORKING

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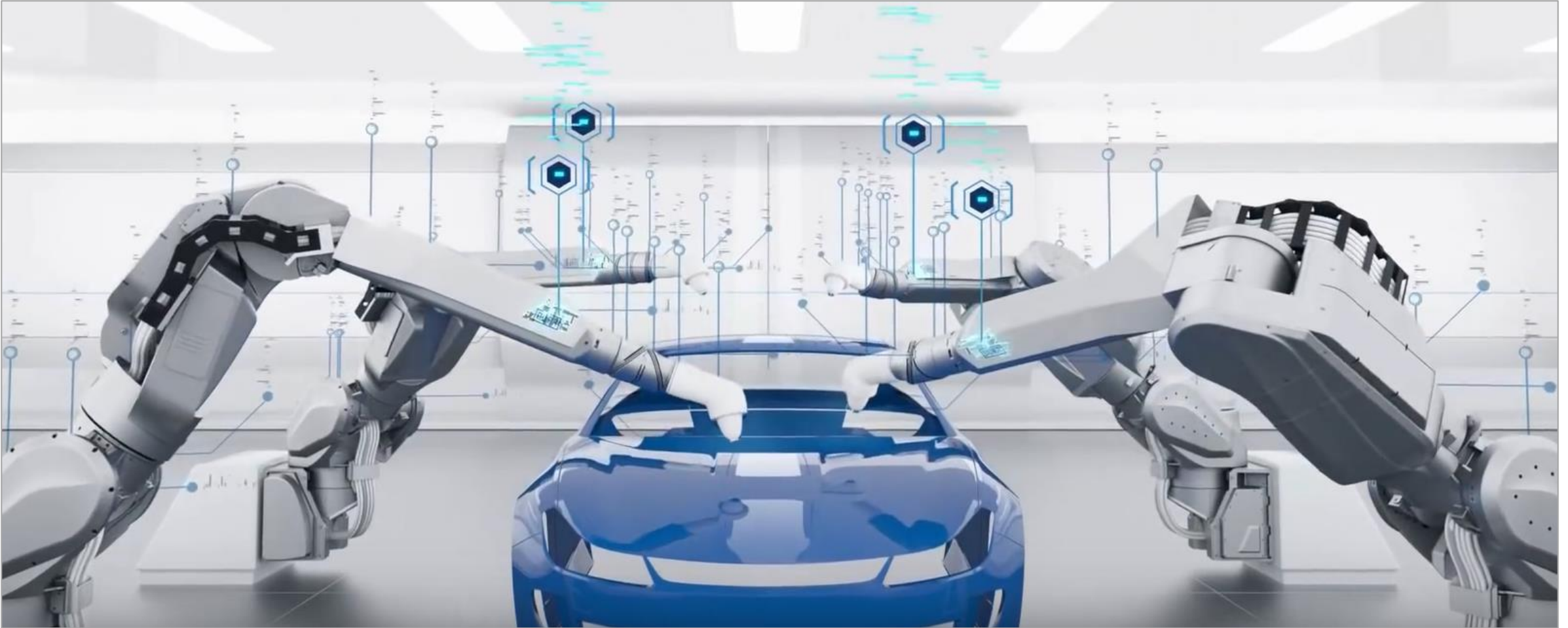
Assistance apps and digital order administration



