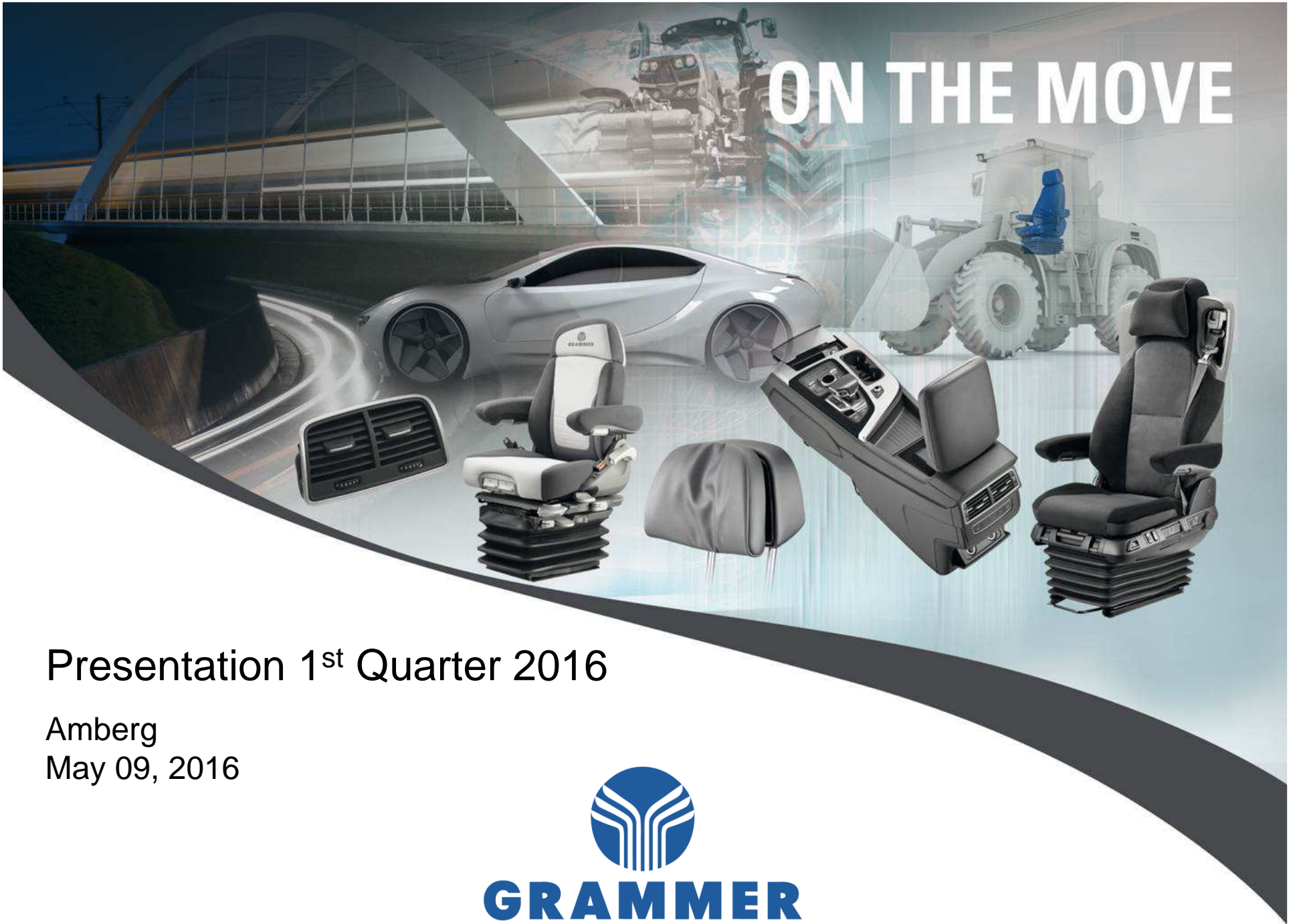


ON THE MOVE



Presentation 1<sup>st</sup> Quarter 2016

Amberg  
May 09, 2016



### **Passenger Cars – New Registrations**

- Global automotive markets with positive momentum in the first quarter
- New registrations in the NAFTA with +4%
- China with high growth (+9 %)
- Western Europe continues solid recovery (+8 %). New registrations in Germany +4 %

