



LEADING IN PRODUCTION EFFICIENCY

CONFERENCE CALL RESULTS JAN. – JUN. 2018

Ralf W. Dieter, CEO | Carlo Crosetto, CFO

Bietigheim-Bissingen, August 9, 2018

www.durr-group.com





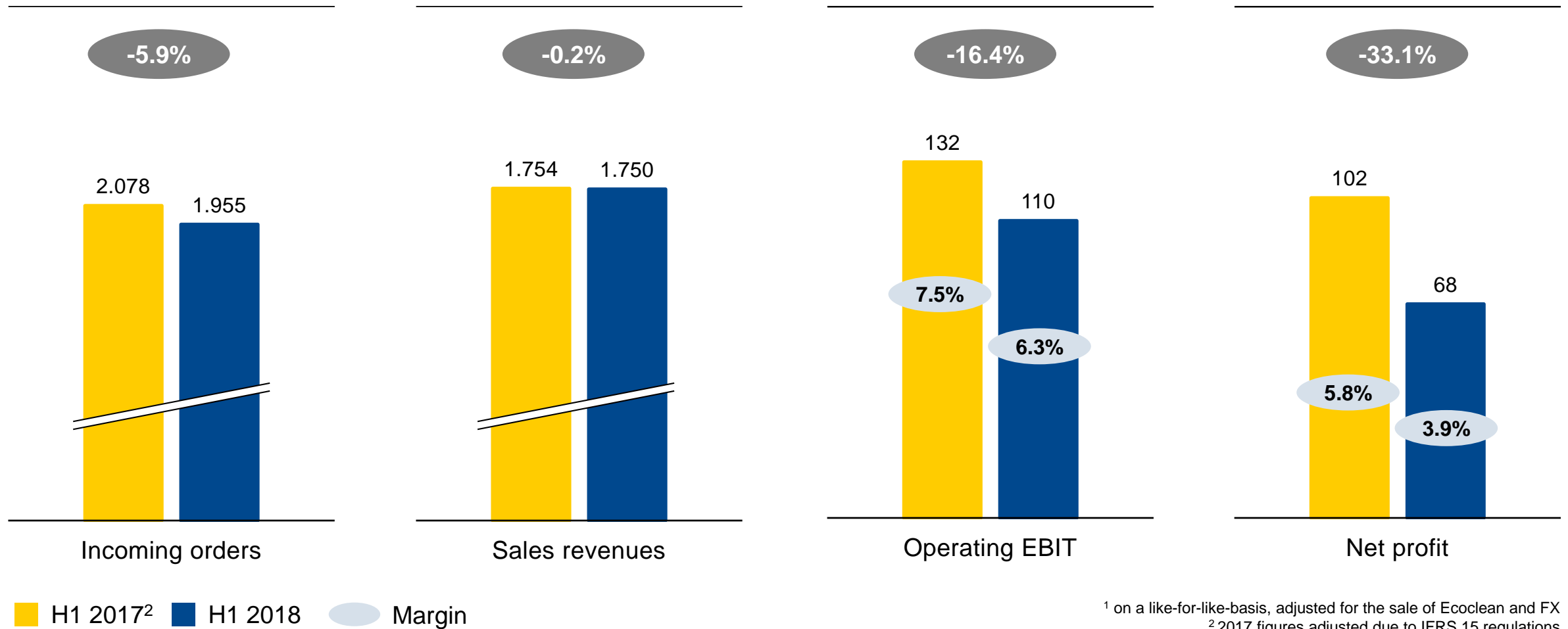
This publication has been prepared independently by Dürr AG/Dürr Group (“Dürr”). It may contain statements which address such key issues as strategy, future financial results, events, competitive positions and product developments. Such forward-looking statements are subject to a number of risks, uncertainties and other factors, including, but not limited to those described in Dürr’s disclosures, in particular in the chapter “Risks” in Dürr’s annual report. Should one or more of these risks, uncertainties and other factors materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performances or achievements of Dürr may vary materially from those described in the relevant forward-looking statements. These statements may be identified by words such as “expect,” “want,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. Dürr neither intends, nor assumes any obligation, to update or revise its forward-looking statements regularly in light of developments which differ from those anticipated. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies.

Our financial reports, presentations, press releases and ad-hoc releases may include alternative financial metrics. These metrics are not defined in the IFRS (International Financial Reporting Standards). Dürr’s net assets, financial position and results of operations should not be assessed solely on the basis of these alternative financial metrics. Under no circumstances do they replace the performance indicators presented in the consolidated financial statements and calculated in accordance with the IFRS. The calculation of alternative financial metrics may vary from company to company despite the use of the same terminology. Further information regarding the alternative financial metrics used at Dürr can be found in our financial glossary on the Dürr web page (<http://www.durr.com/investor/service-faqs-glossar-contact/glossary/financial-glossary/>).

OVERVIEW: INCOMING ORDERS -1%, SALES +6%¹



in € m



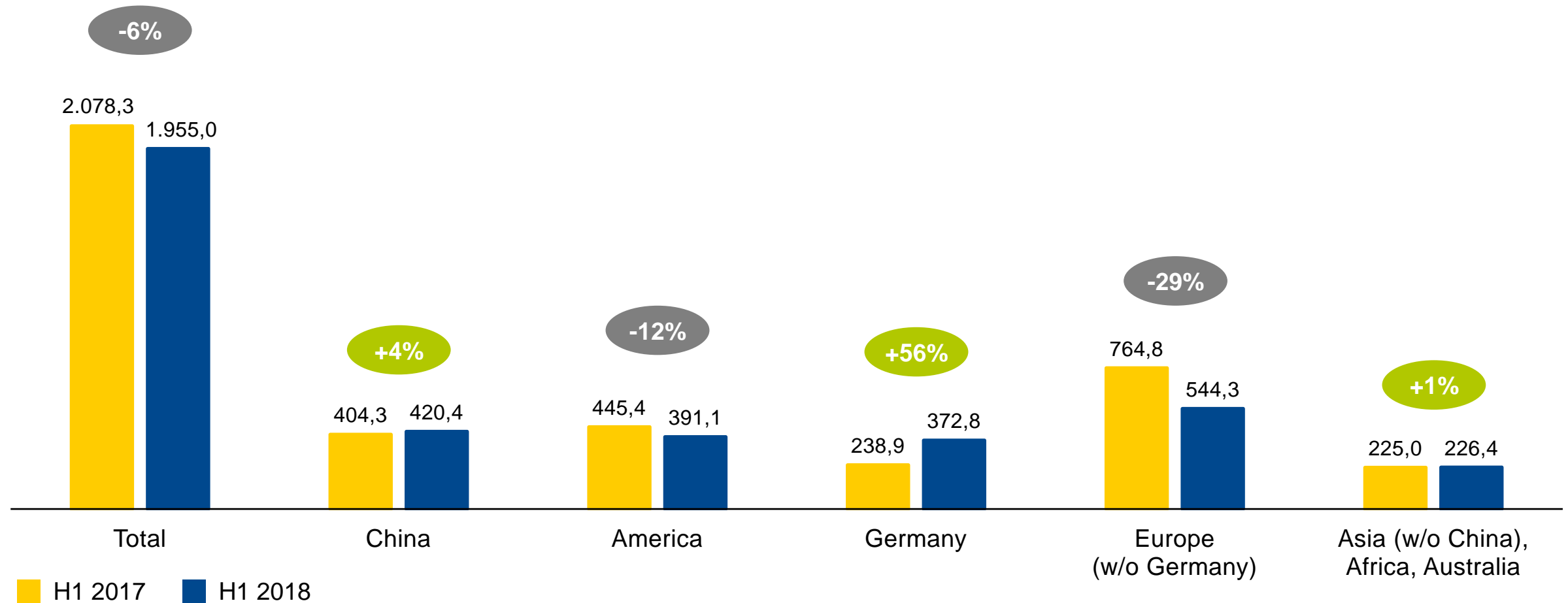
¹ on a like-for-like-basis, adjusted for the sale of Ecoclean and FX

