



# INTERNATIONAL PARTNER FOR SECURITY AND MOBILITY

Corporate Presentation / January 2014

### **Rheinmetall Group**

### Consolidated income statement

€ million	2008	2009	2010	2011	2012
Sales	3,869	3,420	3,989	4,454	4,704
EBITDA	411	180	464	538	495
EBIT	245	15	297	354	301
EBIT margin (%)	6.3	0.4	7.4	7.9	6.4
EBT	193	- 46	229	295	239
Group net income	142	- 52	174	225	190
Earnings per share (€)	4.09	- 1.60	4.23	5.55	5.00
Dividend per share (€)	1.30	0.30	1.50	1.80	1.80
Amortization / depreciation	166	165	167	184	194
Employees (Dec. 31)	21,020	19,766	19,979	21,516	21,767

### **Consolidated balance sheet**

€ million	2008	2009	2010	2011	2012
Total assets	3,612	3,835	4,460	4,832	4,899
Total equity	1,080	1,134	1,355	1,546	1,461
Net liquidity	- 205	+ 44	- 76	- 130	- 98
Pension accruals	577	610	677	729	920

### **Consolidated cash flow statement**

€ million	2008	2009	2010	2011	2012
Cash Flow	308	120	344	402	372
Free operating cash flow	118	186	- 39	93	125



## International partner for security and mobility

## Addressing the basic needs and megatrends in Defence and Automotive

### RHEINMETALL AG

Sales: € 4.7 billion

### RHEINMETALL DEFENCE

Sales: € 2.3 billion Employees: 9,600

### RHEINMETALL AUTOMOTIVE

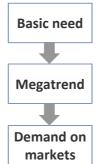
Sales: € 2.4 billion Employees: 12,000

Employees: 21,800

# SECURITY

Conflicts motivated by ethnical and religious disputes, terrorism, fights for resources etc.

Growing demand for adequate equipment of armed forces



# MOBILITY

Continuous increase of population, e.g. China, India, Brazil, and global trade

Growing demand for environment-friendly and efficient powertrain technology

All figures FY 2012

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1

### Rheinmetall Group

### A brief review

# What were the main topics in 2013?

### RHEINMETALL DEFENCE

### RHEINMETALL AUTOMOTIVE

- Despite weak markets in established regions,
   order intake jumped to more than € 3 billion
- Wheeled Vehicles business passed the trough in 2013: operational performance improved quarter on quarter
- New joint venture with Ferrostaal accelerates Rheinmetall Defence's internationalization efforts
- Restructuring program for adjusting capacities and improving cost structure on track

- Weakness of European light vehicle production almost halted in 2013 with a weak H1 and a strong H2
- Growth trend in the mechatronics business continued, based on stricter emission regulations
- Significant extension of the business in China
- Restructuring program for optimizing the international location structure on track

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### Group outlook 2013

# Strong performance in Automotive, weakness in Defence

	Sales in € billion	<b>EBIT</b> in € million
Group	4.7 - 4.8	180 - 200*
	Restructuring costs	75 - 85
Defence	2.3	60**
	Restructuring costs	40 - 50
Automotive	2.4 - 2.5	140 - 150**
	Restructuring costs	35

▶ Preliminary figures will be presented on February 19, 2014.

\*\* Before restructuring costs

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Rheinmetall Group

# Mid-term strategy program "Rheinmetall 2015" **The way forward**

### Two pillars

- Defence and Automotive with good growth potential
- Risk diversification for the Group

Internationalization



Higher proportion of business outside of Europe in both segments

- JV in Russia founded, sales office in Saudi Arabia opened
- Subsidiary for large-bore pistons in China launched, production site in Mexico expanded

Growth by products and innovation



From 2015 organic growth of 3-5% (CAGR), normal business cycle provided

**Cost efficiency** 



Restructuring program: all measures booked in 2013 (€ 75-85 mn), full savings effect from 2015 (€ 60-75 mn p.a.)