### **Commercial vehicles (> 6T) – New Registrations**

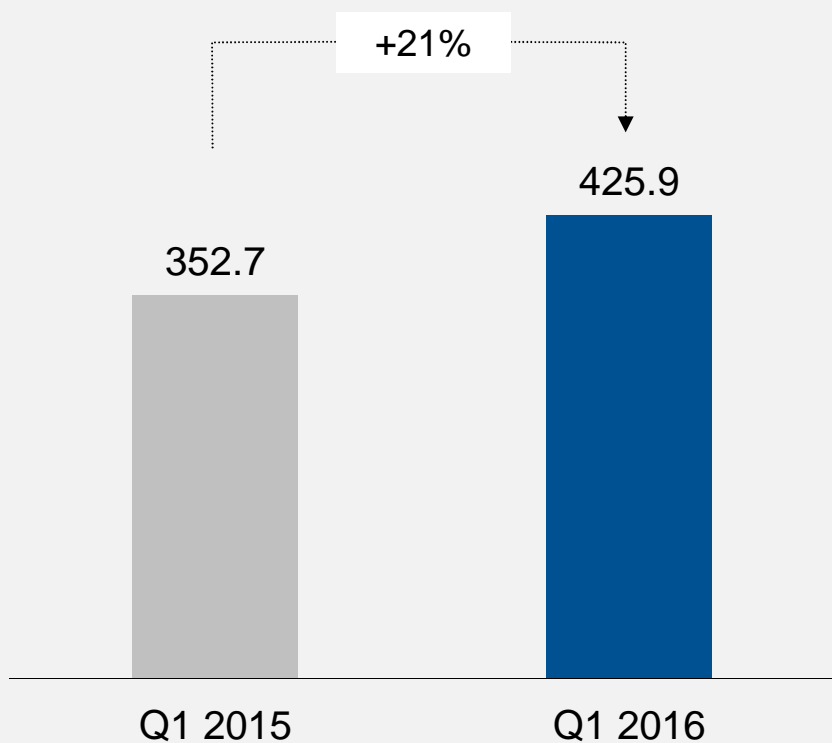
- Commercial vehicles markets with solid recovery in the first quarter 2016
- USA with overall growth(+5 %), medium trucks +20%, heavy truck -7%
- Brazil again with another dramatic slump (-33 %)
- China with strong recovery (+9%) after significant market downturn in 2015
- Mixed market development in Western Europe (+4 %, Germany -2 %)
- Agricultural machinery markets with ongoing difficulties

# GROUP – DEVELOPMENT Q1 2016

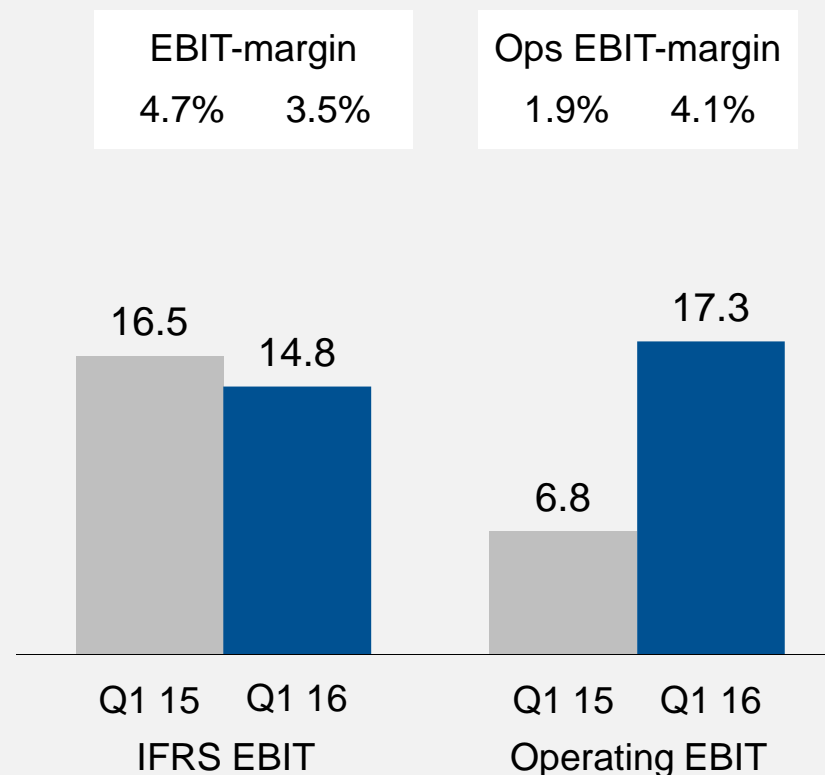
Group revenues and operating EBIT with strong increase



Revenues  
[in € million]



EBIT and operating EBIT  
[in € million and % of revenues]

