

CONFERENCE CALL RESULTS JAN. – SEP. 2018

Ralf W. Dieter, CEO | Carlo Crosetto, CFO

Bietigheim-Bissingen, November 8, 2018

www.durr-group.com



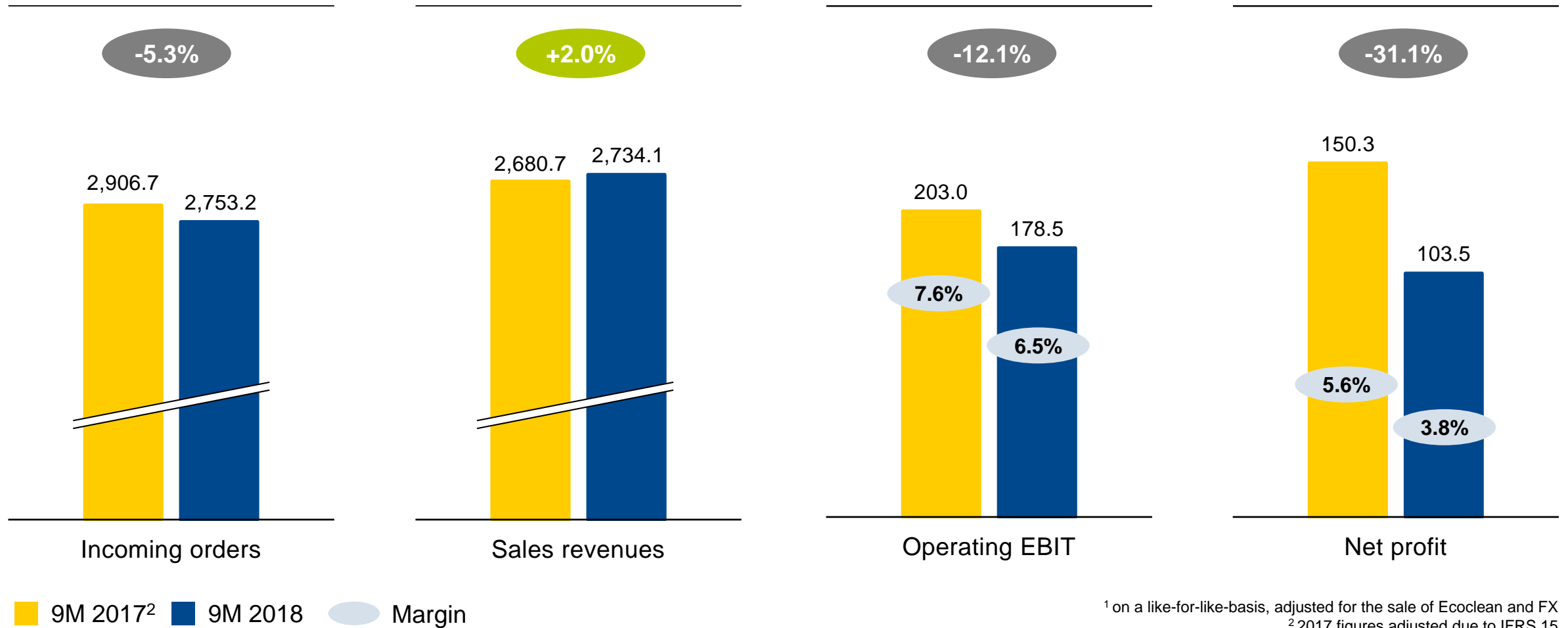


This publication has been prepared independently by Dürr AG/Dürr Group (“Dürr”). It may contain statements which address such key issues as strategy, future financial results, events, competitive positions and product developments. Such forward-looking statements are subject to a number of risks, uncertainties 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 (<https://www.durr-group.com/en/investor-relations/glossary/>).

ON A COMPARABLE BASIS ORDERS -2.0% AND SALES +6.4%¹

in € m

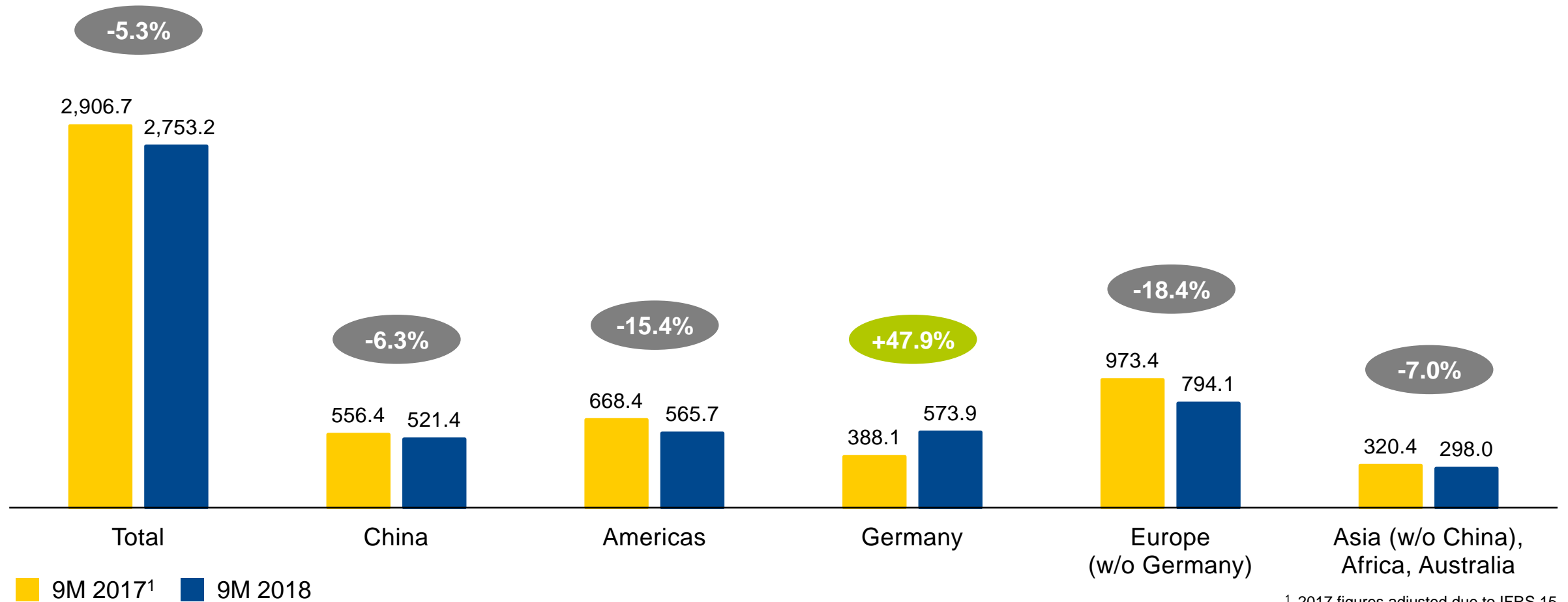


¹ on a like-for-like-basis, adjusted for the sale of Ecoclean and FX

² 2017 figures adjusted due to IFRS 15

Q4: LIVELY ORDER INTAKE TO BE EXPECTED

in € m



¹ 2017 figures adjusted due to IFRS 15

EBIT BEFORE EXTRAORDINARY EFFECTS AND FX ADJUSTED NEARLY UNCHANGED IN Q3

	9M 2018	9M 2017 ¹	Δ	Q3 2018	Q3 2017 ¹	Δ
Gross profit on sales in € m	602.4	636.8	-5.4%	198.3	212.7	-6.7%
Gross margin in %	22.0	23.8	-1.7 ppts	20.1	22.9	-2.8 ppts
EBITDA in € m	223.0	274.5	-18.8%	82.1	86.8	-5.4%
EBIT in € m	153.3	214.8	-28.6%	51.9	67.7	-23.4%
EBIT before extraordinary effects in € m	178.5	203.0	-12.1%	68.0	70.8	-4.0%
EBIT margin in %	5.6	8.0	-2.4 ppts	5.3	7.3	-2.0 ppts
EBIT margin before extraordinary effects in %	6.5	7.6	-1.0 ppts	6.9	7.6	-0.7 ppts
Net income in €	103.5	150.3	-31.1%	35.3	48.4	-27.0%

