

# Welcome to the conference call Dürr AG

**Results January - June 2007 Dürr Group** 

Stuttgart, August 9, 2007

#### **Disclaimer**



This presentation has been prepared independently by Dürr AG ("Dürr").

The presentation contains statements which address such key issues as Dürr's strategy, future financial results, market positions, product development, and the effects of continous improvement processes. Such statements should be carefully considered, and it should be understood that many factors could cause forecast and actual results to differ from these statements. These factors include, but are not limited to price fluctuations, currency fluctuations, developments in raw material and personnel costs, physical and environmental risks, legal and legislative issues, fiscal, and other regulatory measures. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies.

# 6 months 2007 at a glance: Good order situation

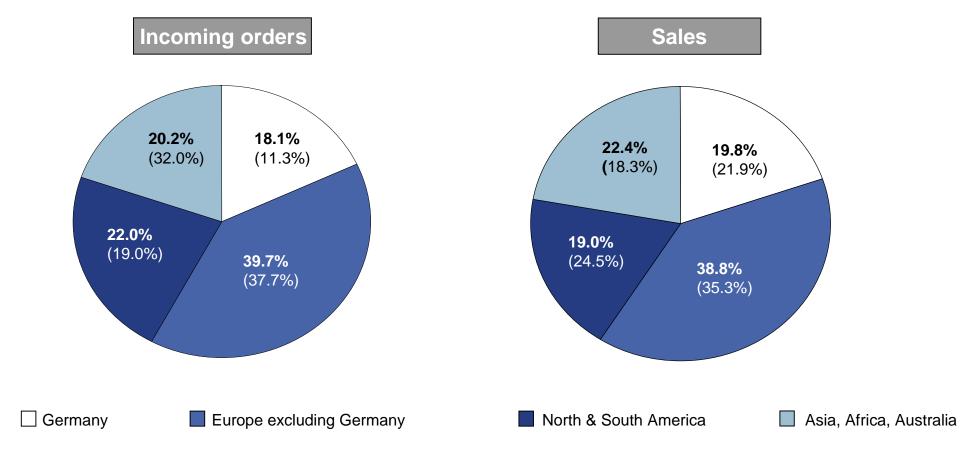


	H1 2007	H1 2006	D
in €m			
Incoming orders	912.4	845.3	+7.9%
Sales revenues	650.3	626.3	+3.8%
Orders on hand (June 30)	1,070.6	929.9	+15.1%

- § Book to bill with 1.4 (1.3) favourable
- § Orders on hand increased by 33% compared to year end 2006
- § Project pipeline strong
- § Q2 sales revenues up 9.2% compared to Q2 2006

## Incoming orders and sales H1 2007 (2006): Well balanced structure





- § Declining order intake in China only temporary; further orders expected
- § Stabilized order intake in North America (including Mexico)

## Operating result up 17.5% in H1 2007



	H1 2007	H1 2006	D
in €m			
Gross profit on sales	104.7	106.5	-1.7%
EBITDA before one-time effects	20.4	20.1	+1.5%
Operating result (EBIT before one-time effects)	11.4	9.7	+17.5%
Net income	0.0	-3.3	-

- § Gross margin reduced to 16.1% (17.0%). Higher efficiency and effects of service/revamp strategy offset by execution of low margin orders at Paint and Assembly Systems and execution problems in India
- § SG&A costs under control

### Problems solved in India



	FY 2004	FY 2005	FY 2006	FY 2007e	
in €m					
Incoming orders	20.9	15.7	110.5	138.3	
Sales	22.3	12.5	60.6	90.7	

- § Organizational structure and capacity was not sufficient for the strong growth
- § Delays and quality problems at suppliers

#### <u>Measures</u>

- § Enhancement of local management by German management (e.g. new MD)
- § Realignment of supplier base (e.g. increase supplies from Germany and Korea)

# Paint and Assembly Systems: Strong demand





	H1 2007	H1 2006
in €m		
Incoming orders	750.7	680.2
Sales	512.6	498.2
EBIT	6.4	10.9

- § Incoming orders: High growth at Factory Assembly Systems and Environmental and Energy Systems
- § High sales & earnings growth expected in Q4 2007

## Measuring and Process Systems: Turnaround achieved





	H1 2007	H1 2006
in €m		
Incoming orders	161.7	165.1
Sales	137.6	128.1
EBIT	4.5	-4.4

- § Balancing and Diagnostic Systems: Positive development continued. Earnings above budget and previous year
- § Cleaning and Filtration Systems: Situation clearly improved, huge single order in Q2 2006 impacts comparison. Quality of orders improving as well