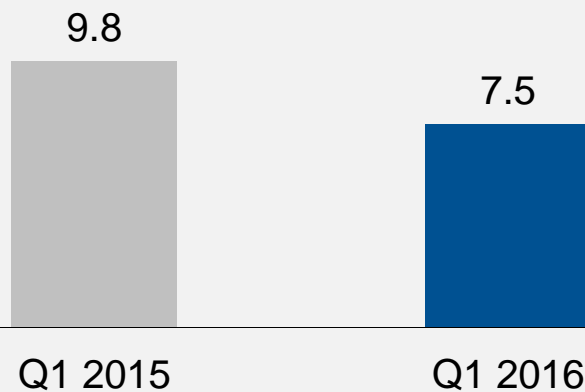


## GROUP – DEVELOPMENT Q1 2016

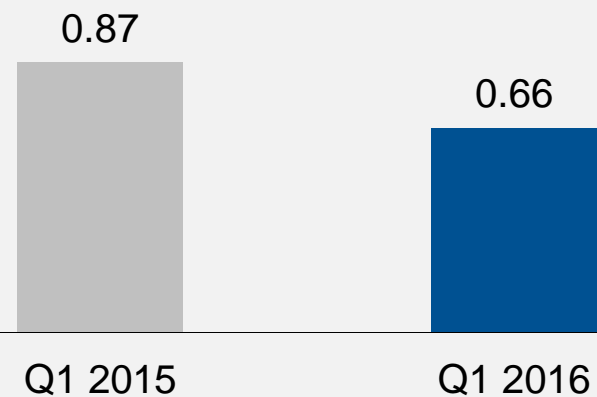
Net profit and earnings per share follow IFRS EBIT development



Net profit  
*[in € million]*



Earnings per share  
*[in €]*

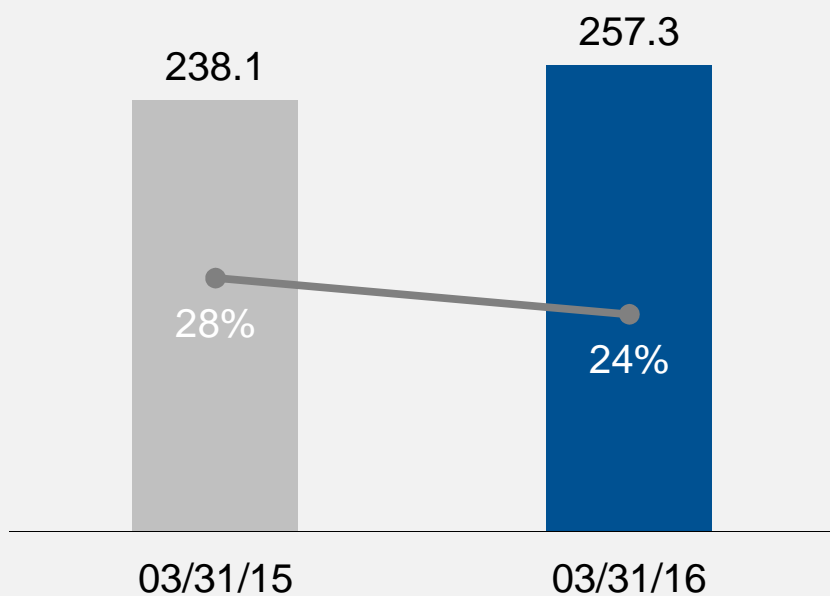


## GROUP – DEVELOPMENT Q1 2016

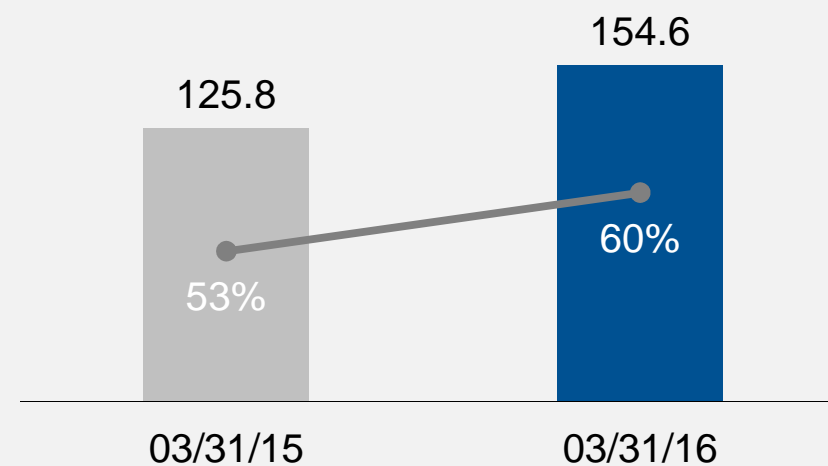
Increase in equity. Net financial debt higher due to REUM acquisition