² 2017 figures adjusted due to IFRS 15 regulations

INCOMING ORDERS: FAIRLY STABLE ON A COMPARABLE BASIS



in € m



PROFITABILITY AFFECTED BY HIGHER WAGE COSTS, FX AND EFFICIENCY IMPROVEMENT MEASURES



	H1 2018	H1 2017	Δ	Q2 2018	Q2 2017	Δ
Gross profit on sales in € m	404.1	424.2	-4.7%	205.5	206.8	-0.7%
Gross margin in %	23.1	24.2	-1.1 ppts	22.6	24.0	-1.4 ppts
EBITDA in € m	140.9	187.6	-24.9%	69.8	82.6	-15.6%
EBIT in € m	101.4	147.1	-31.1%	50.3	60.9	-17.4%
EBIT before extraordinary effects in € m	110.4	132.2	-16.4%	54.9	66.5	-17.5%
EBIT margin in %	5.8	8.4	-2.6 ppts	5.5	7.1	-1.5 ppts
EBIT margin before extraordinary effects in %	6.3	7.5	-1.2 ppts	6.0	7.7	-1.7 ppts
Net income in € m	68.1	101.9	-33.1%	33.6	40.5	-16.9%

» EBIT before extraordinary effects and adjusted for FX and Ecoclean in H1 2018: -12%

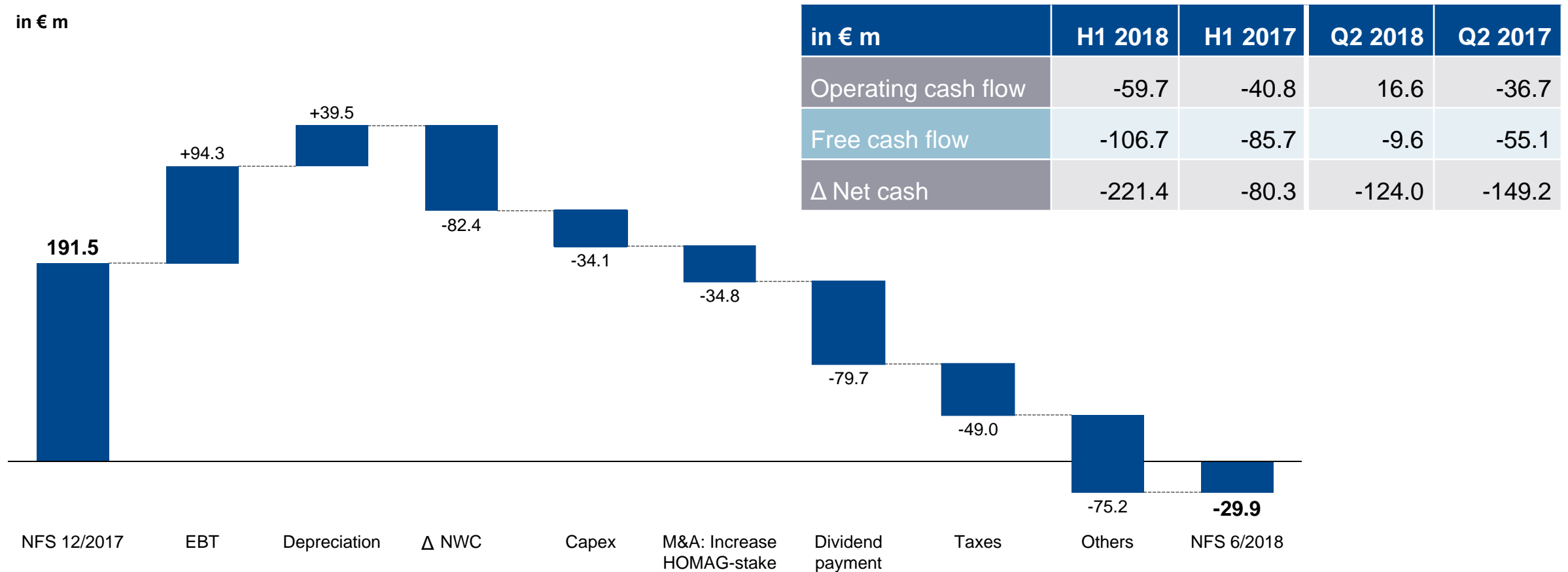
» Decrease in net income due to a change in extraordinary effects, weaker operating result and normalized tax rate

6 MONTHS 2018 CASH EVOLUTION



Positive cash flow in Q2

in € m



NWC: UNSATISFACTORY LEVEL IN Q1, BUT IMPROVEMENT IN Q2



in € m	06/30/2018	03/31/2018	12/31/2017 ¹	06/30/2017 ¹
Materials and supplies (net)	226.4	202.9	181.3	171.9
+ Work in process from small series production	131.2	122.3	105.4	115.7
+ Finished goods and merchandise (net)	140.0	129.4	111.8	113.4
+ Prepayments to suppliers	73.7	76.0	59.1	67.7
+ Inventories and prepayments	571.3	530.6	457.6	468.7
+ Total trade receivables	544.3	508.3	533.3	484.3
+ Total contract assets	505.9	472.5	488.4	407.9
- Trade payables (incl. liabilities from notes payable)	436.9	388.1	390.5	361.5
- Total contract liabilities	731.8	653.5	715.2	661.5
= Net working capital	452.9	469.5	373.7	337.9

included in total balance (total work in process less billings)

¹ 2017 figures adjusted due to IFRS 15 regulations

WORK IN PROCESS BALANCE: OVERHANG OF NET CUSTOMER PAYMENTS INCREASED IN Q2



in € m	06/30/2018	03/31/2018	12/31/2017 ¹	06/30/2017 ¹
Assets				
Total Contract assets	505.9	472.5	488.4	407.9
Work in process from small series production	131.2	122.3	105.4	115.7
Liabilities				
Total Contract liabilities	-731.8	-653.8	-715.2	-661.5
Total balance (Total Work in process less billings)	-94.6	-59.0	-121.3	-137.9