» 9M 2018 EBIT before extraordinary effects: -12%; EBIT before extraordinary effects and adjusted for FX and Ecoclean: -8%

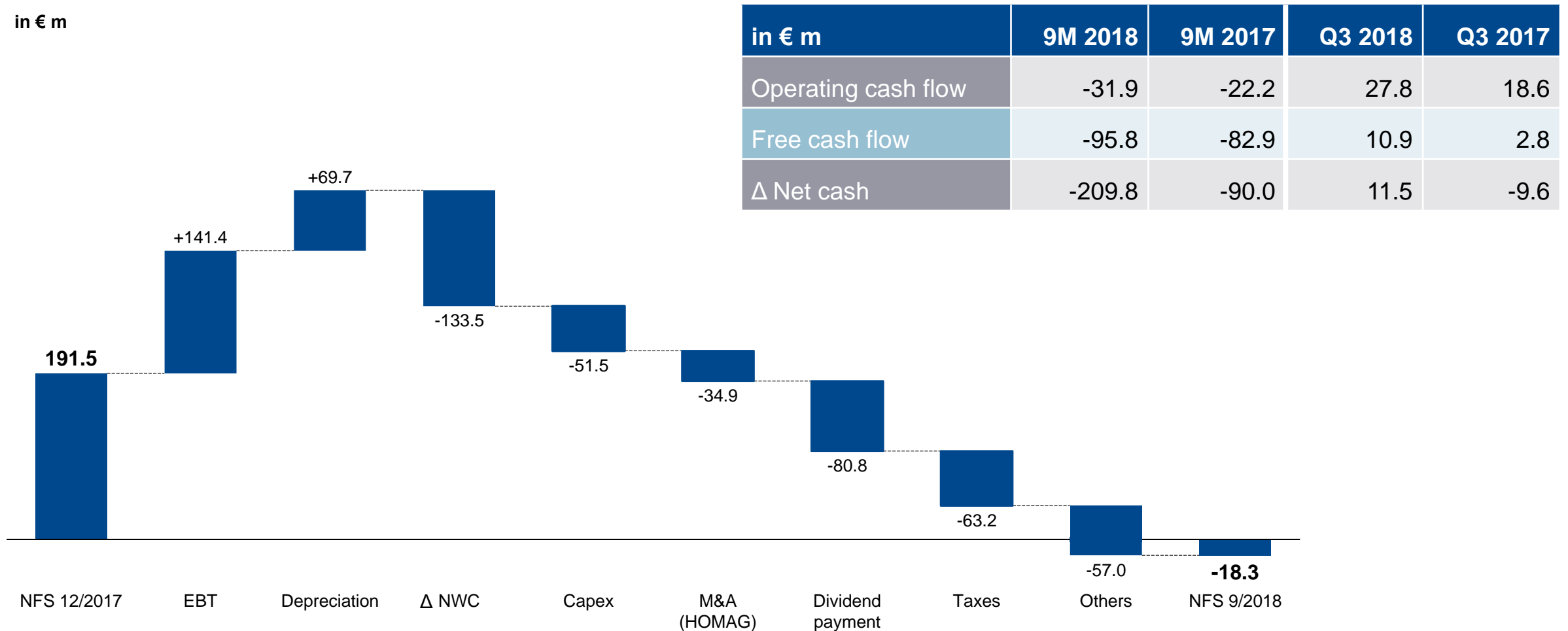
» FX with an impact of -2 to -3% on sales and earnings

¹ 2017 figures adjusted due to IFRS 15

9 MONTHS 2018 CASH DEVELOPMENT

Positive free cash flow in Q3, further improvement in Q4 expected

in € m



INVENTORY INCREASE MAIN CAUSE FOR NWC DETERIORATION

NWC reduction in Q4 expected

in € m		09/30/2018	12/31/2017 ¹	09/30/2017 ¹
	Materials and supplies (net)	237.2	181.3	185.7
+	Work in process from small series production	132.0	105.4	115.4
+	Finished goods and merchandise (net)	155.5	111.8	121.2
+	Prepayments to suppliers	67.2	59.1	69.2
+	Inventories and prepayments	591.9	457.6	491.4
+	Total trade receivables	592.6	533.3	509.5
+	Total contract assets	546.5	488.4	488.5
-	Trade payables (incl. liabilities from notes payable)	490.8	390.5	395.1
-	Total contract liabilities	738.2	715.2	675.2
=	Net working capital	502.1	373.7	419.1

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

¹ 2017 figures adjusted due to IFRS 15

WORK IN PROCESS BALANCE: NET CUSTOMER PAYMENT OVERHANG WITHIN GUIDED RANGE

in € m	09/30/2018	12/31/2017 ¹	09/30/2017 ¹
Assets			
Total contract assets	546.5	488.4	488.5
Work in process from small series production	132.0	105.4	115.4
Liabilities			
Total contract liabilities	738.2	715.2	675.2
Total balance (Total work in process less billings)	-59.6	-121.3	-71.4

» Total balance FY 2018e between € 0 m and € -100 m

¹ 2017 figures adjusted due to IFRS 15

FACTORING/FORFEITING: NO CHANGE IN 9M 2018

Minor impact on cash flow in 9M 2018

in € m	09/30/2018	12/31/2017	12/31/2016
Factoring	0.0	0.0	0.0
Forfeiting	27.4	28.0	5.1
Total	27.4	28.0	5.1
Δ End of previous year	-0.6	22.9	-12.2

NET FINANCIAL STATUS: STRONGER CASH FLOW IN Q4 2018 SHOULD COMPENSATE CASH OUT FOR MEGTEC/UNIVERSAL

	09/30/2018	12/31/2017 ¹	09/30/2017 ¹
Equity in € m	915.8	900.5	868.3
Equity ratio in %	25.7	25.6	25.4
Net financial status in € m	-18.3	191.5	86.6
Cash in € m	588.2	659.9	551.4
Gearing in %	2.0	-27.0	-11.1
ROCE ² in %	21.6	39.4	36.0

- »» Equity up 5% yoy
- »» Net financial status as of 09/30/2018 impacted by dividend outflow (€ 81 m), taxes (€ 63 m) and increase of HOMAG stake (€ 35 m)
- »» ROCE expected to reach 20-25% in FY 2018

¹ adjusted due to IFRS 15
² annualized

PAINT AND FINAL ASSEMBLY SYSTEMS



	9M 2018	9M 2017 ¹	Δ	Q3 2018	Q3 2017 ¹	Δ
Incoming orders in € m	765.4	826.5	-7.4%	187.9	181.0	3.8%
Sales revenues in € m	878.5	816.2	7.6%	311.2	284.5	9.4%
EBIT in € m	38.9	47.0	-17.1%	14.0	16.0	-12.8%
EBIT margin in %	4.4	5.8	-1.3 pts	4.5	5.6	-1.1 pts
ROCE ² in %	79.5	90.2	-10.8 pts	85.7	92.5	-6.9 pts

- » Ongoing margin improvement in incoming orders due to selective order intake
- » Healthy project pipeline (new EV players and conventional OEMs), strong Q4 expected
- » 9M EBIT margin in line with expectations; affected by weak margin orders in 2017
- » FOCUS 2.0 optimization program proceeding well; effects to be seen in 2019

¹ 2017 figures adjusted due to IFRS 15

² annualized



	9M 2018	9M 2017 ¹	Δ	Q3 2018	Q3 2017 ¹	Δ
Incoming orders in € m	486.4	460.1	5.7%	141.2	134.8	4.8%
Sales revenues in € m	472.1	447.3	5.5%	174.1	160.4	8.6%
EBIT in € m	48.0	46.6	3.0%	17.4	17.2	1.0%
EBIT margin in %	10.2	10.4	-0.2 pts	10.0	10.7	-0.7 pts
ROCE ² in %	24.2	25.7	-1.5 pts	26.3	28.4	-2.2 pts

- » Ongoing growth in incoming orders; margin quality in incoming orders slightly increasing
- » Temporary softer service sales due to reorganization of spare parts warehouse in China; EBIT margin therefore slightly weaker