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<sup>\*</sup> Including holding costs, before restructuring costs





# RHEINMETALL DEFENCE

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5

Rheinmetall Defence



# The divisional structure of Defence **Broad range of technologically leading products**



Defence: € 2.3 billion

# Combat Systems € 1.1 billion

Combat Platforms

Infantry

**Protection Systems** 

**Propulsion Systems** 

**Combat International** 

# **Electronic Solutions** € 0.7 billion

Air Defence & Naval Systems

Mission Equipment

Simulation and Training

# Wheeled Vehicles € 0.6 billion

Logistic Vehicles

**Tactical Vehicles** 

Rheinmetall International Engineering

Sales figures FY 2012, intra-company sales not eliminated



# New joint venture with Ferrostaal started January 2014

## Door opener and accelerator for further internationalization



### Medium- and long-term benefits for Rheinmetall

- Accelerating the internationalization of Rheinmetall Defence, especially in markets to which Rheinmetall Defence had only limited access before, e.g. Latin America, Northern Africa
- Meeting the growing demand for local defence technology infrastructure, esp. in emerging markets (e.g. turn-key plant)
- Improving Rheinmetall's capacities and capabilities in project management by experienced project managers

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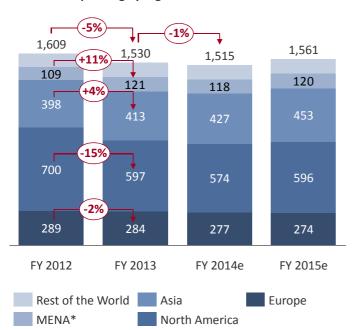
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### Rheinmetall Defence

# Looking at the markets

# Attractive growth prospects in Asia and Middle East

**■ Defence spending by region** in US\$ billion



- Global defence spending decreased in 2013
- Important customers of Rheinmetall affected by budget cuts and troop withdrawals
- Stagnating established markets, but attractive growth prospects in Asia and Middle East

\* MENA = Middle East and Northern Africa Source: IHS Jane's (January 2014), Rheinmetall team analysis

### Major orders

## New international customers for tanks and ammunition





### Indonesia

Leopard 2 tanks, Marder tanks, ammunition and services

Order volume: € 216 million

### Qatar

Leopard 2 components, self-propelled howitzers PzH 2000, ammunition and services

Order volume: € 475 million

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9

### Rheinmetall Defence

# Major orders

# Future sales growth for trucks and ammunition





### **Australia**

Military trucks, almost half of the vehicles equipped with Rheinmetall's protected cabin

Order volume: € 1,100 million

### **MENA** country

Naval ammunition in various calibers

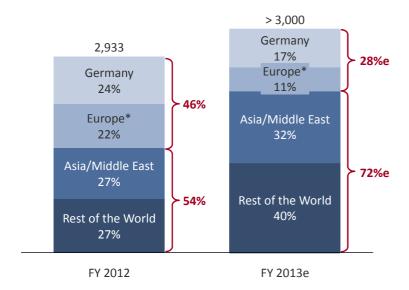
Order volume: € 320 million

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# Increasing share of orders received from growth regions Order backlog at a high level

**Order intake by region** in € million resp. %



Order backlog achieved a high level of more than € 6 billion.

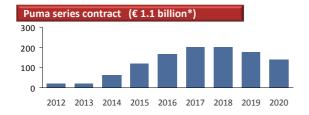
\* Excluding Germany

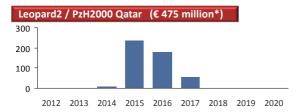
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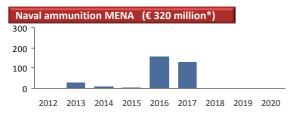
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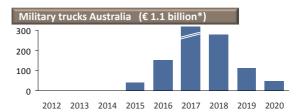
Rheinmetall Defence

# Turning order backlog into sales Sales development for top projects per division









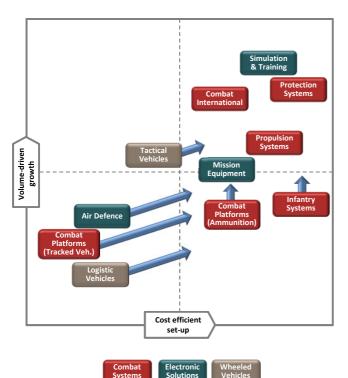




\* Figures refer to order volume

## Drivers for increasing profitability

# Achieving break-even in the vehicles business and in Air Defence



- System orders will generate increasing sales, e.g.
  - Boxer Netherlands and Fox Algeria (Tactical Vehicles)
  - Puma for German forces and tanks for Qatar and Indonesia (Tracked Vehicles)
  - Australian order (Logistic Vehicles)
  - Air Defence systems for Asian customers
- Restructuring measures will improve cost efficiency, esp. in Air Defence, Tracked Vehicles and Logistic Vehicles
- In addition, the weapon and ammunition business is expected to recover