» Total balance in the expected range between € 0 m and € -100 m

¹ 2017 figures adjusted due to IFRS 15 regulations

FACTORING/FORFEITING: NEGATIVE IMPACT ON CASH FLOW IN H1

Cash flow would have been € 15 m higher without reduction of forfeiting

in € m	06/30/2018	12/31/2017	12/31/2016
Factoring	0.0	0.0	0.0
Forfeiting	13.5	28.0	5.1
Total	13.5	28.0	5.1
Δ End of previous year	-14.5	22.9	-12.2

NET FINANCIAL STATUS EXPECTED TO IMPROVE DURING H2 2018



	06/30/2018	12/31/2017 ¹	06/30/2017 ¹
Equity in € m	882.1	900.5	834.0
Equity ratio in %	25.4	25.6	25.0
Net financial status in € m	-29.9	191.5	96.2
Cash in € m	472.2	659.9	571.6
Gearing in %	3.3	-27.0	-13.0
ROCE in %	22.0 ²	39.4	37.1 ²

» Equity up 6% yoy

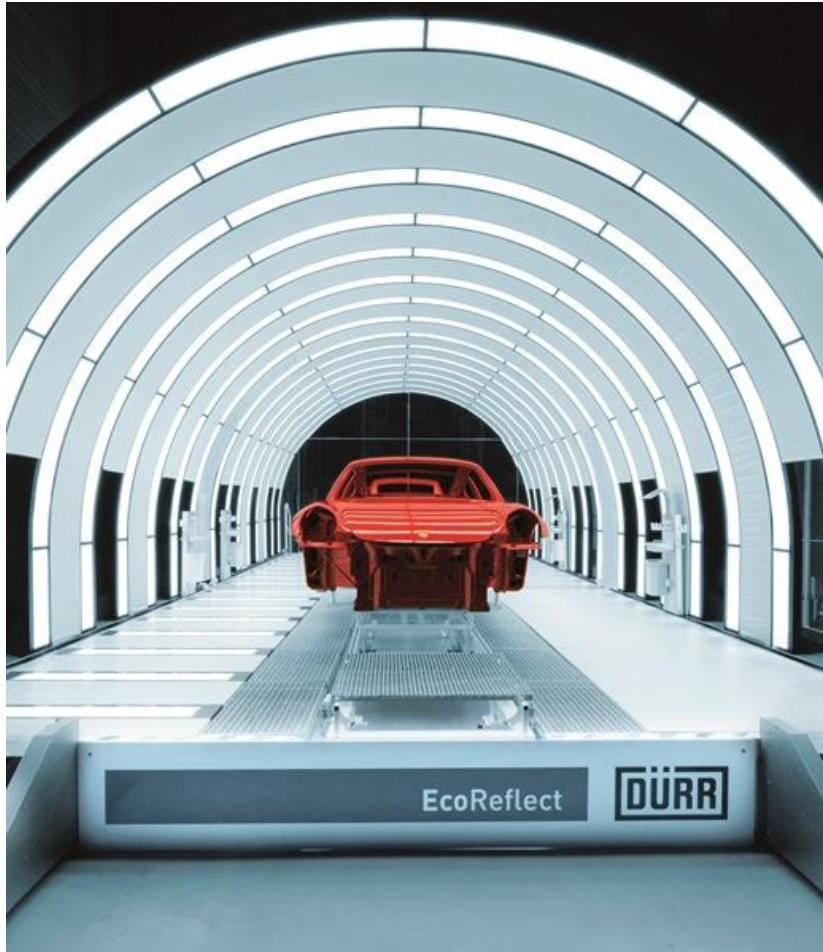
» Net financial status impacted by dividend outflow (€ 76 m), higher taxes (€ 49 m) and increase of HOMAG stake (€ 35 m)

» ROCE expected to reach between 30 and 40% in FY 2018

¹ 2017 figures adjusted due to IFRS 15 regulations

² annualized

PAINT AND FINAL ASSEMBLY SYSTEMS



	H1 2018	H1 ¹ 2017	Δ	Q2 2018	Q2 ¹ 2017	Δ
Incoming orders in € m	577.5	645.5	-10.5%	303.3	377.3	-19.6%
Sales revenues in € m	567.3	531.7	6.7%	297.1	256.4	15.9%
EBIT in € m	24.9	30.9	-19.3%	12.5	13.9	-10.4%
EBIT-Marge in %	4.4	5.8	-1.4 ppts	4.2	5.4	-1.2 ppts
ROCE ² in %	96.1	>100	-	96.3	>100	-

- » First large paint shop order from a Japanese OEM for a transplant in the US
- » H1: order intake margin improved
- » EBIT margin decline in line with expectations
- » FOCUS 2.0 optimization program in implementation

¹ 2017 figures adjusted due to IFRS 15 regulations
² annualized



	H1 2018	H1 ¹ 2017	Δ	Q2 2018	Q2 ¹ 2017	Δ
Incoming orders in € m	345.1	325.3	6.1%	176.6	168.3	4.9%
Sales revenues in € m	298.0	286.9	3.9%	152.5	152.7	-0.2%
EBIT in € m	30.7	29.4	4.2%	15.5	15.5	0.2%
EBIT-Marge in %	10.3	10.3	0.0 ppts	10.2	10.1	0.0 ppts
ROCE ² in %	24.4	24.2	0.2 ppts	24.6	25.4	-0.8 ppts

- » Very positive trend in incoming orders continued in Q2; heading to a record level in FY 2018
- » Book-to-bill at 1.2, high order backlog
- » EBIT margin remains strong at 10.3%

¹ 2017 figures adjusted due to IFRS 15 regulations
² annualized



	H1 2018	H1 ¹ 2017	Δ	Q2 2018	Q2 ¹ 2017	Δ
Incoming orders in € m	116.5	95.1	22.4%	58.8	38.6	52.5%
Sales revenues in € m	65.0	86.3	-24.7%	34.7	47.7	-27.2%
EBIT in € m	-2.5	1.6	-	-1.6	1.2	-
EBIT-Marge in %	-3.9	1.9	-5.8 ppts	-4.5	2.5	-7.1 ppts
ROCE ² in %	-7.1	5.2	-12.3 ppts	-8.8	7.7	-16.5 ppts

- » Sales decline due to weak order intake in H2 2017
- » Strong increase in order intake; in Q2 fairly spread over all regions. Book-to-bill at 1.8
- » Earnings affected by losses in the very small Energy Efficiency business as well as underutilization in some regions, over-utilization in China, strong earnings and sales improvement expected in H2
- » MEGTEC/Universal closing to be expected in August/September 2018

¹ 2017 figures adjusted due to IFRS 15 regulations
² annualized

MEASURING AND PROCESS SYSTEMS



	H1 2018	H1 ¹ 2017	Δ	Q2 2018	Q2 ¹ 2017	Δ
Incoming orders in € m	214.6	278.7	-23.0%	111.1	117.1	-5.1%
Sales revenues in € m	213.5	250.6	-14.8%	114.2	105.2	8.5%
EBIT in € m	23.9	30.0	-20.5%	13.5	15.7	-14.0%
EBIT-Marge in %	11.2	12.0	-0.8 ppts	11.8	14.9	-3.1 ppts
ROCE ² in %	18.1	21.6	-3.5 ppts	20.4	25.5	-5.1 ppts