Equity and equity-ratio  
*[in € million and %]*



Net financial debt and Gearing  
*[in € million and %]*

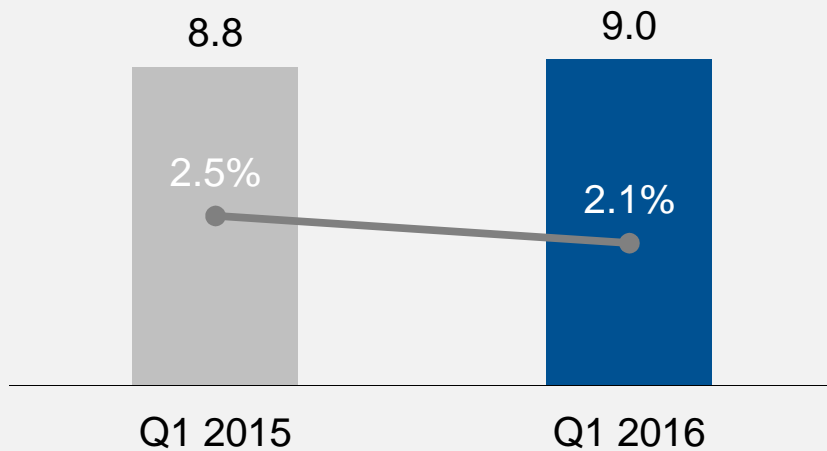


# GROUP – DEVELOPMENT Q1 2016

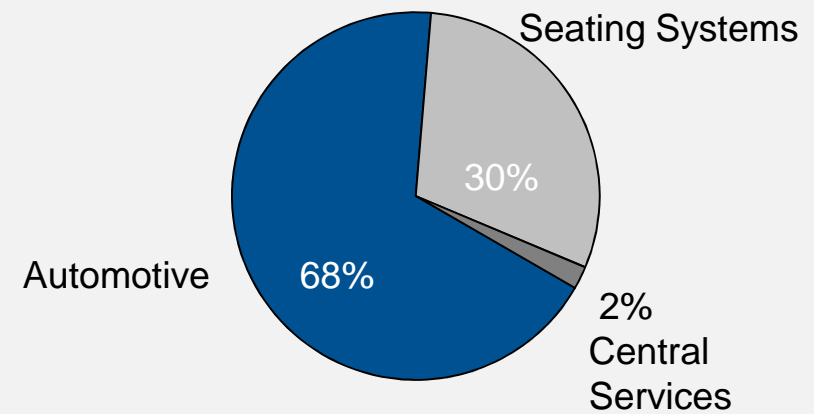
Investments focused on expansion and optimization measures



Capex and Capex-ratio  
*[in € million and %]*



Capex Q1 2016 by divisions  
*[in %]*

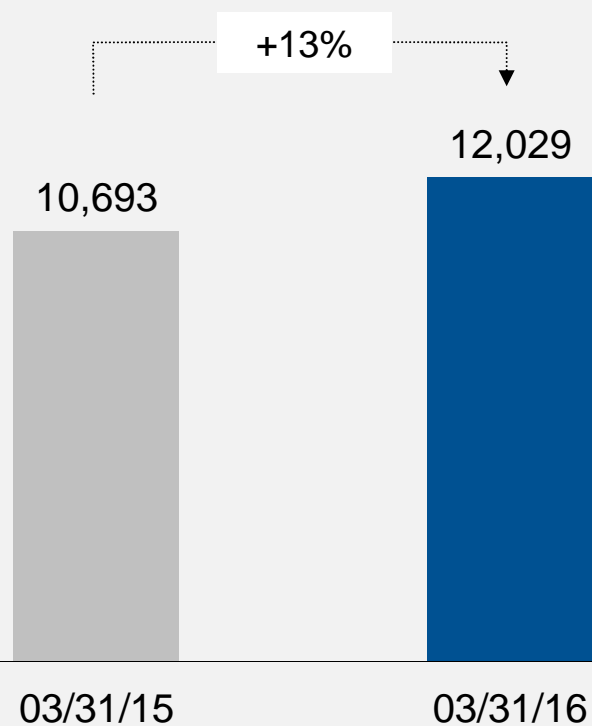


## GROUP – DEVELOPMENT Q1 2016

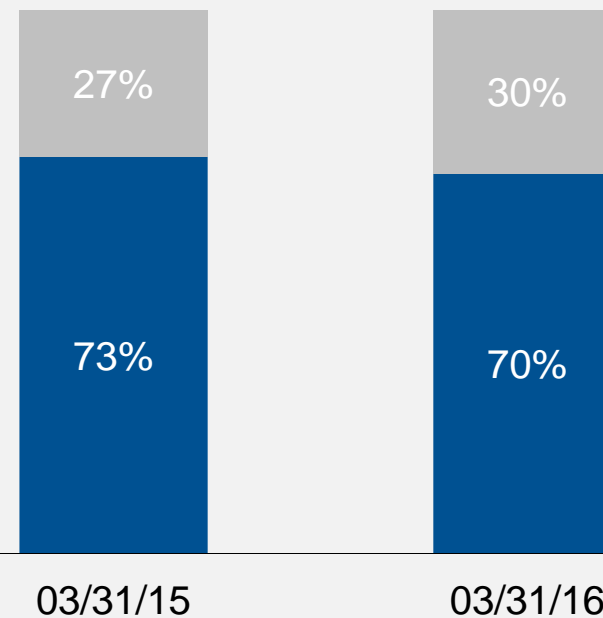
Higher headcount mainly due to REUM acquisition and capacity increase



Employees  
[month-end]



Employees in low-cost / high-cost countries  
[month-end]