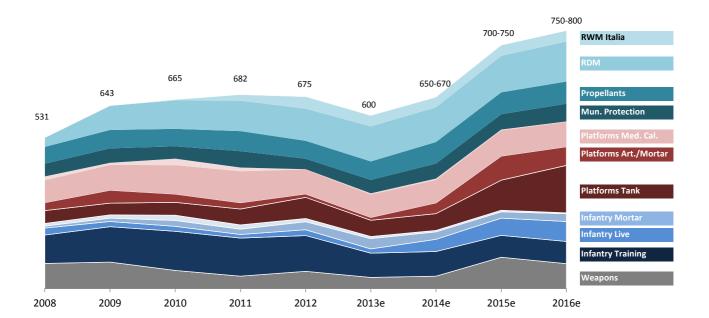
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13

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# Recovery of weapon and ammunition business Sales growth from 2014 on, mainly driven by booked orders

**Sales of weapon and ammunition business** in € million



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# Mid-term strategy program "Rheinmetall 2015" Path to improved profitability in Defence

### Internationalization

- Several ammunition orders were acquired in new markets, esp. in the MENA region
- Capturing new markets with established products, e.g. Boxer
- One important element for future order acquisition: integration of the JV with Ferrostaal

# Growth by products and innovation

- Revenues in the weapon and ammunition business will grow
- Already received systems orders (e.g. Indonesia, Qatar) contribute to future sales
- Several key projects are ramping up, e.g. Puma, Boxer NL

### **Cost efficiency**

- Cost savings of the running programs with full effect in 2015, i.e. € 40-50 million
- Transition to flexible employment structure
- Minimizing future cost overruns by further improvement of project management

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15

### Rheinmetall Defence

# Shaping the future Strategic perspectives for Defence



- Safeguarding global technological leadership in the ammunition business, e.g. by newly developed fuzes
- Concentrating on combat training centers to boost the simulation business
- Developing a new medium-heavy platform and an amphibious vehicle for the demand of international customers
- Integrating missile technology
  in order to expand the product range
  of Air Defence

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# RHEINMETALL AUTOMOTIVE

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17

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# The divisional structure of Automotive Focused on the attractive segment of powertrain technology



Automotive: € 2.4 billion

## Hardparts € 1.1 billion

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Pistons

**Aluminum Technology** 

Bearings

Large-bore pistons

### Mechatronics € 1.1 billion

Pierburg

Pierburg Pump Technology

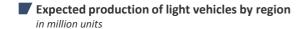
# Motor Service € 0.3 billion

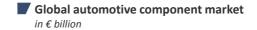
International

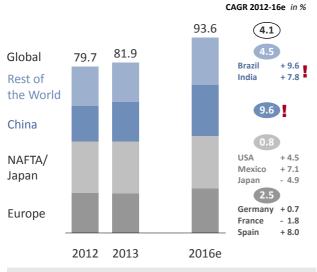
Domestic

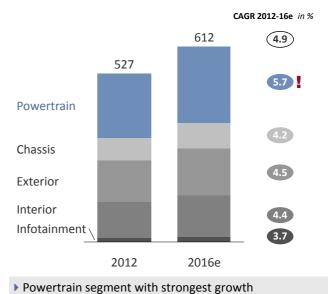
## Looking at the markets

## Growth signals for light vehicles and components









Long-term global growth especially driven by emerging markets

Source: IHS Automotive (December 2013)

Source: IHS AutoInsight 2012

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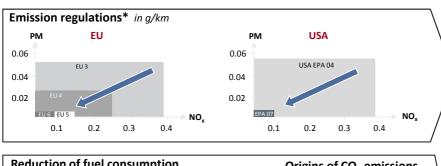
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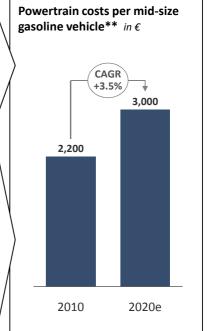
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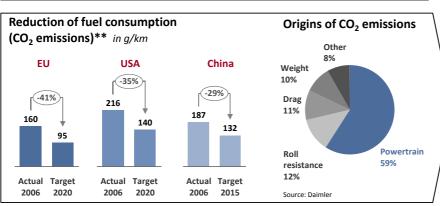