# Cash flow from operating activities significantly improved



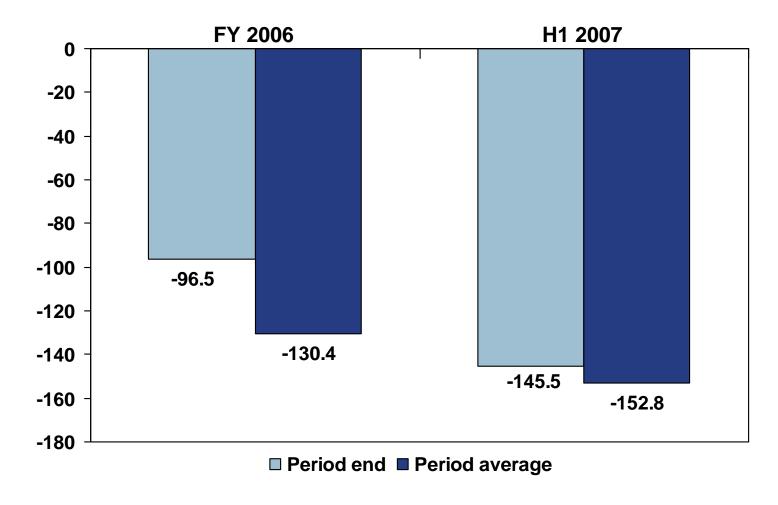
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	H1 2007		H1 2006	
in €m				
EBIT	11.5		5.6	
Amortization and depreciation of non-current assets	9.0		10.4	
Income taxes paid	-3.7		-5.3	
Changes in provisions	-13.9		-17.5	
Changes in net working capital	3.9		-16.8	
Other	-30.1		-28.2	
Total	-23.3		-51.8	

§ €5.9 m outflow for FOCUS as planned

# Net financial debt: Higher financing needs during the year



in € m



## Selected key figures

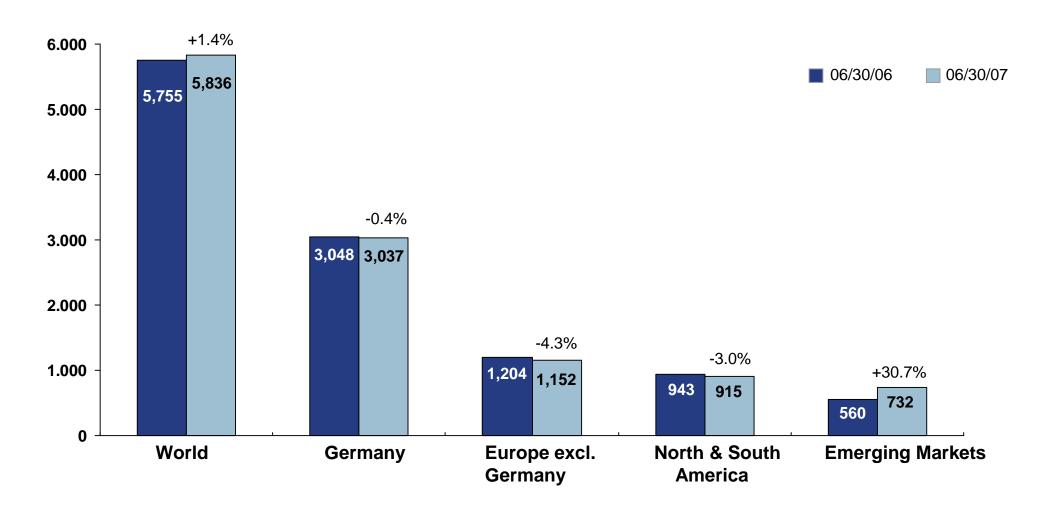


	H1 2007	H1 2006	
in €m			
Capex	12.3	6.0	
Equity (June 30)	245.2	240.4	
Net working capital (June 30)	155.8	182.6	
Prepayments (June 30)	133.2	107.5	

- § Capex: planned expenditures for IT/SAP
- § NWC reduced despite growth in demand and higher sales