- » Order intake -11% on a comparable basis due to an extraordinarily high order intake in Q1 2017; sales +4% on a comparable basis
- » Strong improvement in business volume and earnings in Q2 2018 compared to Q1 2018
- » Q1 2017/H1 2017: incoming orders (€ 36 m), sales (€ 46 m) and operating EBIT (€ 3.5 m) of Ecoclean included

¹ 2017 figures adjusted due to IFRS 15 regulations

² annualized



	H1 2018	H1 ¹ 2017	Δ	Q2 2018	Q2 ¹ 2017	Δ
Incoming orders in € m	701.3	733.5	-4.4%	286.1	332.6	-14.0%
Sales revenues in € m	605.7	598.0	1.3%	311.1	301.2	3.3%
EBIT in € m	37.2	43.7	-15.0%	17.4	23.4	-25.5%
EBIT-Marge in %	6.1	7.3	-1.2 pts	5.6	7.8	-2.2 pts
ROCE ² in %	16.5	23.6	-7.1 pts	15.4	25.2	-9.8 pts

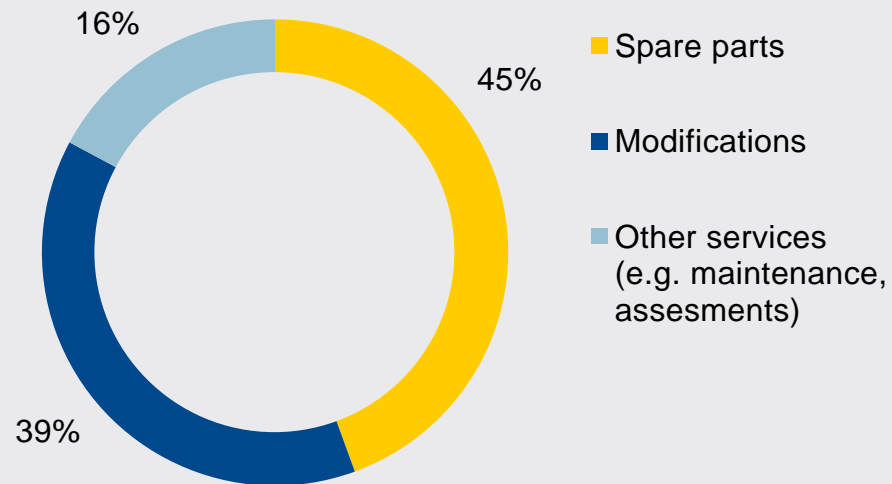
- » Order intake 4% below record level of H1 2017, selective order intake due to high order backlog
- » Weaker than expected earnings development in Q2, supply and production problems, high expenses for R&D and digital platform tapio
- » Operating margin at 6.9% (H1 2017: 8.0%)
- » Positive outlook unchanged, concentration on sales realization in H2

¹ 2017 figures adjusted due to IFRS 15 regulations
² annualized

SERVICE BUSINESS: FOCUS ON CUSTOMER BENEFIT

Pick up in service business in Q2

Service mix 6 months 2018



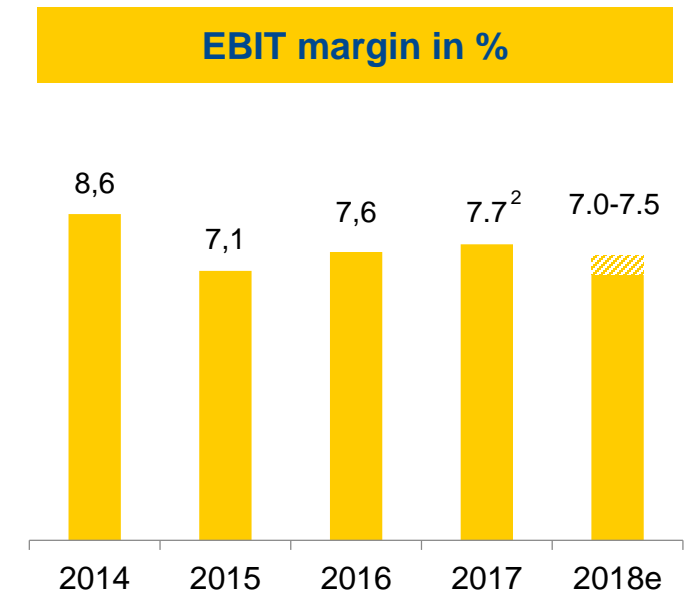
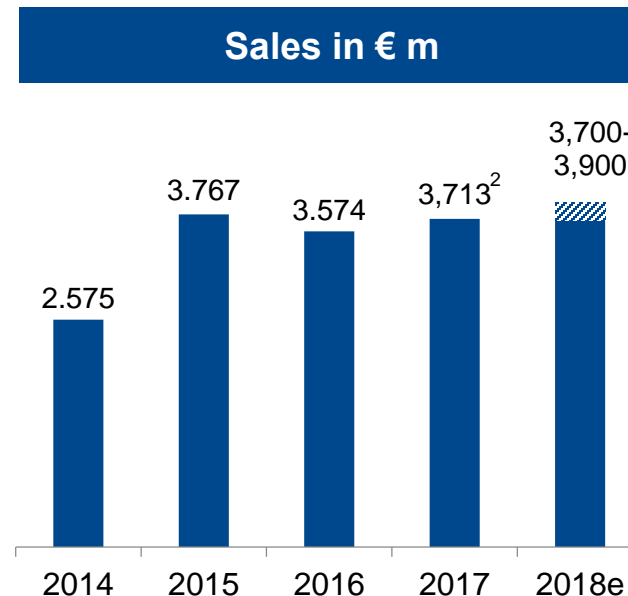
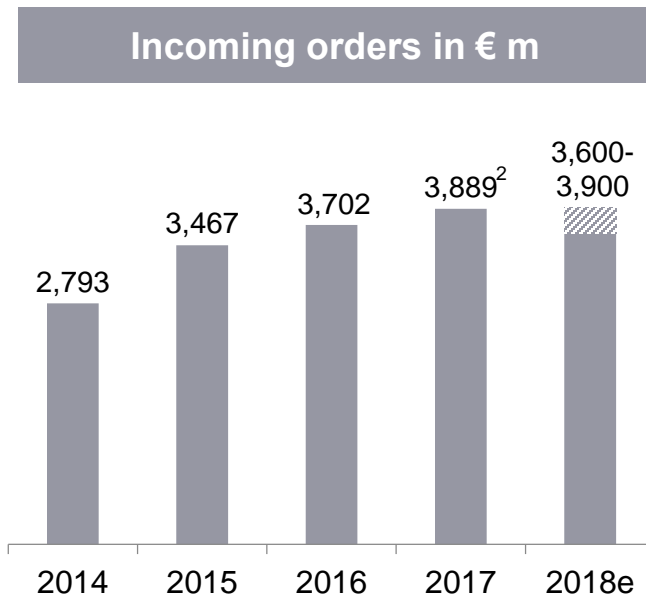
	H1 2018	H1 2017	Δ
Sales revenues in € m	460.5	453.0	1.6%
% of group sales	26.3	25.8	0.5 ppts