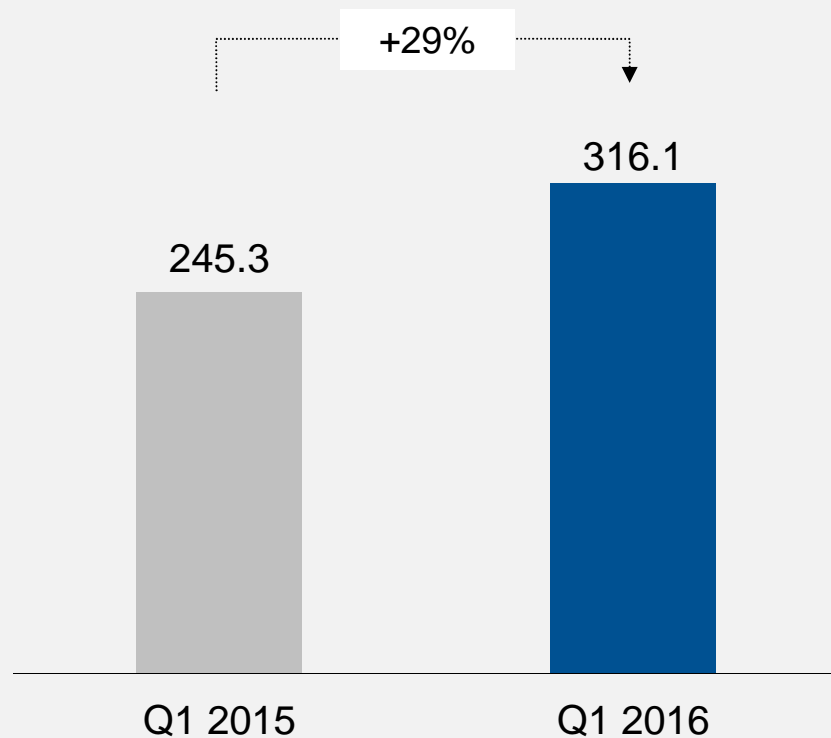


# AUTOMOTIVE – DEVELOPMENT Q1 2016

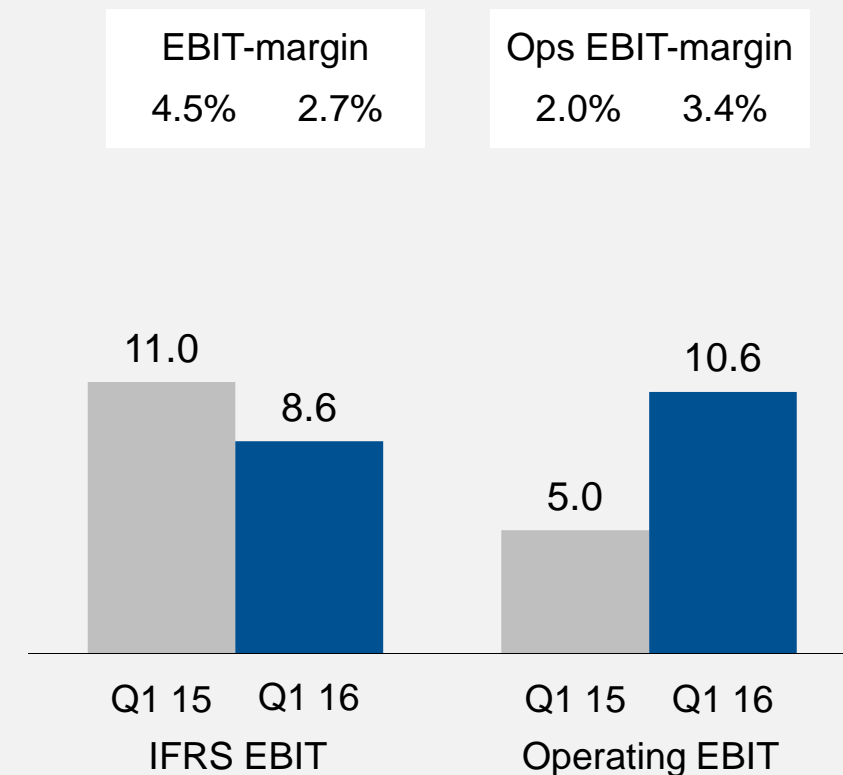
Strong growth vs. previous year. Improvement of operating performance on track



Revenues  
[in € million]



EBIT and operating EBIT  
[in € million and % of revenues]



