

CONFERENCE CALL OUTLOOK

Ralf W. Dieter, CEO / Carlo Crosetto, CFO

Bietigheim-Bissingen, October 18, 2018

www.durr-group.com



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GROUP TARGETS 2018

	2017	Forecast 2018 old (without MEGTEC/Universal)	Forecast 2018 new (incl. MEGTEC/Universal)
Order intake in € m	3,888.7	3,600 - 3,900	3,650 - 3,950
Orders on hand in € m (12/31)	2,535.1	2,200 - 2,700	2,250 - 2,750
Sales revenues in € m	3,713.2	3,700 - 3,900	3,750 - 3,950
EBIT margin in %	7.7	7.0 - 7.5	5.8 - 6.3
EBIT margin before extraordinary effects in %	7.5	7.4 - 7.8	6.8 - 7.2
ROCE in %	39.4	30 - 40	20 - 25
Financial result in € m	-19.8	Slightly better	Slightly better
Tax rate in %	25.3	27 - 28	27 - 28
Earnings after tax in € m	199.6	180 - 200	145 - 165
Cash flow from operating activities in € m	119.8	Substantially up on the previous year	Up on the previous year
Free cash flow in € m	14.3	Substantially up on the previous year	Up on the previous year
Net financial status in € m (12/31)	191.5	200 - 240	30 - 80
Liquidity in € m (12/31)	659.9	650 - 690	480 - 530
Capital expenditure in € m ¹	88.0	75 - 85	75 - 85

¹ on property, plant and equipment and on intangible assets (excluding acquisitions)

OUTLOOK DIVISIONS

PFS, APT and MPS with unchanged outlook

	Order intake in €m			Sales revenues in €m			EBIT margin in %		
	2017	Forecast 2018 old	Forecast 2018 new	2017	Forecast 2018 old	Forecast 2018 new	2017	Forecast 2018 old	Forecast 2018 new
Paint and Final Assembly Systems	1,210.1	1,000 - 1,200	1,000 - 1,200	1,175.2	1,100 - 1,200	1,100 - 1,200	6.0	4.0 - 5.0	4.0 - 5.0
Application Technology	603.3	600 - 650	600 - 650	622.4	600 - 650	600 - 650	10.4	10.0 - 11.0	10.0 - 11.0
Clean Technology Systems	165.8	190 - 220	240 - 270	185.6	180 - 200	230 - 250	1.8	1.5 - 2.5	negative
Measuring and Process Systems	543.2	430 - 460	430 - 460	511.1	440 - 480	440 - 480	12.6	12.5 - 13.5	12.5 - 13.5
Woodworking Machinery and Systems	1,366.3	1,350 - 1,500	1,350 - 1,450	1,218.8	1,300 - 1,400	1,250 - 1,300	6.8	7.5 - 8.0	6.5 - 7.0

HOMAG`S GROWTH CONTINUES

	2014	2015	2016	2017	2018e
Order intake in € m	803	1,058	1,165	1,366	1,350 - 1,450
Sales revenues in € m	915	1,039	1,082	1,218	1,250 - 1,300
EBIT before extraordinary effects in € m	9 ¹	63	71	92	90 - 100
EBIT margin before extraordinary effects in %	3.4 ¹	6.1	6.6	7.5	7.2 - 7.7
ROCE	-	8.9	11.3	22.0	15 - 20

- » Incoming orders up by approx. 70% within 4 years
- » 2018 earnings should surpass the 2017 level slightly

¹ consolidated as of October 3, 2014

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