¹ 2017 figures adjusted due to IFRS 15
² annualized



	9M 2018	9M 2017 ¹	Δ	Q3 2018	Q3 2017 ¹	Δ
Incoming orders in € m	152.8	123.0	24.3%	36.3	27.8	30.7%
Sales revenues in € m	119.9	131.6	-8.8%	54.9	45.3	21.3%
EBIT in € m	-14.2	1.9	-	-11.7	0.3	-
EBIT margin in %	-11.9	1.4	-13.3 pts	-21.3	0.6	-21.9 pts
ROCE ² in %	-33.0	4.2	-37.2 pts	-81.4	1.7	-83.1 pts

- » Higher utilization leads to strong sales increase in Q3
- » Q3 EBIT before discontinuation costs: € 1.8 m (Q3 2017: € 0.3 m)
- » Strong increase in order intake, especially supported by positive China and USA development. Book-to-bill at 1.3
- » Discontinuation of the loss-making micro gas turbine business affects Q3 EBIT by € -13.5 m, additional € -3.5 m expected in Q4

¹ 2017 figures adjusted due to IFRS 15
² annualized

CLEAN TECHNOLOGY SYSTEMS: INCLUDING MEGTEC/UNIVERSAL



in € m	2017	2018e	2019e	...	2021e
Sales	186	230 to 250	400 to 430		480
EBIT before extraordinary effects	3	5.0 to 6.5	16 to 21		29 to 34
EBIT margin before extraordinary effects in %	2	2.0 to 3.0	4 to 5		6 to 7
PPA ¹	-	-4 to -5	-9 to -12		-5 to -7
Other extraordinary effects	-	-19.0 ²	-5		-

- » MEGTEC/Universal acquisition closed; consolidation since October 5, 2018
- » Purchase price based on EV of € 110 m, FY 2018e sales and incoming orders: ~ € 200m; EBIT: € 10 m
- » Integration in focus
 - » Communication initiative
 - » 90 work packages defined within 27 modules, including sales, purchasing and R&D; execution already started
 - » Cross selling, sourcing and service as important potential

¹ preliminary estimates

² including closure costs micro gas turbines

MEASURING AND PROCESS SYSTEMS



	9M 2018	9M 2017 ¹	Δ	Q3 2018	Q3 2017 ¹	Δ
Incoming orders in € m	307.7	418.1	-26.4%	93.2	139.4	-33.1%
Sales revenues in € m	326.1	381.7	-14.6%	112.6	131.1	-14.1%
EBIT in € m	37.9	47.6	-20.4%	14.1	17.6	-20.2%
EBIT margin in %	11.6	12.5	-0.8 pts	12.5	13.4	-0.9 pts
ROCE ² in %	18.5	24.5	-6.0 pts	20.5	29.4	-8.8 pts

- » 9M 2017: incoming orders (€ 36 m), sales (€ 46 m) and operating EBIT (€ 3.5 m) of sold Dürr Ecoclean business included
- » Steady improvement of quarterly earnings during 2018; extraordinarily strong results in Q3 2017
- » Cross selling, better sourcing and a more global service infrastructure as important revenue and profit potential

¹ 2017 figures adjusted due to IFRS 15
² annualized

WOODWORKING MACHINERY AND SYSTEMS



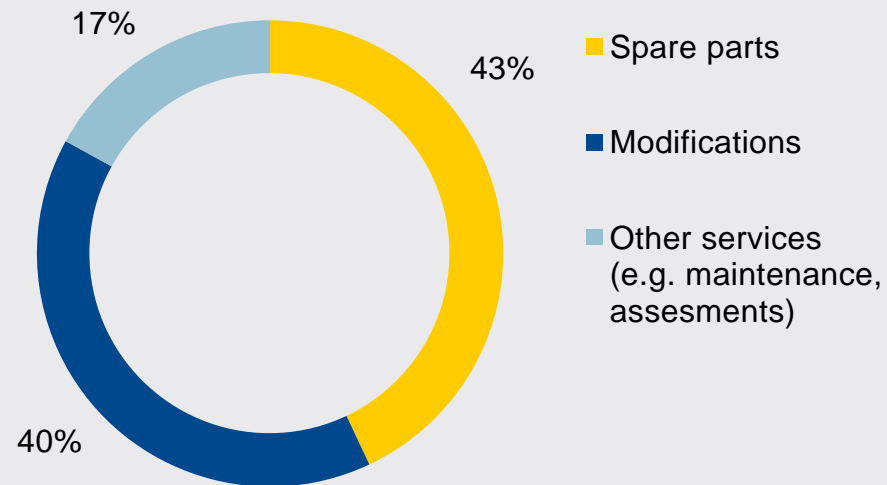
	9M 2018	9M 2017 ¹	Δ	Q3 2018	Q3 2017 ¹	Δ
Incoming orders in € m	1,040.9	1,078.9	-3.5%	339.6	345.4	-1.7%
Sales revenues in € m	937.3	903.8	3.7%	331.6	305.8	8.4%
EBIT in € m	58.7	65.8	-10.9%	21.5	22.1	-2.8%
EBIT margin in %	6.3	7.3	-1.0 pts	6.5	7.2	-0.8 pts
ROCE ² in %	17.3	23.2	-5.9 pts	19.1	23.4	-4.3 pts

- » Q3 order intake steady, selective order intake due to high capacity utilization
- » Ongoing production and supply problems especially in systems business in the process of being solved, continuous improvement expected
- » Sales increase Q3 2018 vs. Q3 2017 +8.4% despite production issues. Growth to be continued in Q4
- » 9M operating margin at 7.0% (9M 2017: 8.0%)

¹ 2017 figures adjusted due to IFRS 15
² annualized

SERVICE BUSINESS: ON THE GROWTH PATH

Service mix 9M 2018



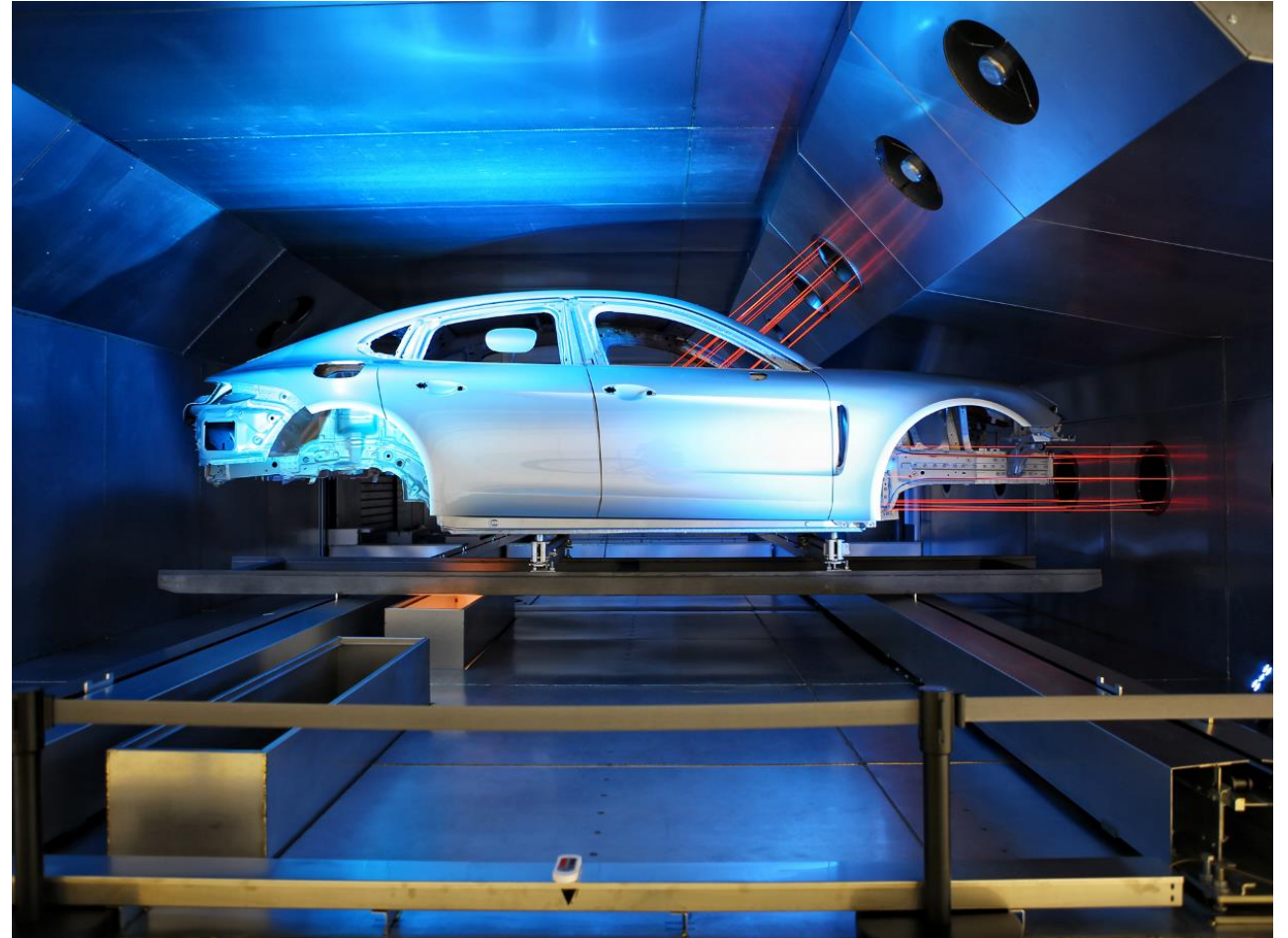
	9M 2018	9M 2017 ¹	Δ
Sales revenues in € m	727.4	696.4	4.5%
% of group sales	26.6	26.0	0.6 pts