# Megatrend environmental protection

# Growth in powertrain technology by reducing emissions and fuel consumption







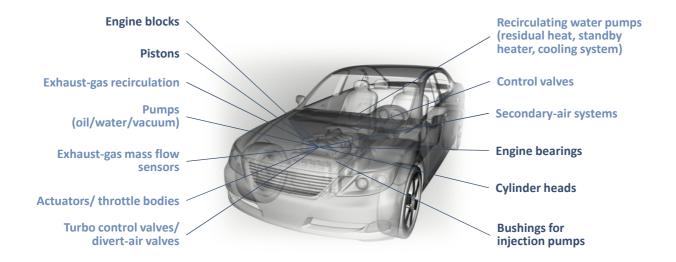
<sup>\*</sup> Source: DieselNet; PM (particulate matter): g/km; NO<sub>x</sub> (nitrogenous oxide): g/km

<sup>\*\*</sup> Source: Roland Berger (2010/2011)



## Growth market powertrain technology

## Automotive well-positioned with broad range of products



Mechatronics

Hardparts

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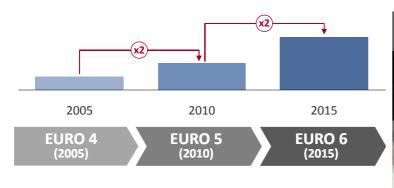
21

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# Stricter emission regulations

# **Increasing importance of Mechatronics products**

Estimated value-added of Rheinmetall Automotive per vehicle for EGR products





EGR valve

EGR cooling module

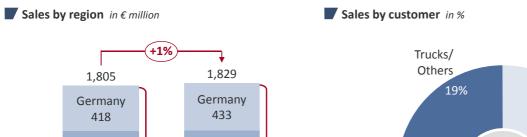


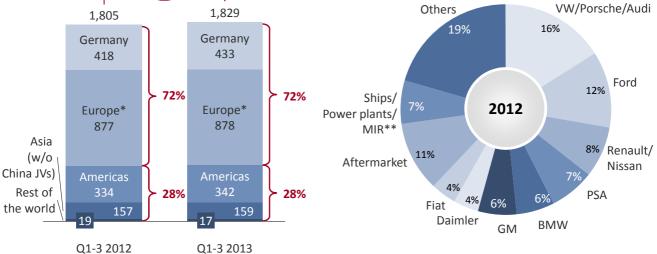




<sup>\*</sup> EGR = Exhaust gas recirculation

## Slight sales growth due to German and American markets Automotive benefits from balanced customer base





\* Excluding Germany

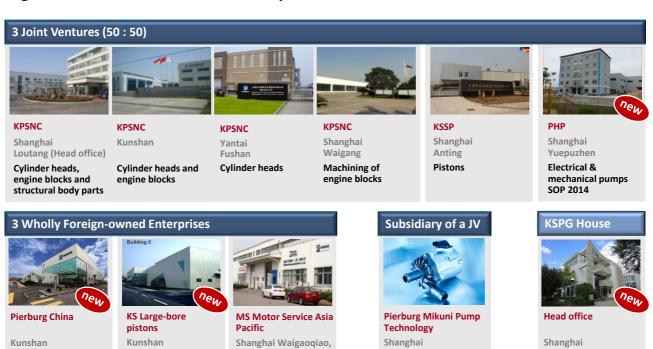
\*\* MIR = Marine, Industry, Recreation

23

Rheinmetall Automotive

# Growth market China

# Significant extension of the footprint in 2013



Zhangjiang

Water- & oil pumps

Kunshan

in free-trade area

Zhangjiang

Head office for all

100% subsidiaries

**Electric throttle bodies** 

AGR modules.