- » Q2 service sales increased by 10%
- » Healthy margin level unchanged
- » Service business expected to expand steadily in the next quarters

OUTLOOK¹



Unchanged outlook 2018, targeting the lower end of the EBIT margin range (7.0 - 7.5%)



» 2018 EBIT margin before extraordinary effects between 7.4 and 7.8%

¹ without MEGTEC/Universal; incl. MEGTEC/Universal see p. 29

² 2017 figures adjusted due to IFRS 15 regulations

- » Incoming orders and sales -1% and up 6% on a comparable basis, book-to-bill at 1.1
- » Moderate earnings development in H1; operating EBIT on a comparable basis -12%
- » Paint and Final Assembly Systems: order intake margin improved slightly in H1, competitive situation remains challenging, promising project pipeline, FOCUS 2.0 optimization program is being executed
- » Clean Technology Systems: high and better balanced incoming orders in H1, increase in sales and earnings expected in H2
- » HOMAG: expected to improve strongly during the next quarters, concentration on production and sales realization
- » Cashflow improved in Q2, reduction in NWC, further improvement in H2 expected
- » **No guidance change for 2018**, back end loaded sales and earnings development

Appendix

BALANCE SHEET HIGHLIGHTS (1/2)



Assets in € m	06/30/2018	12/31/2017 ¹	06/30/2017 ¹
Non-current assets	1,105.9	1,110.1	1,122.6
of which goodwill & intangible	586.2	592.7	598.8
of which property, plant and equipment	410.2	408.4	387.7
of which investment & financial assets	59.4	55.3	79.5
Current assets	2,360.5	2,401.4	2,216.7
of which inventories and prepayments	571.3	457.6	468.7
of which contract assets	505.9	488.4	407.9
of which trade receivables	540.9	522.4	464.6
of which sundry financial assets	159.7	190.7	203.5
of which cash and cash equivalents	472.2	659.9	571.6
of which assets held for sale	0.0	1.0	0.9
Total assets Dürr Group	3,466.5	3,511.6	3,339.3

¹ 2017 figures adjusted due to IFRS 15 regulations

BALANCE SHEET HIGHLIGHTS (2/2)



Equity and Liabilities in € m	06/30/2018	12/31/2017 ¹	06/30/2017 ¹
Total equity	882.1	900.5	834.0
of which non-controlling interests	13.9	14.6	11.1
Non-current liabilities	782.4	787.3	822.7
of which provisions	69.5	67.4	66.1
of which bond and bonded loan	597.6	597.3	596.9
of which other financial liabilities	11.8	12.6	16.7
of which deferred taxes	86.8	91.2	112.2
Current liabilities	1,802.0	1,823.8	1,682.6
of which other provisions	135.6	151.7	136.4
of which contract liabilities	727.9	711.3	657.6
of which trade payables	435.4	389.6	359.5
of which sundry financial liabilities	264.5	298.5	266.5
of which other liabilities	196.2	221.6	183.9
of which liabilities held for sale	0.0	0.6	0.7
Total equity and liabilities Dürr Group	3,466.5	3,511.6	3,339.3

¹ 2017 figures adjusted due to IFRS 15 regulations

P&L IN DETAIL



in € m	H1 2018	H1 2017 ¹	Δ	Q2 2018	Q2 2017 ¹	Δ
Sales revenues	1,749.6	1,753.5	-0.2%	909.5	863.2	5.4%
Cost of sales	-1,345.5	-1,329.4	1.2%	-704.1	-656.4	7.3%
Gross profit on sales	404.1	424.2	-4.7%	205.5	206.8	-0.7%
Selling expenses	-147.2	-155.1	-5.1%	-76.2	-74.9	1.8%
General administrative expenses	-90.1	-89.0	1.2%	-46.3	-43.0	7.7%
Research and development costs	-61.3	-56.1	9.3%	-30.4	-27.6	10.1%
Other operating income	17.3	46.1	-62.4%	7.5	15.5	-51.8%
Other operating expenses	-21.5	-22.9	-6.5%	-9.7	-15.9	-39.2%
Earnings before investment income, interest and income taxes	101.4	147.1	-31.1%	50.3	60.9	-17.4%
Investment income	3.6	0.3	948.8%	3.0	0.8	269.8%
Interest and similar income	3.3	2.6	29.2%	0.7	1.4	-46.2%
Interest and similar expenses	-14.0	-12.6	10.8%	-7.5	-6.4	18.0%
Earnings before income taxes	94.3	137.4	-31.3%	46.5	56.7	-17.9%
Income taxes	-26.2	-35.5	-26.2%	-12.9	-16.2	-20.5%
Profit of the Dürr Group	68.1	101.9	-33.1%	33.6	40.5	-16.9%
Attributable to:						
Non-controlling interests	2.4	1.8	35.3%	1.5	1.0	51.4%
Shareholders of Dürr Aktiengesellschaft	65.7	100.1	-34.3%	32.2	39.5	-18.6%
Number of shares issued in thousands ²	69,202.1	69,202.1	-	69,202.1	69,202.1	-
Earnings per share in € (basic and diluted)²	1.0	1.5	-34.5%	0.5	0.6	-19.3%

¹ 2017 figures adjusted due to IFRS 15 regulations

² The total number of shares increased to 69,202,080 on June 22, 2018 due to the issue of bonus shares. The total number of shares and earnings per share for H1/Q2 2017 were adjusted.

CASH FLOW



in € m	H1 2018	H1 2017 ¹	Q2 2018	Q2 2017 ¹
EBT	94.3	137.4	46.5	56.7
Depreciation and amortization of non-current assets	39.5	40.5	19.5	21.7
Interest result	10.7	10.1	6.8	5.0
Income taxes paid	-49.0	-27.0	-26.6	-9.5
Δ Provisions	-14.8	28.8	-5.6	7.4
Δ Net working capital	-82.4	-136.1	17.1	-51.4
Other	-57.9	-94.5	-41.0	-66.6
Cash flow from operating activities	-59.7	-40.8	16.6	-36.7
Interest paid (net)	-13.0	-11.6	-5.0	-3.4
Capital expenditures	-34.1	-33.2	-21.2	-14.9
Free cash flow	-106.7	-85.7	-9.6	-55.1
Others (e.g. dividend payment, M&A)	-114.6	5.3	-114.4	-94.1
Change net financial status	-221.4	-80.3	-124.0	-149.2