- » Q3 service sales increased by 9.7%
- » 9M service sales up 4.5%, adjusted for Dürr Ecoclean up 6.1%
- » Healthy margin level unchanged
- » Service business expected to expand steadily in the next quarters

¹ 2017 figures adjusted due to IFRS 15

EcoInCure: Heating up the e-mobility industry

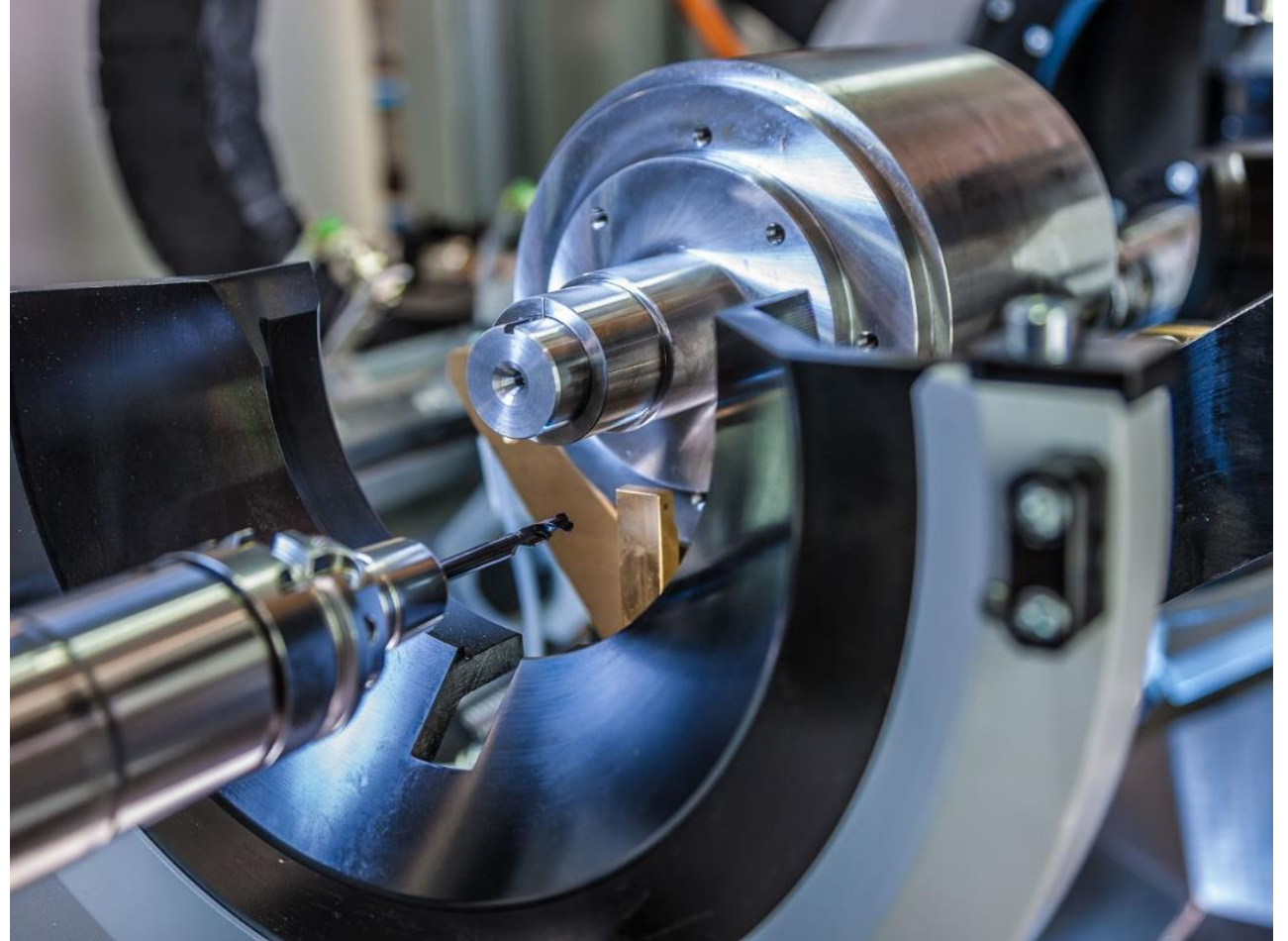
- » Heating car bodies from the inside
- » Challenge: heating car body uniformly to avoid thermal stresses given
 - » Many different materials in e-cars
 - » Variety in material thickness (esp. massive construction for battery protection)
- » Solution: Heating the car body from the inside out by jet nozzles through the openings for the windshield and for the engine compartment
- » Unprecedented uniformity of heating
- » Improved top-coat quality and process performance
- » Car bodies being transported transversely, halving oven length compared to conventional systems. Less required space, reduces investment for the OEM



MAJOR SUPPLIER FOR E-MOBILITY PRODUCTION EQUIPMENT

eTENO: perfect solution for high precision automatic balancing in e-drive production

- » eTENO allows for fully automated balancing process in e-drives production
- » Cycle times from 40 to 100 seconds
- » Maximum flexibility for re-equipping to a different rotor
- » Easy and fast changeover due to very accessible and ergonomical design
- » Connected with Dürr's IIoT marketplace LOXEO/ADAMOS
- » Close to 100 balancing systems by Schenck RoTec are currently being used in e-drive lines of OEMs and tier-one suppliers → market leadership!



DÜRR'S OFFERING FOR AUTONOMOUS VEHICLE TESTING EQUIPMENT

x-around & x-road: innovative testing technology for (semi-) autonomous vehicles

- » Dürr as global first mover
- » Precise, reproducible processes in end-of-line testing
- » Check of individual components required for autonomous driving, such as cameras, radars, lasers and other sensors
- » Total systems checks incl. traffic scenarios such as overtaking or the need for evasive action with absolute reliability
- » Typical traffic scenes can be played on monitors in x-around, for example a pedestrian crossing the street
- » Classic test tasks such as testing brakes, transmissions and ABS systems to be combined with virtual-reality environment in which the car is subjected to typical traffic scenarios requiring steering movements



CURRENT DIGITAL FACTORY PROJECTS (PAINTSHOPS)

Smart apps on the way to boost equipment availability, quality and efficiency

- » Paintshop Analytics: Quality management
 - » Real-time tracking and evaluation of paint quality information
 - » Providing problem hot spots and most likely equipment cause
 - » Target: self-improving paintshop based on system's intelligence
 - » Improving first run rate and OEM efficiency

- » EcoScreen Equipment Analytics: Process Transparency
 - » Production data tracked and screened in real-time (streaming analytics)
 - » Comparison with OEM production equipment and Dürr data
 - » Details like serial number & robot movements allow retracing and problem analysis