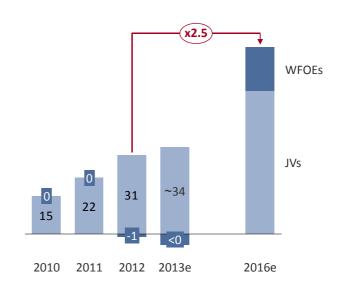
**SOP 2013** 

### **Growth market China**

## Strong increase of sales and earnings expected

**Sales** in € million **EBIT** in € million





<sup>\*</sup> Rheinmetall Automotive owns 50% of the joint ventures, consolidated at equity

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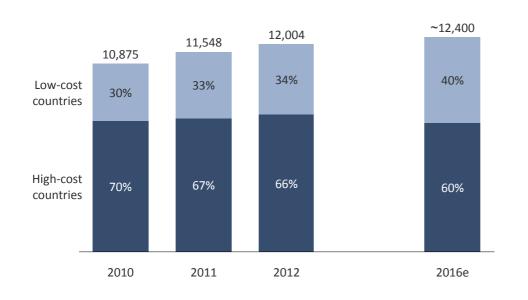
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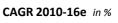
Rheinmetall Automotive

# Internationalization strategy

# Headcount in low-cost countries continuously increases

**■ Split of headcount by high cost- and low-cost countries** in FTE\* resp. %





(2.3)

7.1

-0.2

<sup>\*</sup> FTE = Full-time equivalents

# Mid-term strategy program "Rheinmetall 2015" Path to improved profitability in Automotive

### Internationalization

- Expanding business activities in growth markets outside Europe
- Further strengthening of production base in low-cost countries
  - Portfolio shift towards
    BIC markets and
    low-cost production

# **Growth by products** and innovation

 Realization of growth potential driven by powertrain megatrends

Portfolio shift towards Mechatronics

### **Cost efficiency**

- Rightsizing of European capacities
- Optimization of global production footprint
- Further development of service centers worldwide
  - Optimization of global cost structures

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27

### Rheinmetall Automotive

# Shaping the future Strategic perspectives for Automotive



- Intensifying the internationalization of the Mechatronics business
- Transferring light vehicle know-how to the truck business, e.g. steel pistons, variable pumps, EGR products
- Optimizing the portfolio, e.g. by suitable acquisitions/divestments
- Developing products for alternative engine technology, e.g. range extender, heat exchanger

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**SUMMARY** 

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29

# **Key takeaways**

- For Rheinmetall, 2013 was a year of transition to regain strong profitability from 2015 on
- The comprehensive **restructuring program** to be executed from 2013 to 2015 will be an important milestone in both segments
- In **Defence**, profitable sales growth will be achieved in the medium term
  - due to the excellent order situation
  - due to adjusted cost structures
- In Automotive, further growth and increased profitability will be achieved
  - due to the recovery of the European car market and the strong international market trends
  - due to the improved cost structure

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# **APPENDIX GROUP**

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Appendix: Rheinmetall Group

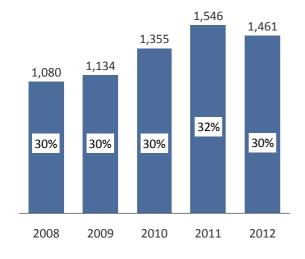
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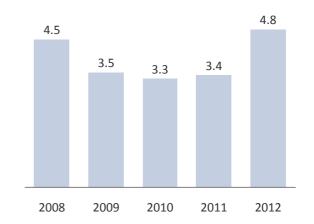
## **Finance**

# Sound equity ratio

**Equity (at year-end)** in € million **Equity ratio** in %



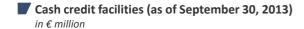




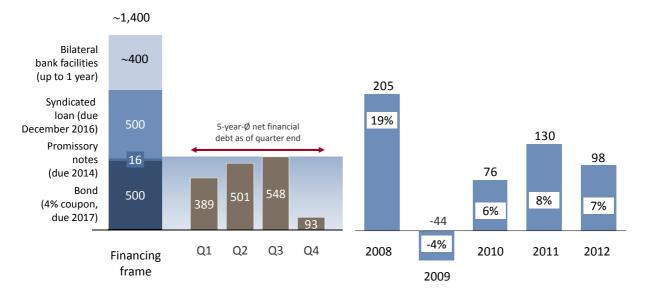
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### Solid balance sheet