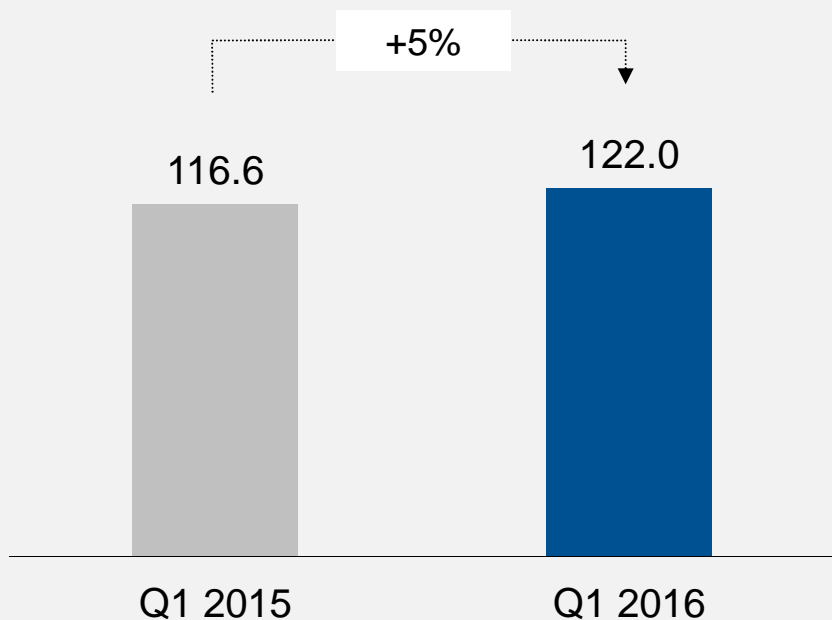


# SEATING SYSTEMS – DEVELOPMENT Q1 2016

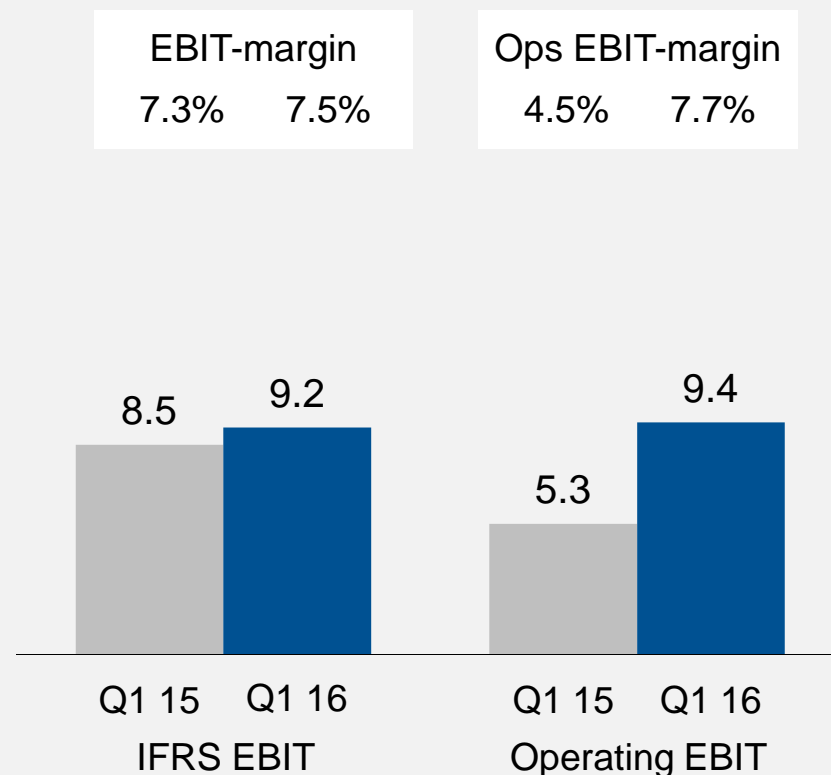
Very promising start in the first quarter 2016



Revenues  
[in € million]



EBIT and operating EBIT  
[in € million and % of revenues]



# GRAMMER GROUP – MARKET OUTLOOK 2016

Global car markets continue to grow. Truck markets with ongoing uncertainties



## Car production – 2015 & Forecast 2016

[in % yoy]

	Actual 2015	Forecast 2016
Europe	+4%	+3%
USA	+3%	+4%
Brazil	-21%	-15%
China	+4%	+6%
World	+1%	+3%

Source: IHS, April 2016

## Truck production – 2015 & Forecast 2016

[Trucks > 6t, in % yoy]

	Actual 2015	Forecast 2016
Europe	+8%	+1%
USA	+5%	-8%
Brazil	-43%	-7%
China	-22%	+4%
World	-7%	+1%

Source: IHS, April 2016

## Agricultural market outlook 2016 by our main customers

	Europe	North America	South America
John Deere*	0% to -5%	-15% to -20%	-10% to -15%
AGCO Group**	0% to -5%	-10% to -15%	-10% to -15%

Source: \*) John Deere industry forecast as of Feb. 19, 2016 \*\*\*) AGCO Group preliminary market outlook 2016 as of Feb. 02, 2016