- » Universal Maintenance Assistant: Smart Maintenance
 - » Providing one smart maintenance tool for entire paintshop / „Cockpit“
 - » Maintenance prediction based on wear and tear data (competition solutions based on interval data only)
 - » Customers can add own maintenance schedules
 - » Comfortable maintenance guidance for predictive maintenance

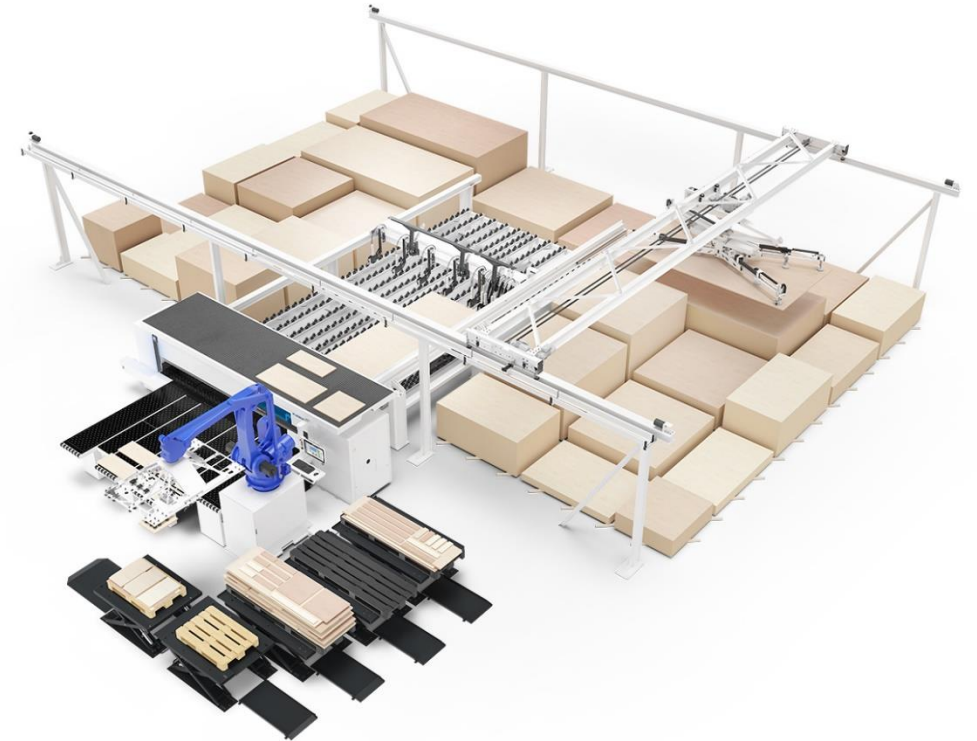
ADAMOS powered: uniform tools + platform, additional functionalities



DIGITAL INNOVATIONS FOR THE WOODWORKING INDUSTRY

Autonomous unmanned production cell for mid-size customers

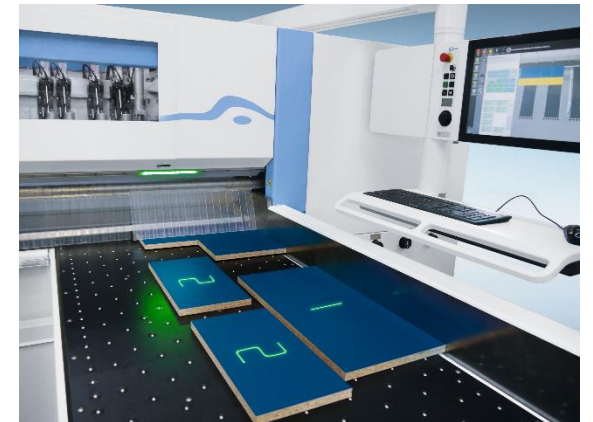
- » Panel saw HOMAG SAWTEQ B-300 flexTec und SAWTEQ B-400 flexTec
- » Equipped with integrated robot
- » Highly efficient, fully automated batch size 1 production
- » Up to 800 parts per shift
- » High flexibility as saw can also be operated manually
- » Extremely low error rates
- » Smart destacking possible thanks to special HOMAG algorithms



DIGITAL INNOVATIONS FOR THE WOODWORKING INDUSTRY

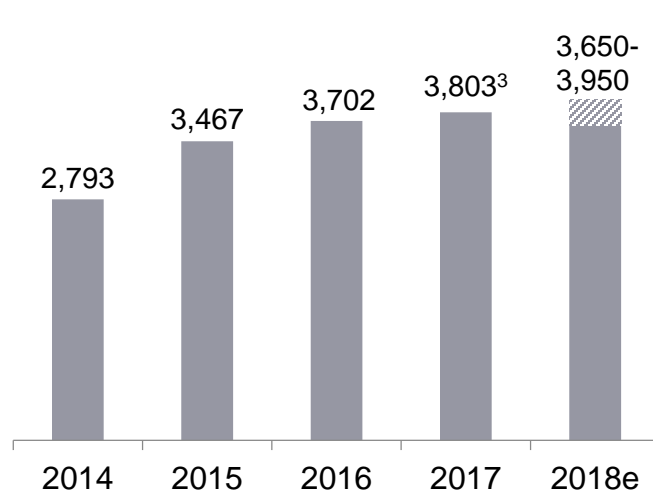
intelliGuide – The first intelligent operator assistance system

- » Assistance system to support machine operator, e.g. in panel dividing to reduce waste and increase output
- » With a camera system, intelliGuide detects the position of the workpiece
- » Laser and LED operating instructions tell operator, e.g. by projecting symbols directly onto workpieces,
 - » which workpiece needs to be inserted
 - » in what way workpiece needs to be inserted
- » In case something runs out of sequence, process is automatically adjusted or machine provides operating instructions via LED strip or laser projection system

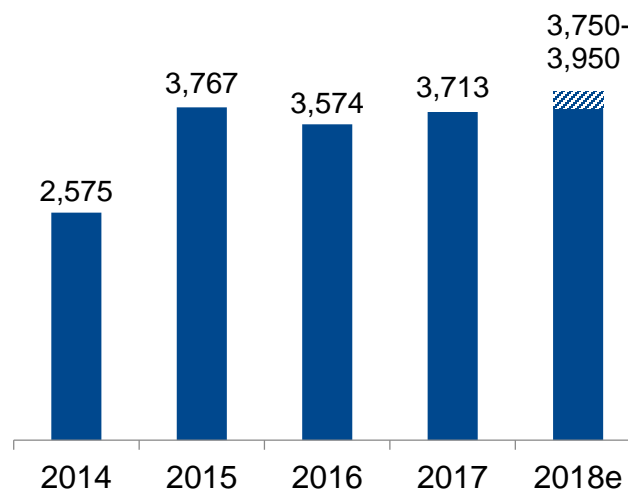


Dürr expects record sales and order intake

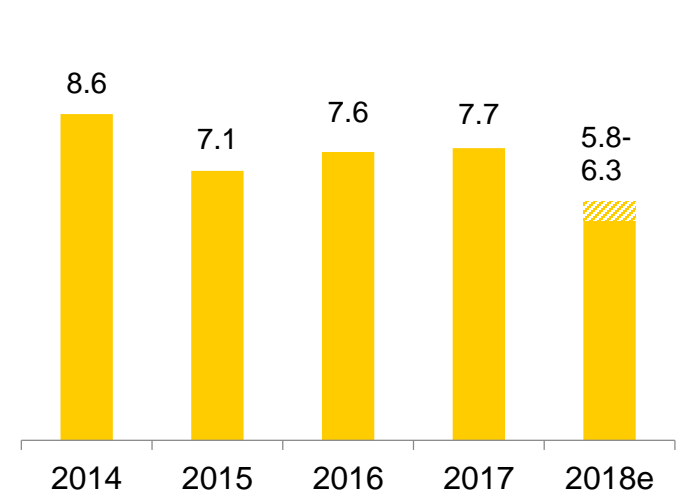
Order intake in € m



Sales in € m



EBIT margin in %



» 2018 EBIT margin before extraordinary effects between 6.8 and 7.2%

¹ incl. acquisition of MEGTEC/Universal; consolidation 10/2018

² 2017 figures adjusted due to IFRS 15

³ adjusted for the derecognition of Iran orders

- » Acquisition of MEGTEC/Universal closed, consolidated since October 5, 2018
- » CTS clear world market leader in air pollution control systems, loss making business ceased
- » Group incoming orders and sales -2% and up 6% on a comparable basis, book-to-bill at 1.0
- » Weaker operating earnings in 9M due to WMS production issues, low margin order execution in PFS, FX and unexpected high wage increases
- » Margin quality in incoming orders continues to rise in paint business; FOCUS 2.0 on track
- » HOMAG: Strong Q4 expected
- » Positive Q3 free cash flow despite further NWC increase; NWC reduction for Q4 expected