# Number of employees up in emerging markets due to healthy outlook

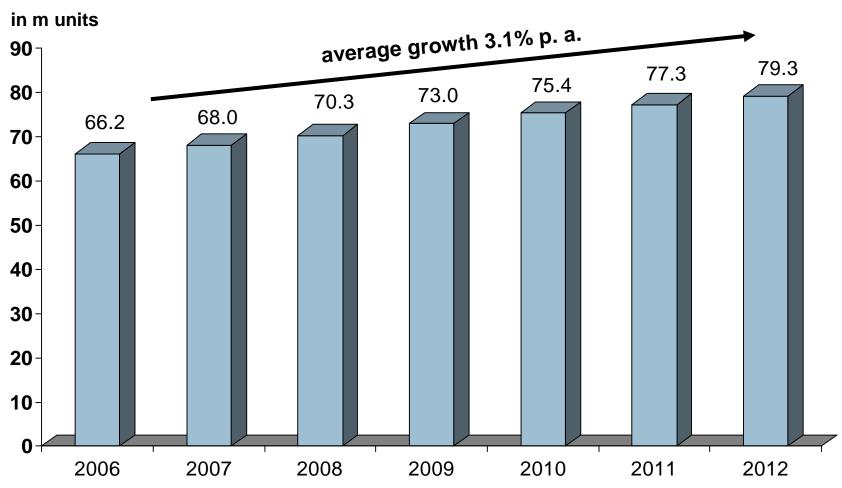




## DÜRR

## Outlook: Growth triggers customers' capex

## Development of light vehicle production<sup>1)</sup>



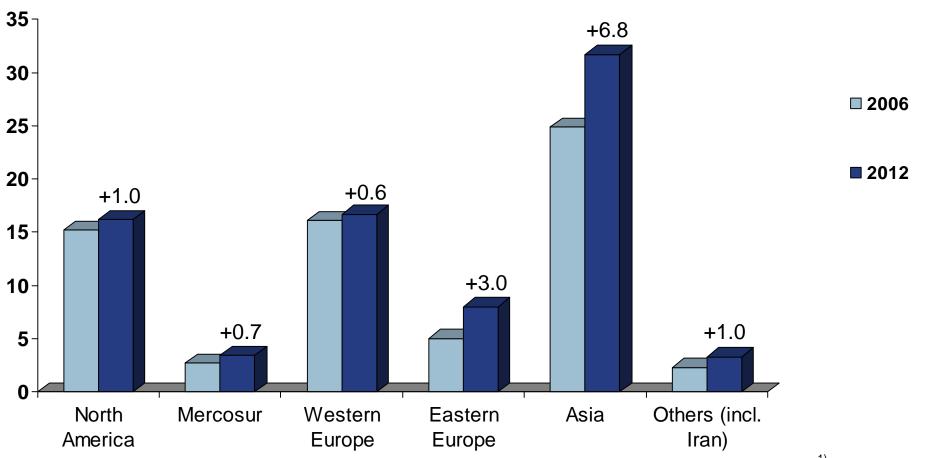
1) Including light trucks & SUVs Source: Own estimates, CSM, J.D. Power, PwC

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## Outlook: Strong growth in Asia & East. Europe

### Regional development of light vehicle production<sup>1)</sup> 2006 - 2012

#### in m units

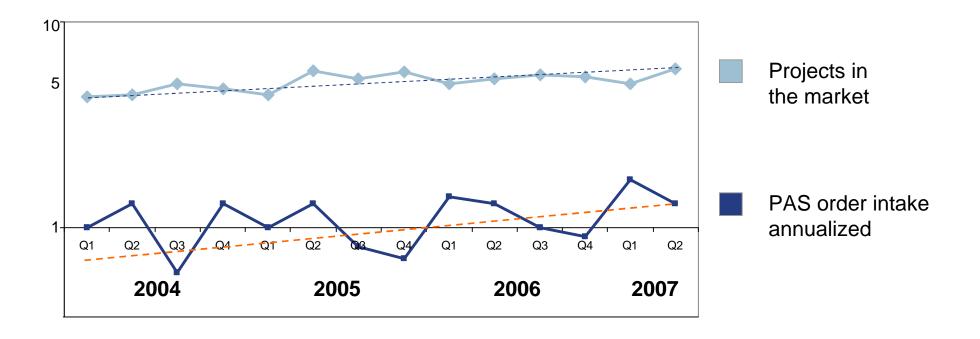


1)Including light trucks & SUVs Source: Own estimates, CSM, J.D. Power, PwC

# Outlook: Full project pipeline and growing market share



#### Logarithmic illustration in €bn



Source: Own calculations

#### Outlook



- § 2007: Sales growth between 5 and 10%
- § 2007: Strong earnings improvement driven by
  - improved processes
  - higher margin orders in H2 compared to H1
  - turnaround at loss-making operations
  - growth in service business
- § 2008: Operating profit margin (EBIT before one-offs) goal of minimum 5%

## **Summary: On track**



- § H1 2007: Strong incoming orders
- § Turnaround candidates with encouraging improvements; outlook remains unchanged despite the situation in India
- § Requests for quotation remain strong. The automobile market should see healthy growth in the next years
- § 2007 strong growth in earnings
  - positive cash flow
  - dividend payment

#### Financial calendar



08/30/2007 Mechanical Engineering Conference of Commerzbank, Frankfurt/Main

09/19/2007 - 09/21/2007 Mechanical Engineering and Steel Industry Conference of BHF-Bank,

Frankfurt/Main

11/12/2007 - 11/14/2007 German Equity Forum, Frankfurt/Main

11/15/2007 Interim report first nine months of 2007

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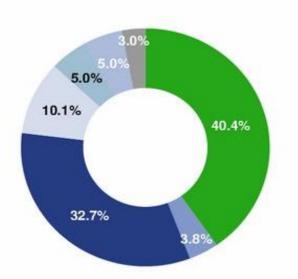
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# Appendix







Shareholder Structure		
	40.4 %	Heinz Dürr GmbH, Berlin
	3.8 %	Heinz und Heide Dürr Stiftung GmbH, Berlin
	32.7 %	Institutional and private investors
	10.1 %	Aton GmbH, Fulda
	5.0 %	M&G Investment Management Ltd., London
	5.0 %	Süd-Kapitalbeteilungs-Gesellschaft mbH, Stuttgart
	3.0 %	Harris Associates, Chicago