## GRAMMER GROUP – OUTLOOK 2016

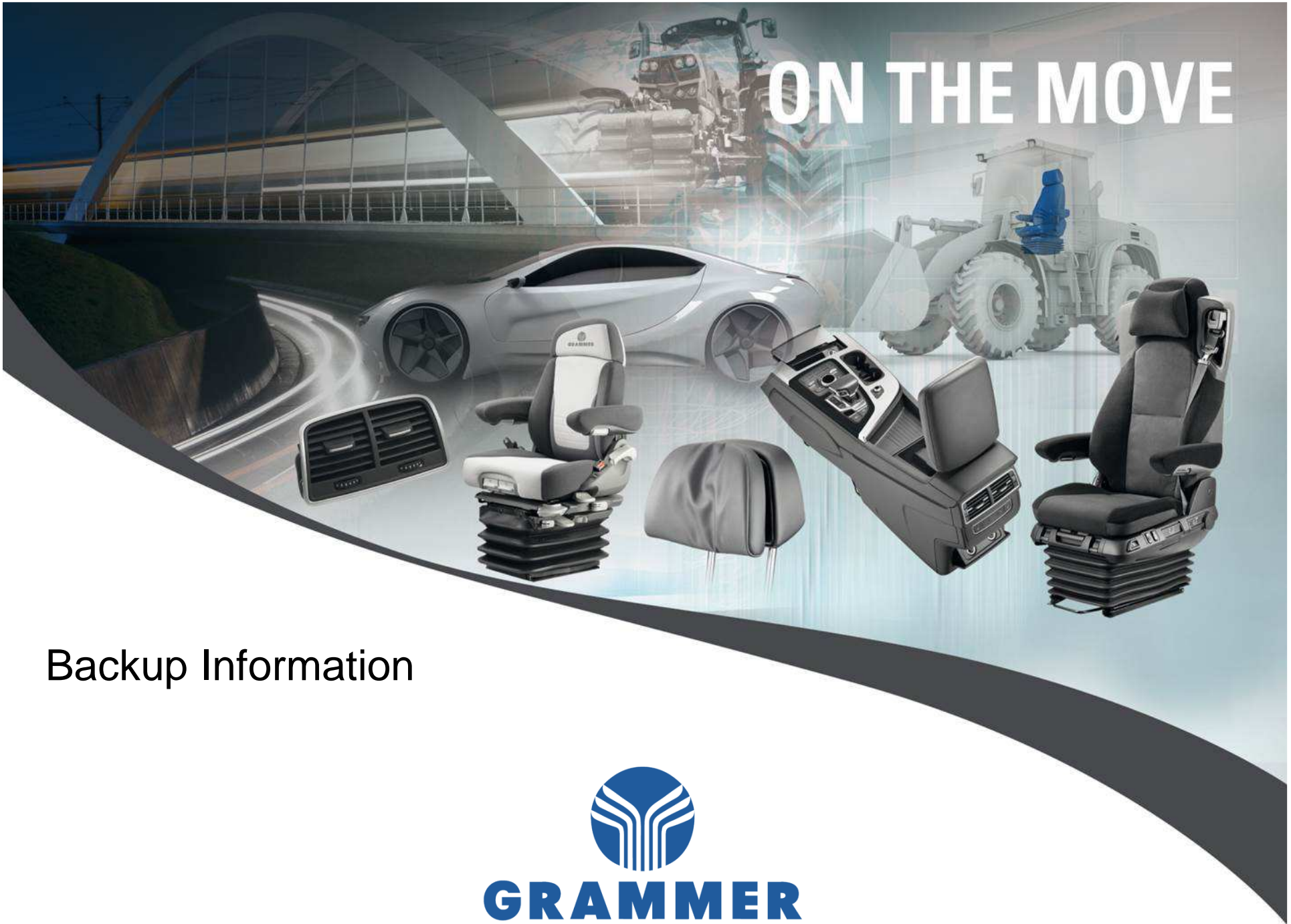
Increase in revenues to more than 1.6 billion Euros. EBIT above previous year



### GRAMMER Group – Outlook 2016:

- GRAMMER expects a continuation of the volatile and challenging market conditions in 2016, particularly in the relevant commercial vehicle markets. However, we are confident of being able to successfully address these challenges thanks to our global footprint and ongoing process improvements.
- Moderate increase in revenues from GRAMMER's core businesses expected. Including the initial consolidation of REUM Group, GRAMMER expects revenues to increase to more than 1.6 billion Euros.
- Based on higher Automotive revenues and positive effects of last year's optimization activities, GRAMMER expects higher contributions to earnings from both divisions in 2016.
- In this context, GRAMMER expects a higher Group EBIT and a moderate margin improvement compared to the previous year.