¹ 2017 figures adjusted due to IFRS 15 regulations

OVERVIEW: FINANCIAL FIGURES BY DIVISION (1/2)



in € m

		2018					2017 ¹					2016				
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3 ²	Q4	Total
PFS	Incoming orders in € m	274.2	303.3			577.5	268.3	377.3	181.0	383.6	1,210.1	335.9	340.2	183.1	235.3	1,094.5
	Sales revenues in € m	270.2	297.1			567.3	275.4	256.4	284.5	358.9	1,175.2	290.4	276.8	277.5	295.3	1,140.0
	Order backlog in € m	1,217.9	1,232.3				1,242.0	1,329.6	1,211.2	1,216.2		1,328.4	1,387.1	1,282.1	1,243.9	
	EBIT in € m	12.4	12.5			24.9	17.0	13.9	16.0	23.4	70.4	19.3	18.7	14.9	24.3	77.2
	Employees	3,435	3,405				3,367	3,384	3,463	3,457		3,404	3,385	3,381	3,384	
APT	Incoming orders in € m	168.6	176.6			345.1	157.1	168.3	134.8	143.1	603.3	170.3	138.4	133.3	140.7	582.7
	Sales revenues in € m	145.5	152.5			298.0	134.2	152.7	160.4	175.1	622.4	119.2	143.8	147.1	150.6	560.6
	Order backlog in € m	424.0	449.8				461.3	467.7	436.9	400.9		462.0	455.8	440.2	435.8	
	EBIT in € m	15.2	15.5			30.7	13.9	15.5	17.2	18.2	64.8	17.3	14.9	14.1	29.8	76.1
	Employees	2,112	2,154				1,953	1,985	2,024	2,063		1,886	1,930	1,942	1,956	
CTS	Incoming orders in € m	57.6	58.8			116.5	56.6	38.6	27.8	42.9	165.8	42.3	47.7	44.5	42.1	176.6
	Sales revenues in € m	30.3	34.7			65.0	38.6	47.7	45.3	54.1	185.6	32.8	42.5	44.3	47.4	167.0
	Order backlog in € m	126.7	152.2				142.9	128.8	110.1	99.2		120.6	126.0	126.0	125.0	
	EBIT in € m	-1.0	-1.6			-2.5	0.4	1.2	0.3	1.5	3.3	0.3	2.1	2.7	1.1	6.1
	Employees	601	600				573	586	596	603		517	528	547	569	
MPS	Incoming orders in € m	103.4	111.1			214.6	161.7	117.1	139.4	125.1	543.2	194.5	168.6	173.2	146.3	682.5
	Sales revenues in € m	99.4	114.2			213.5	145.4	105.2	131.1	129.4	511.1	123.2	151.6	155.1	193.9	623.8
	Order backlog in € m	260.2	258.3				256.4	262.1	269.1	257.8		357.9	376.3	392.5	349.4	
	EBIT in € m	10.4	13.5			23.9	14.4	15.7	17.6	16.7	64.3	9.6	17.7	19.1	33.2	79.7
	Employees	2,317	2,303				2,224	2,244	2,280	2,279		3,036	3,034	3,030	3,010	

¹ 2017 figures adjusted due to IFRS 15 regulations

² adjusted for the cancellation of the Ford Mexico project

OVERVIEW: FINANCIAL FIGURES BY DIVISION (2/2)



in € m

		2018					2017 ¹					2016				
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3 ²	Q4	Total
WMS	Incoming orders in € m	415.2	286.1			701.3	400.9	332.6	345.4	287.3	1,366.3	305.5	245.9	306.1	307.8	1,165.3
	Sales revenues in € m	294.6	311.1			605.7	296.8	301.2	305.8	315.0	1,218.8	259.6	267.0	277.5	277.9	1,082.0
	Order backlog in € m	676.4	657.6				534.0	555.8	591.0	560.9		373.1	353.6	381.4	414.2	
	EBIT in € m	19.7	17.4			37.2	20.3	23.4	22.1	17.2	83.0	14.3	13.2	15.5	1.8	44.9
	Employees	6,484	6,567				6,083	6,149	6,316	6,371		5,946	5,983	6,072	6,126	
CC/Cons.	Incoming orders in € m	0.0	0.0			0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Sales revenues in € m	0.0	0.0			0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
	Order backlog in € m	0.1	0.0				0.1	0.1	0.1	0.1		0.0	0.0	0.0	0.0	
	EBIT in € m	-5.7	-7.0			-12.7	20.2	-8.8	-5.5	-4.7	1.2	-2.2	-6.1	-3.9	-0.4	-12.5
	Employees	204	207				193	197	197	201		196	191	195	190	
Group	Incoming orders in € m	1,019.1	935.9			1,955.0	1,044.5	1,033.9	828.3	982.1	3,888.7	1,048.5	940.7	840.1	872.3	3,701.7
	Sales revenues in € m	840.1	909.5			1,749.6	890.3	863.2	927.1	1,032.5	3,713.2	825.2	881.7	901.5	965.1	3,573.5
	Order backlog in € m	2,705.3	2,750.3				2,636.7	2,744.2	2,618.3	2,535.1		2,641.9	2,698.9	2,622.1	2,568.4	
	EBIT in € m	51.1	50.3			101.4	86.2	60.9	67.7	72.2	287.0	58.7	60.3	62.5	89.9	271.4
	Employees	15,153	15,236				14,393	14,545	14,876	14,974		14,985	15,051	15,167	15,235	