9 months 2018

Appendix

BALANCE SHEET HIGHLIGHTS (1/2)

Assets in € m	09/30/2018	12/31/2017 ¹	09/30/2017 ¹
Non-current assets	1,094.1	1,110.1	1,106.0
of which goodwill & intangible	575.0	592.7	596.4
of which property, plant and equipment	407.0	408.4	384.9
of which investment & financial assets	59.1	55.3	78.4
Current assets	2,468.2	2,401.4	2,310.0
of which inventories and prepayments	591.9	457.6	491.4
of which contract assets	546.5	488.4	488.5
of which trade receivables	587.3	522.4	499.1
of which sundry financial assets	52.7	190.7	178.1
of which cash and cash equivalents	588.2	659.9	551.4
of which assets held for sale	0.0	1.0	0.9
Total assets Dürr Group	3,562.3	3,511.6	3,416.0

¹ 2017 figures adjusted due to IFRS 15

BALANCE SHEET HIGHLIGHTS (2/2)

Equity and Liabilities in € m	09/30/2018	12/31/2017 ¹	09/30/2017 ¹
Total equity	915.8	900.5	868.3
of which non-controlling interests	14.5	14.6	11.9
Non-current liabilities	781.5	787.3	820.8
of which provisions	69.3	67.4	66.6
of which bond and bonded loan	597.8	597.3	597.1
of which other financial liabilities	11.4	12.6	13.0
of which deferred taxes	85.6	91.2	111.7
Current liabilities	1,865.0	1,823.8	1,726.8
of which other provisions	137.6	151.7	143.6
of which contract liabilities	734.3	711.3	671.4
of which trade payables	489.1	389.6	393.8
of which sundry financial liabilities	262.7	298.5	270.2
of which other liabilities	202.0	221.6	206.7
of which liabilities held for sale	0.0	0.6	0.3
Total equity and liabilities Dürr Group	3,562.3	3,511.6	3,416.0

¹ 2017 figures adjusted due to IFRS 15

P&L IN DETAIL

in € m	9M 2018	9M 2017 ¹	Δ	Q3 2018	Q3 2017 ¹	Δ
Sales revenues	2,734.1	2,680.7	2.0%	984.5	927.1	6.2%
Cost of sales	-2,131.7	-2,043.8	4.3%	-786.2	-714.5	10.0%
Gross profit on sales	602.4	636.8	-5.4%	198.3	212.7	-6.7%
Selling expenses	-222.8	-228.7	-2.6%	-75.6	-73.6	2.7%
General administrative expenses	-131.3	-132.3	-0.7%	-41.3	-43.2	-4.6%
Research and development costs	-88.6	-85.1	4.1%	-27.3	-29.0	-5.9%
Other operating income	21.3	58.1	-63.4%	3.9	12.1	-67.3%
Other operating expenses	-27.7	-34.1	-18.8%	-6.2	-11.1	-44.2%
Earnings before investment income, interest and income taxes	153.3	214.8	-28.6%	51.9	67.7	-23.4%
Investment income	3.3	1.6	103.9%	-0.3	1.3	-
Interest and similar income	4.6	4.0	15.0%	1.3	1.5	-9.7%
Interest and similar expenses	-19.9	-19.3	3.1%	-5.8	-6.6	-11.5%
Earnings before income taxes	141.4	201.2	-29.7%	47.1	63.9	-26.3%
Income taxes	-37.9	-51.0	-25.6%	-11.8	-15.5	-24.0%
Profit of the Dürr Group	103.5	150.3	-31.1%	35.3	48.4	-27.0%
Attributable to:						
Non-controlling interests	3.6	4.3	-17.0%	1.1	2.5	-54.5%
Shareholders of Dürr Aktiengesellschaft	99.9	146.0	-31.6%	34.2	45.9	-25.5%
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	1.4	2.1	-31.8%	0.5	0.7	-25.8%

¹ 2017 figures adjusted due to IFRS 15

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 9M/Q3 2017 were adjusted.

CASH FLOW

in € m	9M 2018	9M 2017 ¹	Q3 2018	Q3 2017 ¹
EBT	141.4	201.2	47.1	63.9
Depreciation and amortization of non-current assets	69.7	59.6	30.2	19.1
Interest result	15.2	15.2	4.5	5.1
Income taxes paid	-63.2	-45.4	-14.2	-18.5
Δ Provisions	-12.9	37.5	2.0	8.7
Δ Net working capital	-133.5	-218.6	-51.1	-82.4
Other	-48.7	-71.8	9.2	22.7
Cash flow from operating activities	-31.9	-22.2	27.8	18.6
Interest paid (net)	-12.4	-11.8	0.6	-0.1
Capital expenditures	-51.5	-48.9	-17.5	-15.7
Free cash flow	-95.8	-82.9	10.9	2.8
Others (e.g. currency effects)	-114.0	-7.1	0.6	-12.4
Change net financial status	-209.8	-90.0	11.5	-9.6

¹ 2017 figures adjusted due to IFRS 15

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	187.9		765.4	268.3	377.3	181.0	315.8 ³	1,142.3 ³	335.9	340.2	183.1	235.3	1,094.5
	Sales revenues in € m	270.2	297.1	311.2		878.5	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	1,033.9			1,242.0	1,329.6	1,211.2	1,148.4 ³		1,328.4	1,387.1	1,282.1	1,243.9	
	EBIT in € m	12.4	12.5	14.0		38.9	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	3,447			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	141.2		486.4	157.1	168.3	134.8	126.4 ³	586.5 ³	170.3	138.4	133.3	140.7	582.7
	Sales revenues in € m	145.5	152.5	174.1		472.1	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	398.3			461.3	467.7	436.9	384.2 ³		462.0	455.8	440.2	435.8	
	EBIT in € m	15.2	15.5	17.4		48.0	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	2,230			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	36.3		152.8	56.6	38.6	27.8	41.9 ³	164.9 ³	42.3	47.7	44.5	42.1	176.6
	Sales revenues in € m	30.3	34.7	54.9		119.9	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	130.8			142.9	128.8	110.1	98.3 ³		120.6	126.0	126.0	125.0	
	EBIT in € m	-1.0	-1.6	-11.7		-14.2	0.4	1.2	0.3	1.5	3.3	0.3	2.1	2.7	1.1	6.1
	Employees	601	600	612			573	586	596	603		517	528	547	569	
MPS	Incoming orders in € m	103.4	111.1	93.2		307.7	161.7	117.1	139.4	124.9 ³	543.0 ³	194.5	168.6	173.2	146.3	682.5
	Sales revenues in € m	99.4	114.2	112.6		326.1	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	236.0			256.4	262.1	269.1	257.6 ³		357.9	376.3	392.5	349.4	
	EBIT in € m	10.4	13.5	14.1		37.9	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	2,325			2,224	2,244	2,280	2,279		3,036	3,034	3,030	3,010	

¹ 2017 figures adjusted due to IFRS 15

² adjusted for the cancellation of the Ford Mexico project

³ adjusted for the derecognition of Iran orders

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	339.6		1,040.9	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	331.6		937.3	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	666.3			534.0	555.8	591.0	560.9		373.1	353.6	381.4	414.2	
	EBIT in € m	19.7	17.4	21.5		58.7	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	6,605			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	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	0.0
	Order backlog in € m	0.1	0.0	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	-3.3		-16.0	20.2	-8.8	-5.5	-4.7	1.2	-2.2	-6.1	-3.9	-0.4	-12.5
	Employees	204	207	242			193	197	197	201		196	191	195	190	
Group	Incoming orders in € m	1,019.1	935.9	798.2		2,753.2	1,044.5	1,033.9	828.3	896.4 ³	3,803.0 ³	1,048.5	940.7	840.1	872.3	3,701.7
	Sales revenues in € m	840.1	909.5	984.5		2,734.1	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	2,465.4			2,636.7	2,744.2	2,618.3	2,449.4 ³		2,641.9	2,698.9	2,622.1	2,568.4	
	EBIT in € m	51.1	50.3	51.9		153.3	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	15,461			14,393	14,545	14,876	14,974		14,985	15,051	15,167	15,235	