ON THE MOVE



Backup Information



# GRAMMER GROUP

## Key Figures Q1 2016



<i>[IFRS, in € million]</i>	Q1 2016	Q1 2015	Chg.
Group Revenues	425.9	352.7	+21%
EBITDA	26.2	26.2	0.0%
EBITDA-Margin	6.2%	7.4%	-1.2%-P
EBIT	14.8	16.5	-10%
EBIT-Margin	3.5%	4.7%	-1.2%-P
Operating EBIT	17.3	6.8	+154%
Operating EBIT-Margin	4.1%	1.9%	+2.2%-P
Profit after taxes	7.5	9.8	-24%
EPS in €	0.66	0.87	-24%
Total Assets	1,064.1	864.5	+23%
Equity	257.3	238.1	+8%
Equity-Ratio	24%	28%	-4%-P
Net Financial Debt	154.6	125.8	+23%
Gearing Ratio	60%	53%	+7%-P
Capex (w/o M&A)	9.0	8.8	+2%
Depreciation	11.4	9.7	+17.5%
Employees (month-end)	12,029	10,693	+12.5%

# GRAMMER GROUP – FINANCIAL KEY FIGURES

5-year development



[IFRS, in € million]

	2015	2014	2013	2012	2011
Group Revenue	1,425.7	1,365.9	1,265.7	1,133.0	1,093.5
EBITDA	83.2	93.7	92.3	78.1	76.9
EBITDA-Margin	5.8%	6.9%	7.3%	6.9%	7.0%
EBIT	42.7	57.0	58.0	49.0	49.4
EBIT-Margin	3.0%	4.2%	4.6%	4.3%	4.5%
Profit after taxes	23.8	33.6	29.6	26.8	22.1
EPS in €	2.10	3.09	2.67	2.38	2.02
Total Assets	992.0	836.5	766.0	668.8	625.2
Equity	253.4	231.8	224.7	210.3	211.2
Equity-Ratio	26%	28%	29%	31%	34%
Net Financial Debt	155.5	86.7	93.2	76.5	92.1
Gearing Ratio	61%	37%	41%	36%	44%
Capex (w/o M&A)	47.9	51.5	46.8	39.0	37.6
Depreciation	40.5	36.7	34.3	29.1	27.5
Employees (Dec. 31)	11,397	10,700	10,082	8,620	8,726

# GRAMMER AG – SHARE PRICE DEVELOPMENT

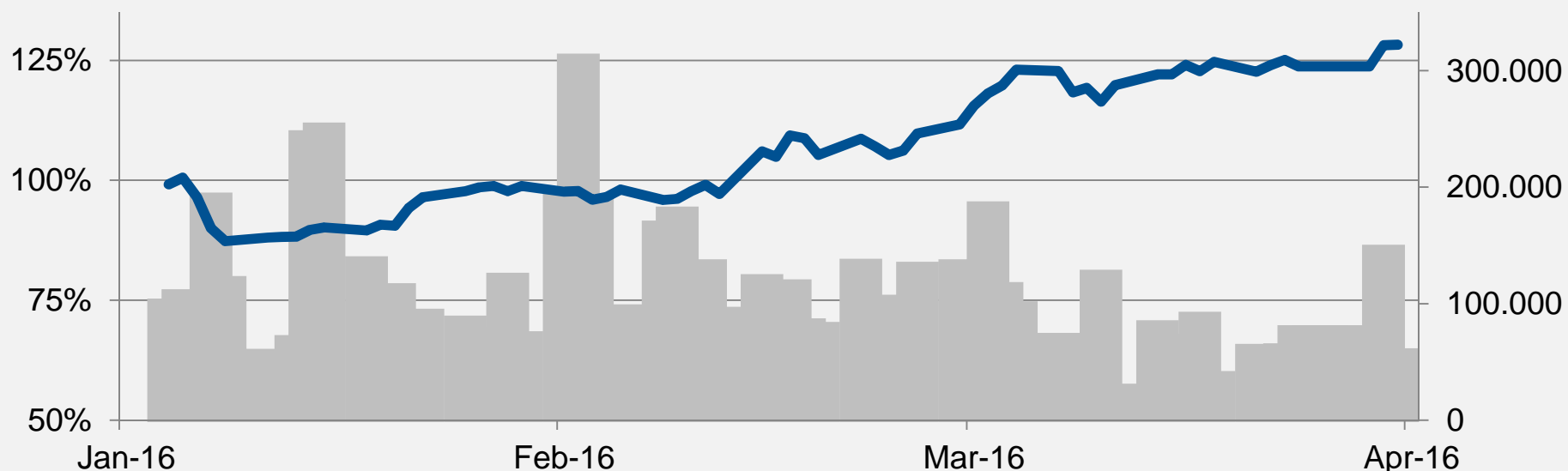
Very strong share price performance with high trading volumes in 2016



## Share price development January 2016 – March 2016

GRAMMER share price [in %]

Trading volume per day [in shares]



ISIN

DE000589540

WKN / Code

589540 / GMM

Number of shares

11,544,674

Market cap. [March 2016]

405 € million

Trading volume / day [XETRA]

100,000 shares

Index

SDAX

Halog

10.22%

Wynnefield

5.17%

Luxempart

5.02%

EQMC

5.01%

Dimensional

5.01%

Universal

3.33%

### Financial Calendar 2016

Annual General Meeting:	May 11, 2016
Interim Report Q2/2016:	August 10, 2016
Interim Report Q3/2016:	November 09, 2016

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