PAINT SHOP: DIGITAL QUALITY CONTROL

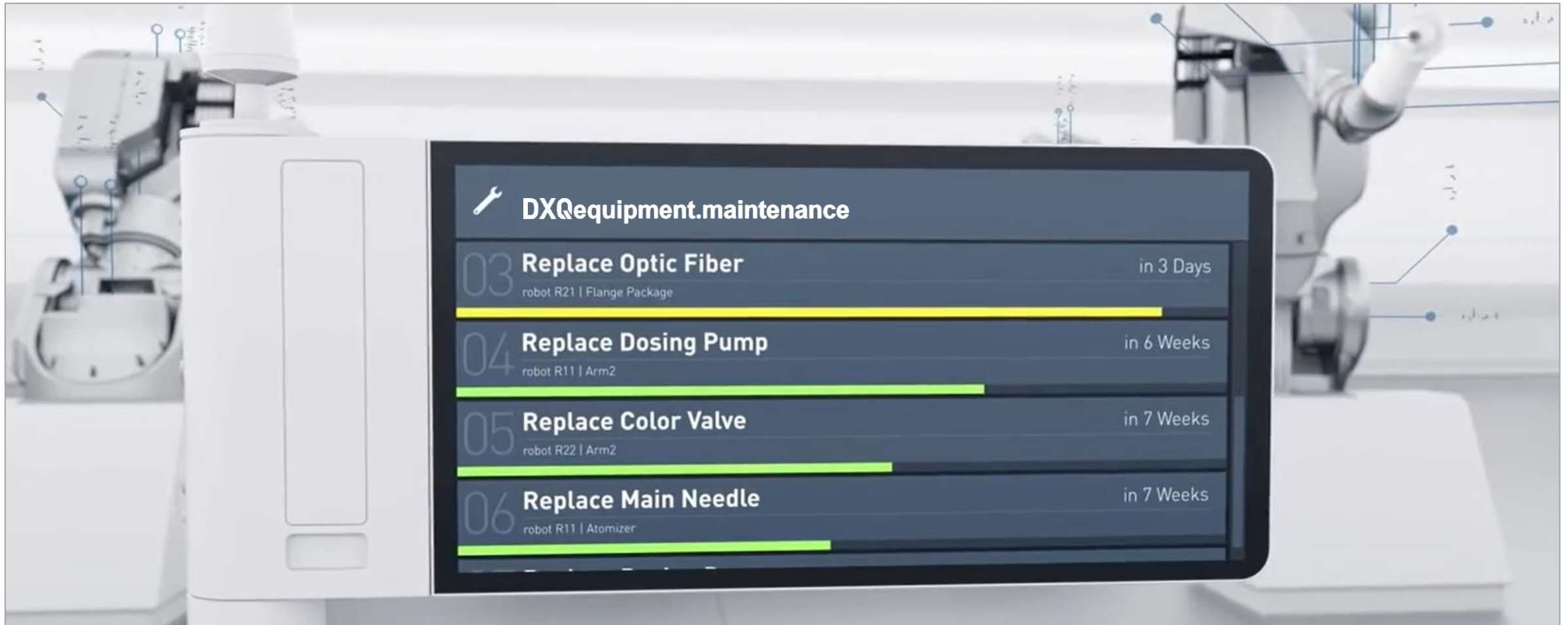
DÜRR GROUP.

DXQequipment.analytics: Real time analysis of production data



PAINT SHOP: DIGITAL MAINTENANCE ASSISTANT DÜRR GROUP

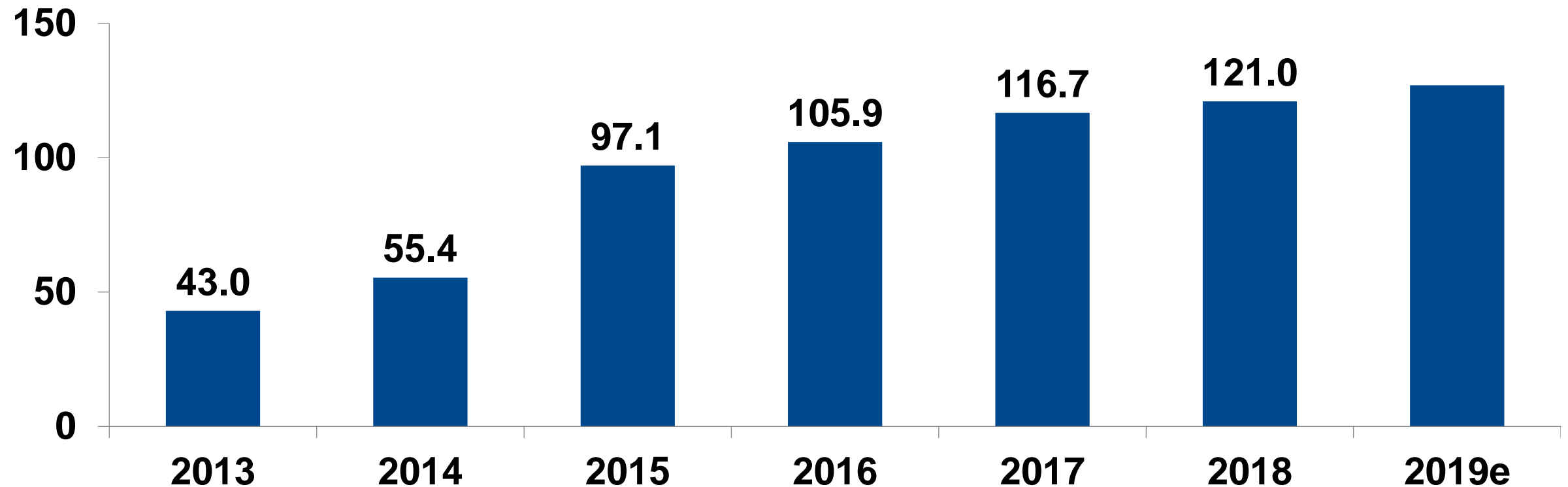
DXQequipment.maintenance: predictive maintenance



R&D EXPENSES AT RECORD LEVEL

Focus on digitization

Million €



OUTLOOK

2019: order intake and sales expected to reach € 4 billion

2019 targets

- » Order intake € 3.8 to 4.1 billion
- » Sales € 3.9 to 4.1 billion
- » EBIT margin 6.5 to 7.0%



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