¹ 2017 figures adjusted due to IFRS 15

² adjusted for the cancellation of the Ford Mexico project

³ adjusted for the derecognition of Iran orders

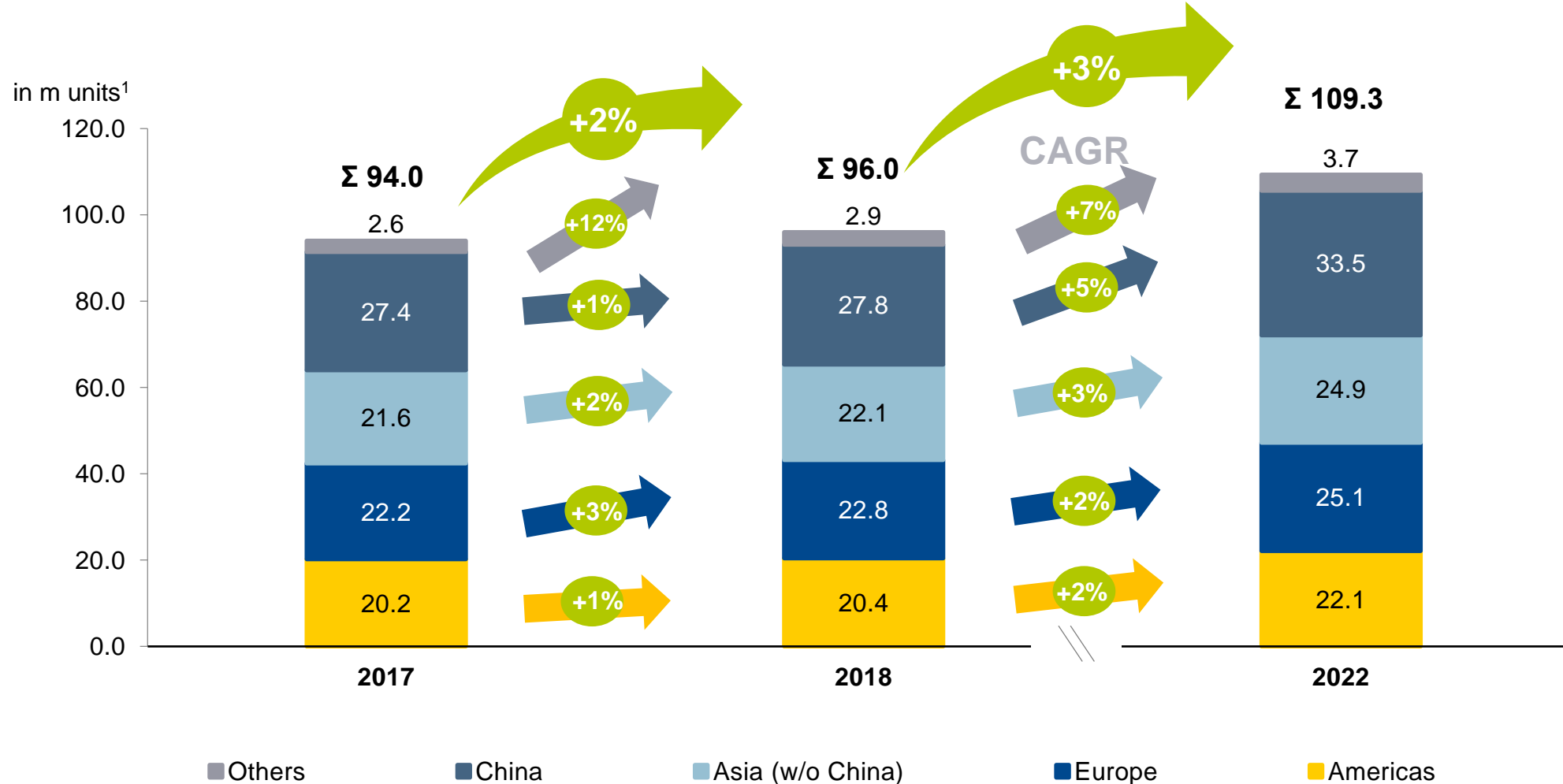
OVERVIEW: EXTRAORDINARY EFFECTS

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	0.0	-4.9	0.1	-4.8
APT	0.0	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	-13.5		-13.5	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	0.0	-1.0	-1.0	0.0	0.0	0.0	0.0	0.0
WMS	-2.2	-2.2	-2.2		-6.5	-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	-0.5		-5.2	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	-16.1		-25.2	20.5	-5.6	-3.1	-4.0	7.8	2.9	-3.4	-14.7	0.2	-15.0

4. FURTHER GROWTH IN THE CAR MARKET

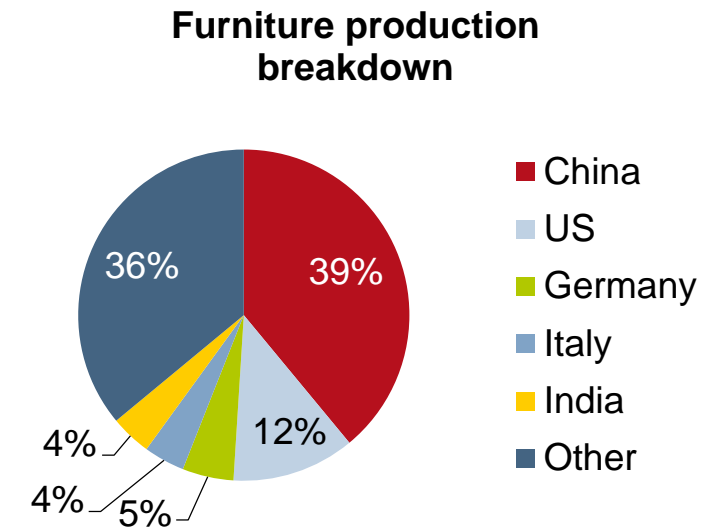
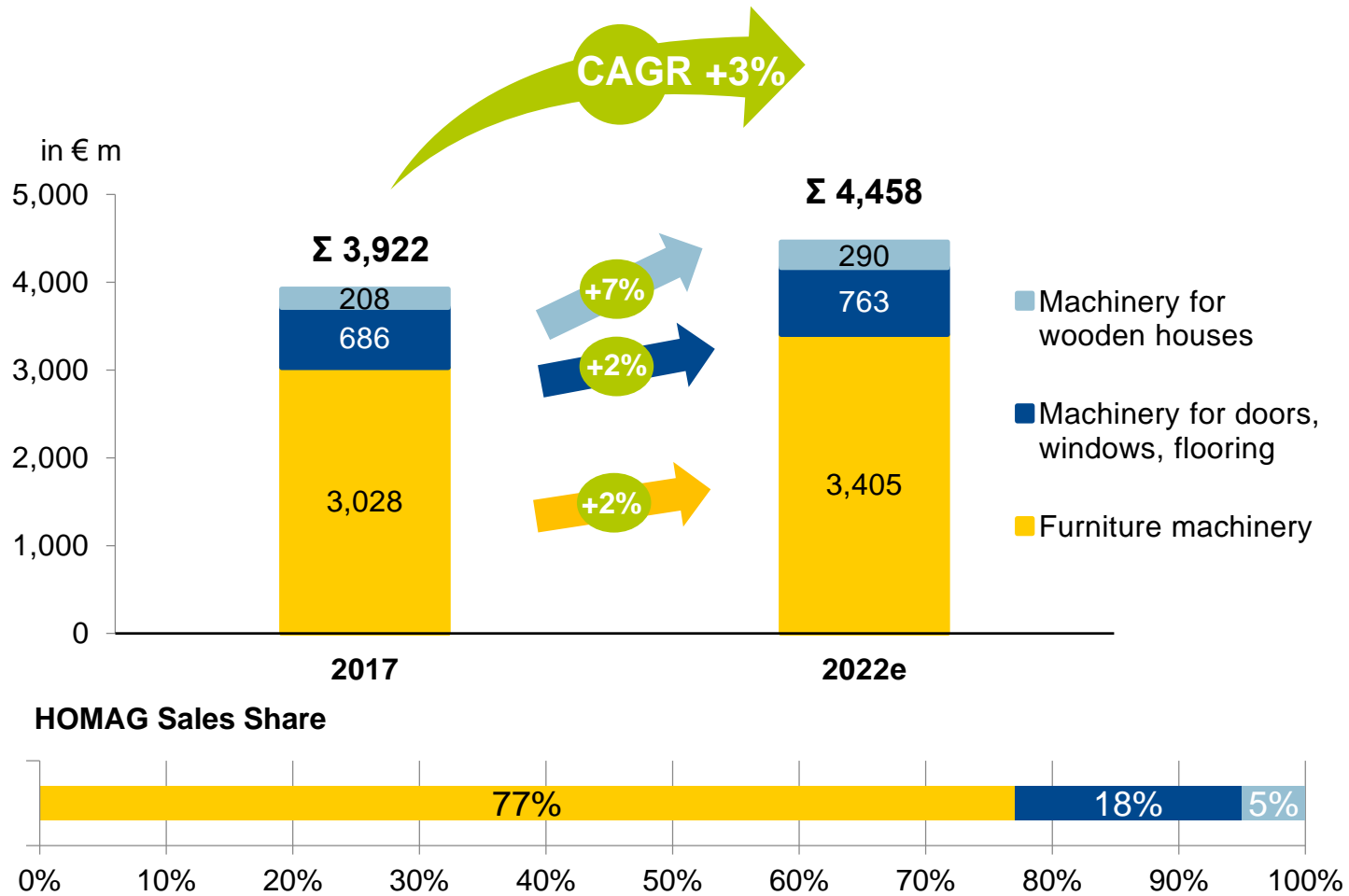
Growth drivers until 2022: China, India, South East Asia, Russia