### High cash credit facilities and low financial debt



Net financial debt (at year-end) in € million Net gearing in %



\* Net debt in % of equity

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33

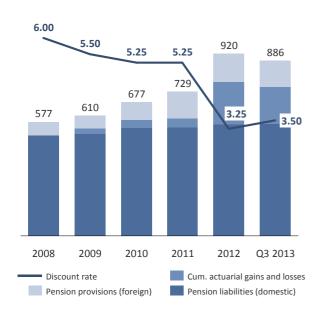
Appendix: Rheinmetall Group

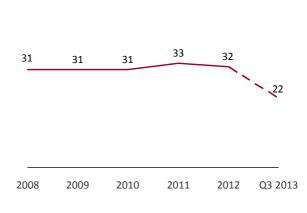
### Solid balance sheet

# Rising pension liabilities, but current expenses stable



**Domestic pension payments** in € million





<sup>\*</sup> Discount rate for German pension liabilities of Rheinmetall



### Q1-3 2013

## **Financial highlights**

Rheinmetall Group in € million	Q1-3 2012*	Q1-3 2013	Δ Q1-3 2013/ Q1-3 2012
Sales	3,275	3,092	- 183
Operational earnings (EBIT before special items)	122	60	- 62
Special items (one-offs, restructuring costs)	48	- 60	- 108
EBIT (reported)	170	0	- 170
Group net income	93	- 47	- 140
Earnings per share in €	2.66	- 0.63	- 3.29
Cash flow	226	97	- 129
Free cash flow from operations	- 382	- 359	+ 23
Employees	21,731	21,525	- 206

- Decline in sales and earnings due to weak Defence performance
- Free cash flow from operations improved
- Holding and other costs remain at a low level

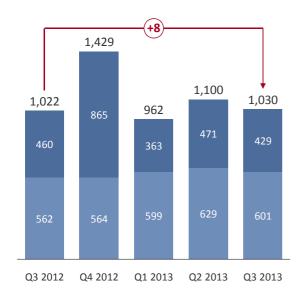
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35

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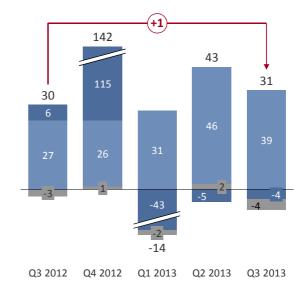
# **Quarterly development**





Defence Automotive Consolidation/Others

### **Operational earnings\*** in € million



 $<sup>^{*}</sup>$  2012 figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)

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<sup>\* 2012</sup> figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)



# Update on restructuring programs

# Reducing capacities in order to handle changed market environment

	Costs	Co	sts 2013	Total	Expected	Full annual
	2012	Q1-3	Q4e	reduction of employees until 2015	savings 2014	savings from 2015
Combat Systems (esp. Tracked Vehicles)	17	10		150 - 170		
Electronic Solutions (esp. Air Defence Zurich)	3	3		100 - 130		
Wheeled Vehicles (esp. Logistic Vehicles)	0	25		250		
Total Defence	20	38	2 - 12	500 - 550	~15	40 - 50
Hardparts (esp. Pistons Thionville/Neckarsulm)	0	15		440		
Mechatronics (esp. merging Neuss/Nettetal)	0	7		100		
Total Automotive	0	22	13	540	~10	20 - 25

Booked in Q3: Defence Combat Systems € 9 million

Electronic Solutions € 3 million

Automotive Hardparts € 1 million

Costs and savings in € million

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37

Appendix: Rheinmetall Defence



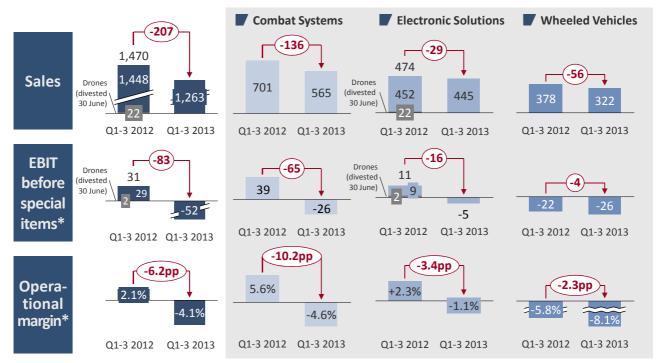


**APPENDIX DEFENCE** 

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# Key figures Defence by division (operational before special items)



Figures before intrasegmental consolidation

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\* 2012 figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)