¹ 2017 figures adjusted due to IFRS 15 regulations

² adjusted for the cancellation of the Ford Mexico project

OVERVIEW: EXTRAORDINARY EFFECTS

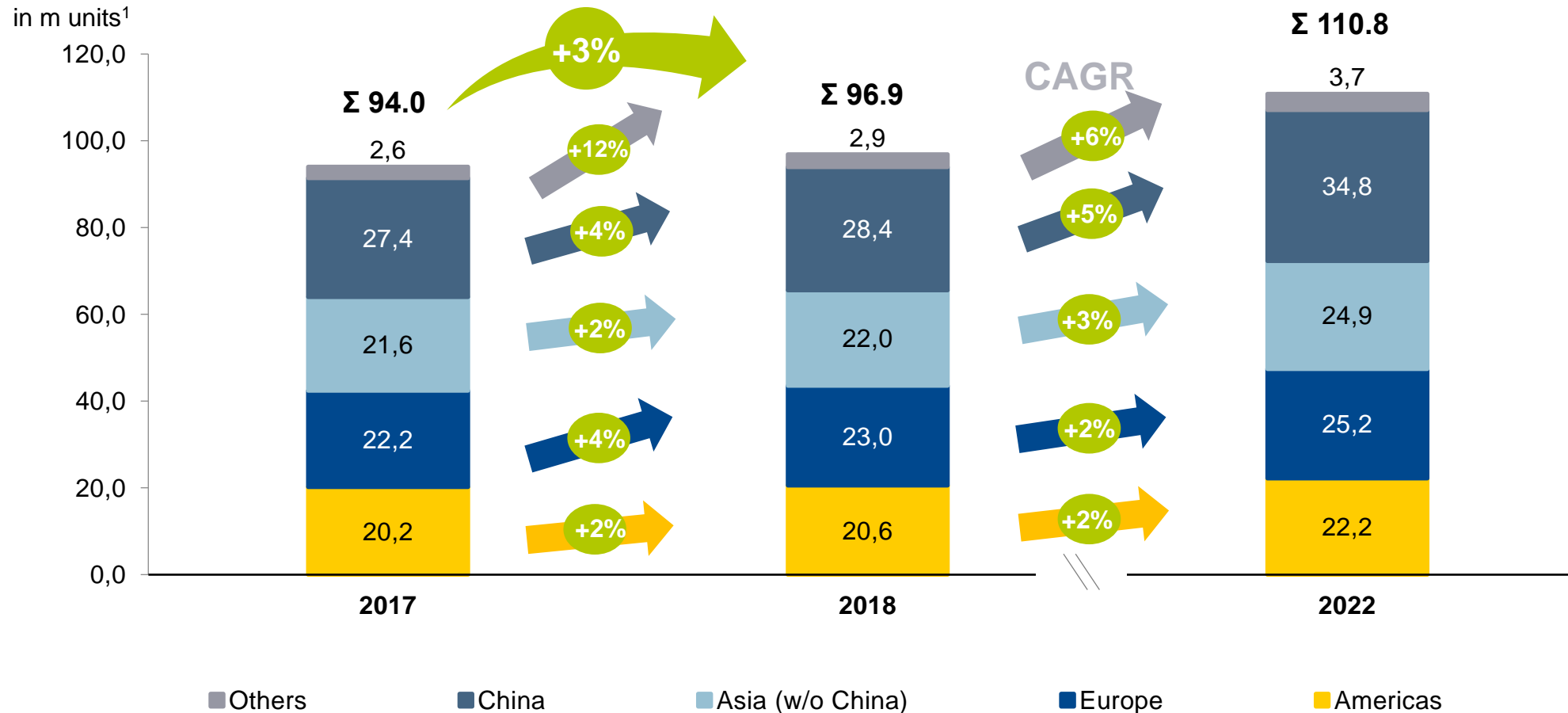


in € m

	2018					2017					2016				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
PFS	0.0	0.0			0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-4.9	0.1	-4.8
APT	0.0	0.0			0.0	0.0	0.0	0.0	-0.1	-0.1	5.1	-0.1	-0.1	12.4	17.3
CTS	0.0	0.0			0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
MPS	0.0	0.0			0.0	0.0	0.0	0.0	-1.0	-1.0	0.0	0.0	0.0	0.0	0.0
WMS	-2.2	-2.2			-4.3	-2.2	-2.2	-2.2	-2.2	-8.7	-2.2	-2.2	-8.0	-13.9	-26.3
CC	-2.3	-2.4			-4.7	22.7	-3.4	-0.9	-0.7	17.7	0.0	-1.1	-1.8	1.7	-1.2
Total	-4.5	-4.6			-9.0	20.5	-5.6	-3.1	-4.0	7.8	2.9	-3.4	-14.7	0.2	-15.0

FURTHER GROWTH IN CAR PRODUCTION

Growth drivers until 2022: China, India, South East Asia and Russia

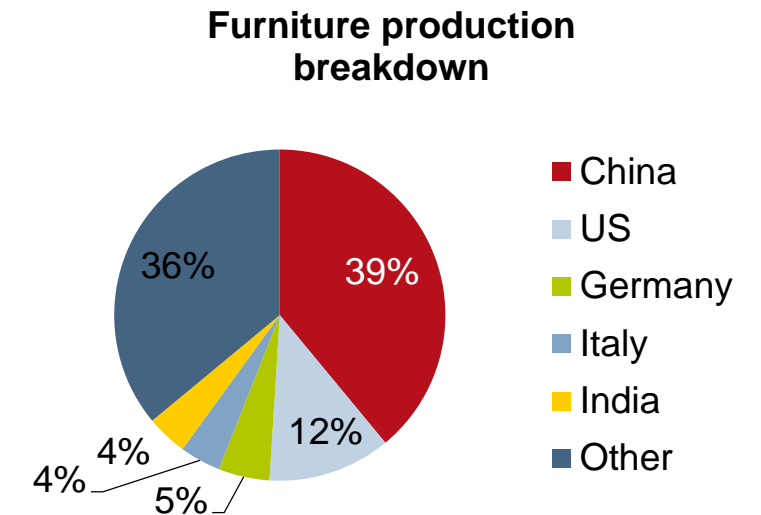
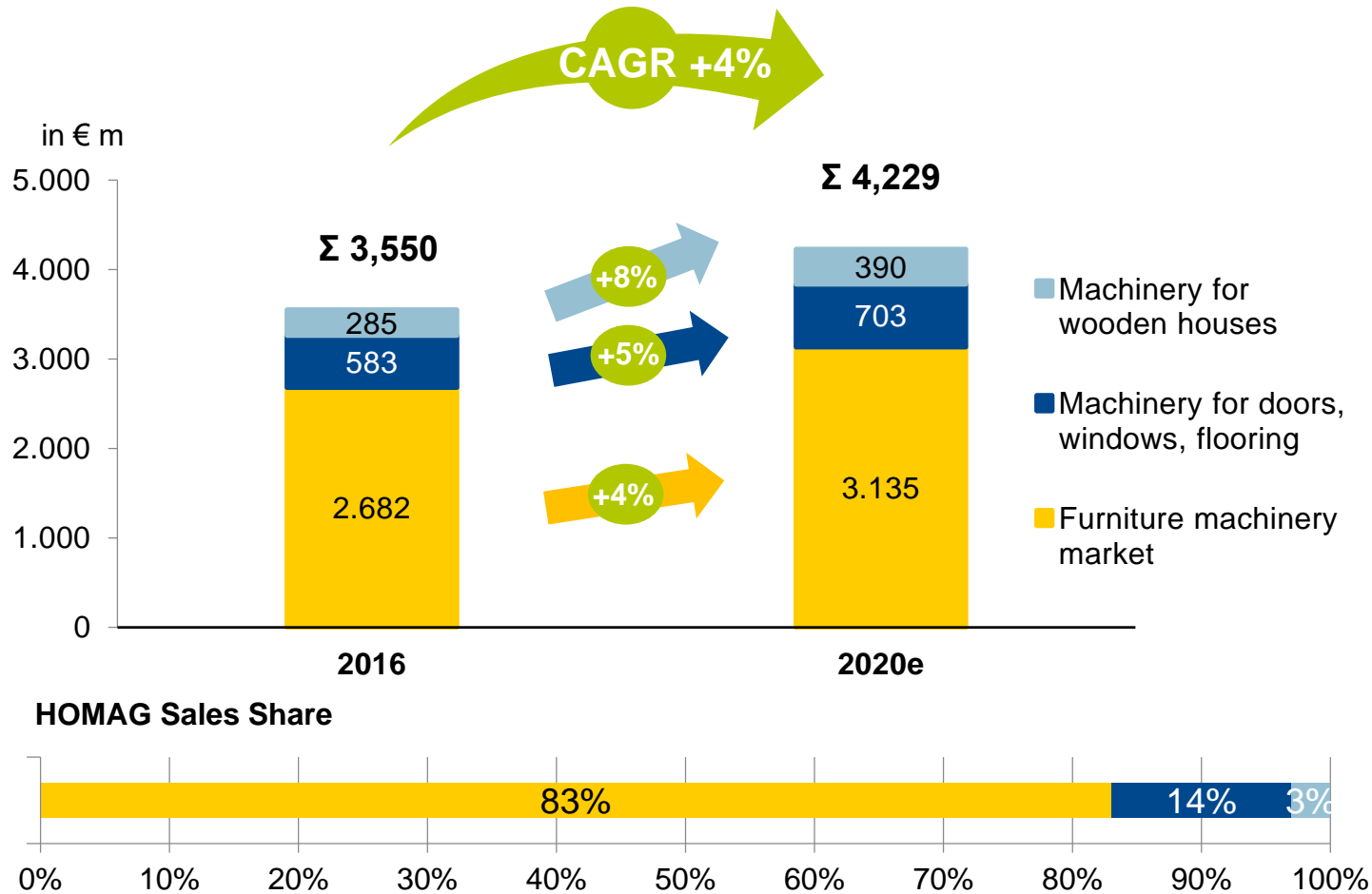