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

GLOBAL WOODWORKING MACHINERY MARKETS

Solid growth until 2022



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

TARGETS FOR 2018

	Actual 2017 ¹	Target 2018
Incoming orders in € m	3,803.0 ²	3,650 - 3,950
Orders on hand in € m (12/31)	2,449.4 ²	2,400 - 2,600
Sales revenues in € m	3,713.2	3,750 - 3,950
EBIT margin in %	7.7	5.8 - 6.3
EBIT margin before extraordinary effects in %	7.5	6.8 - 7.2
ROCE in € m	39.4	20 - 25
Financial result in € m	-19.8	slightly better
Tax rate in %	25.3	27 - 28
Earnings after tax in € m	199.6	145 - 165
Cash flow from operating activities in € m	118.9	up on the previous year ³
Free cash flow in € m	13.4	up on the previous year ³
Net financial status in € m (12/31)	191.5	30 - 80 ³
Liquidity in € m (12/31)	659.9	480 - 530 ³
Capital expenditure in € m ⁴	88.0	75 - 85

¹ 2017 figures adjusted due to IFRS 15

² adjusted for the derecognition of Iran orders

³ dependent on project execution and customer payments in Q4

⁴ on property, plant and equipment and on intangible assets (excluding acquisitions)

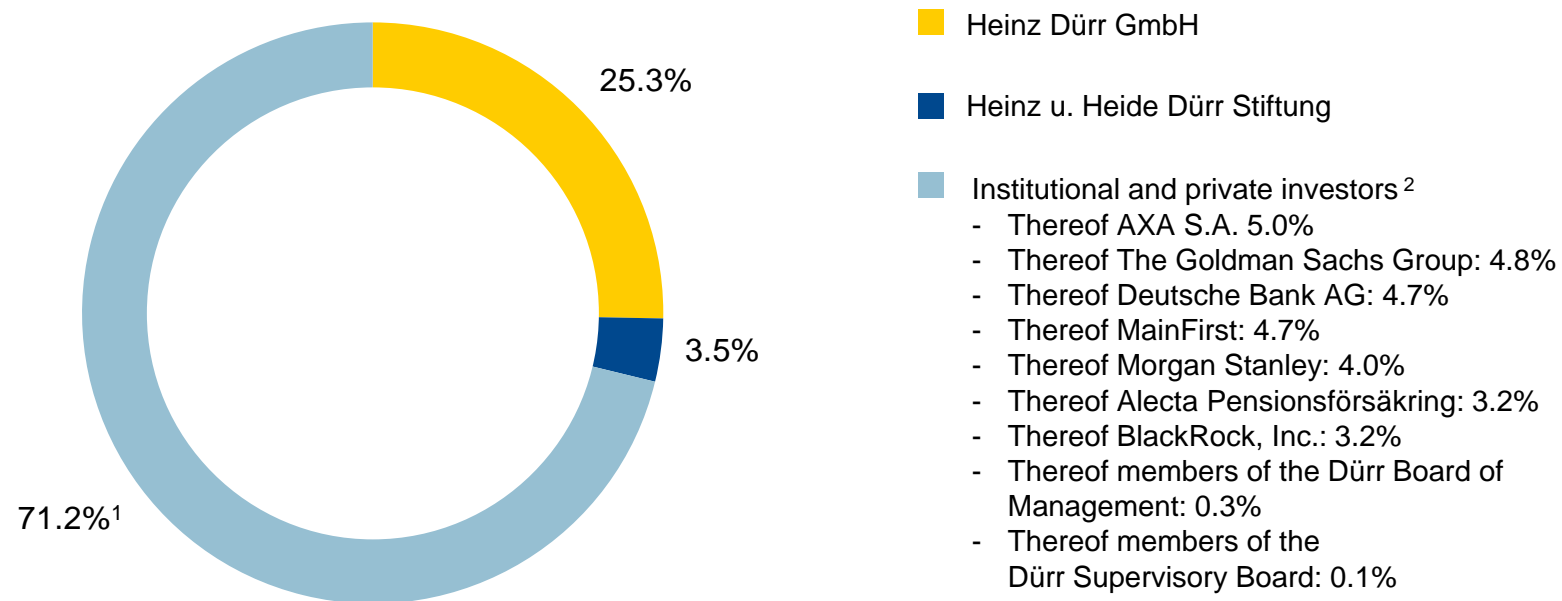
OUTLOOK DIVISIONS

	Order intake in € m		Sales revenues in € m		EBIT margin in %	
	2017 ¹	2018e	2017 ¹	2018e	2017 ¹	2018e
Paint and Final Assembly Systems	1,142.3 ²	1,000 - 1,200	1,175.2	1,100 - 1,200	6.0	4.0 - 5.0
Application Technology	586.5 ²	600 - 650	622.4	600 - 650	10.4	10.0 - 11.0
Clean Technology Systems	164.9 ²	240 - 270	185.6	230 - 250	1.8	negative
Measuring and Process Systems	543.0 ²	430 - 460	511.1	440 - 480	12.6	12.5 - 13.5
Woodworking Machinery and Systems	1,366.3	1,350 - 1,450	1,218.8	1,250 - 1,300	6.8	6.5 - 7.0

¹ 2017 figures adjusted due to IFRS 15
² adjusted for the derecognition of the Iran business

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

- » 11/14/2018 UBS European Conference, London
- » 11/15/2018 LBBW German Company Day 2018, London
- » 11/20/2018 DZ Equity Conference 2018, Frankfurt
- » 11/28/2018 German Equity Forum, Frankfurt
- » 11/28/2018 Annual Goldman Sachs European Industrials Conference, London
- » 12/05/2018 Berenberg European Conference, Pennyhill, Surrey
- » 12/05/2018 Quirin European Mid Cap Event, Geneva

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

CONFERENCE CALL RESULTS JAN. – SEP. 2018

Ralf W. Dieter, CEO | Carlo Crosetto, CFO

Bietigheim-Bissingen, November 8, 2018

www.durr-group.com