¹ Light vehicles production
Source: PwC, Autofacts
Last update: July 2018

GLOBAL WOODWORKING MACHINERY MARKETS



Strong growth in markets for rest of decade



Sources: CSIL, Euroconstruct, Holzbauverband, competitor data, regional expert evaluation

TARGETS FOR 2018



	Actual 2017 ¹	Targets 2018 (without MEGTEC/Universal)	Targets 2018 ² (incl. MEGTEC/Universal)
Incoming orders in € m	3,888.7	3,600 – 3,900	3,670 – 3,970
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	3,770 – 3,970
EBIT margin in %	7.7	7.0 – 7.5	6.8 – 7.3
EBIT margin before extraordinary effects in %	7.5	7.4 – 7.8	7.4 – 7.8
ROCE in € m	39.4	30 – 40	30 – 40
Net finance expense in € m	-19.8	slightly lower	slightly lower
Tax rate in %	25.3	27 – 28	27 – 28
Earnings after tax in € m	199.6	180 – 200	177 – 197
Cash flow from operating activities in € m	118.9	substantially up on the previous year	substantially up on the previous year
Free cash flow in € m	13.4	substantially up on the previous year	substantially up on the previous year
Net financial status in € m (12/31)	191.5	200 – 240	80 – 120
Liquidity in € m (12/31)	659.9	650 – 690	530 – 570
Capital expenditure in € m ³	88.0	75 – 85	75 – 85

¹ 2017 figures adjusted due to IFRS 15 regulations

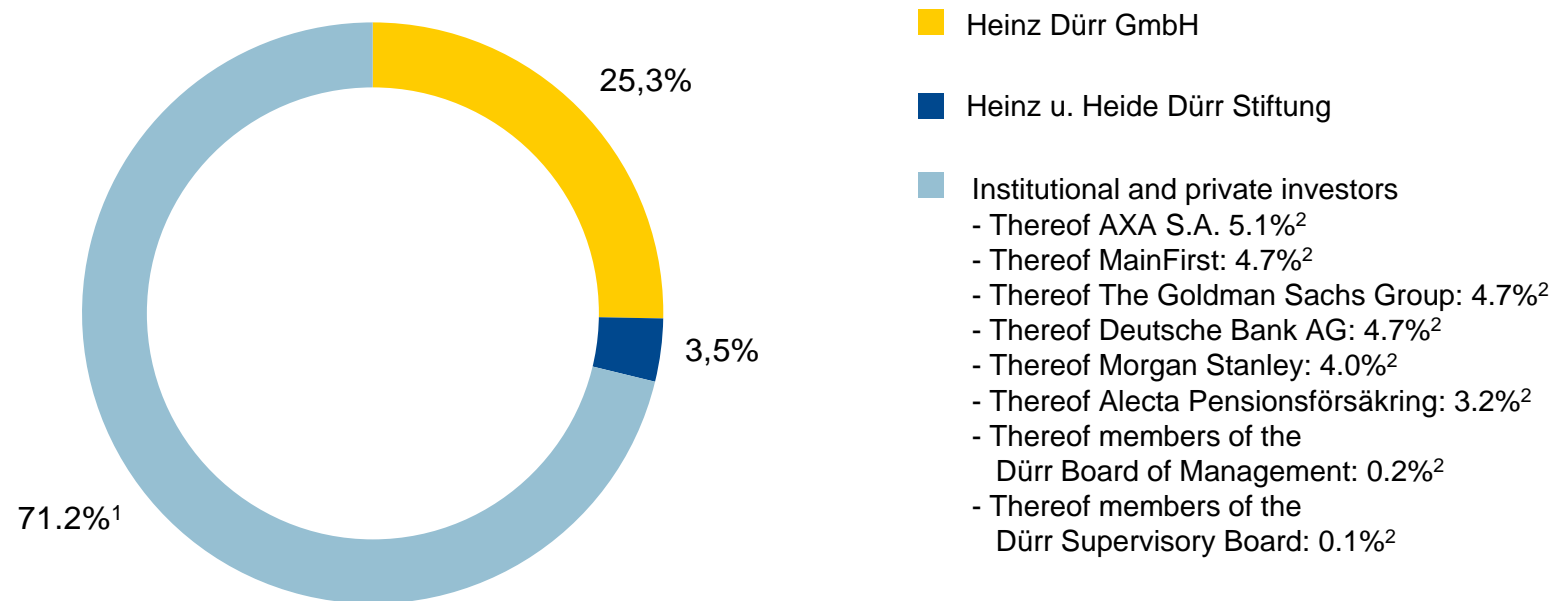
² Assumption: MEGTEC/Universal consolidation as of 09/01/2018

³ on property, plant and equipment and on intangible assets (excluding acquisitions)

SHAREHOLDER STRUCTURE



Free float at 71.2%¹



¹ Free float calculated according to Deutsche Börse AG

² According to the relevant laws

FINANCIAL CALENDAR



- » 08/29/2018 Commerzbank Sector Conference, Frankfurt
- » 09/26/2018 Baader Investment Conference, Munich
- » 11/08/2018 Interim statement for the first nine month of 2018, analysts/investors call
- » 11/13/2018 UBS European Conference, London
- » 11/15/2018 LBBW German Company Day 2018, London
- » 11/20/2018 DZ BANK Equity Conference, Frankfurt German Equity Forum, Frankfurt
- » 11/28/2018 Goldman Sachs European Industrials Conference, London
- » 12/04/2018 Quirin European Mid Cap Event, Geneva
- » 12/05/2018 Berenberg European Corporate Conference, Pennyhill

Corporate Communications & Investor Relations



**Günter
Dielmann**

+49 7142 78-1785

guenter.dielmann@durr.com



**Mathias
Christen**

+49 7142 78-1381

mathias.christen@durr.com



**Stefan Tobias
Burkhardt**

+49 7142 78-3558

stefantobias.burkhardt@durr.com



LEADING IN PRODUCTION EFFICIENCY

CONFERENCE CALL RESULTS JAN. – JUN. 2018

Ralf W. Dieter, CEO | Carlo Crosetto, CFO

Bietigheim-Bissingen, August 9, 2018

www.durr-group.com