Appendix: Rheinmetall Defence



39

# Q1-3 2013 - Defence in a transition year

# Good order situation, sales still below previous year's level

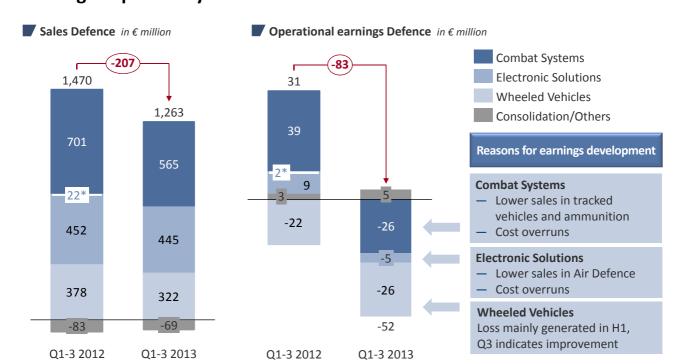
Rheinmetall Defence in € million	Q1-3 2012*	Q1-3 2013	Δ Q1-3 2013/ Q1-3 2012
Order intake	1,578	2,644	+ 1,066
Order backlog	4,528	6,285	+ 1,757
Sales	1,470	1,263	- 207
Operational earnings (EBIT before special items)	31	- 52	- 83
Special items (one-offs, restructuring costs)	48	- 38	- 86
EBIT (reported)	79	- 90	- 169
Employees	9,700	9,355	- 345

- Order backlog grew by 39% compared to previous year
- Sales continue to be weak in all three divisions, sales of Wheeled Vehicles stabilizing
- Restructuring program already impacting headcount

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<sup>\* 2012</sup> figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)

# Q1-3 2013 - Weak operational performance Earnings impacted by lower sales and cost overruns



<sup>\* 51%</sup> of drone business divested in Q2 2012

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41

Appendix: Rheinmetall Defence

# **Quarterly development**

**Sales Defence** in € million



**Operational earnings Defence\*** in € million



Combat Systems Electronic Solutions Wheeled Vehicles Consolidation/Others

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 $<sup>^{</sup>st}$  2012 figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)

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# "Rheinmetall 2015"

# Acquisition of new markets by hub strategy



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43

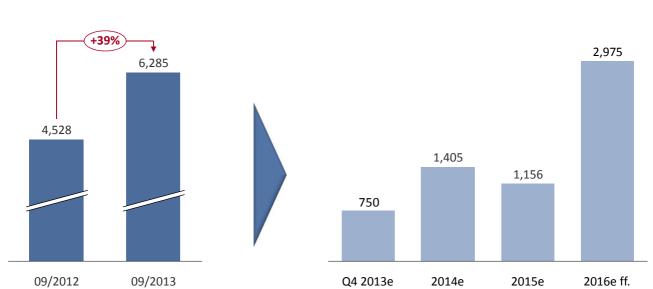
### Appendix: Rheinmetall Defence

# Order backlog

# Backbone for top line growth in the medium term

**Order backlog September 2013...** in € million





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### Weapon and ammunition business

# Orders worth € 750 million from the MENA\* region in the past 15 months

Project	Received in	€ million
Naval ammunition contract	11/2012	320
Tank and artillery ammunition	06/2013	174
155mm & plant engineering (Rheinmetall Denel Munition)	05/2013	72
Weapons for Leopard 2 and self-propelled howitzer PzH 2000	06/2013	69
MK 83 bombs	12/2012	63
120mm ammunition (Rheinmetall Denel Munition)	07/2013	54
		752

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45

### Appendix: Rheinmetall Defence

### Recent order intake

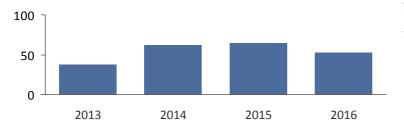
# Large-scale contract for Tracked Vehicles, booked in Q4 2013





- Indonesia as a new international customer for Tracked Vehicles
- Delivery of 156 refurbished and upgraded tracked vehicles, e.g. Leopard 2 and Marder, in different configurations until 2016
- Additional delivery of ammunition and provision of services in Indonesia
- Order volume of € 216 million
- Vehicles will be refurbished and upgraded in Germany

### **Expected split of sales by years** in € million



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<sup>\*</sup> MENA = Middle East and North Africa

# High order backlog of more than € 6 billion Strong backbone for future sales



### **Combat Systems**

- Puma: order volume > € 1 billion
- Tank howitzers, Leopard 2 components and ammunition for Qatar (order volume € 475 million)
- Naval ammunition order from a MENA country (order volume € 320 million)



### **Electronic Solutions**

- Air Defence equipment for Asian customers and Brazil (order volume € 284 million)
- Combat Training Center for the Russian Federation (order volume > € 100 million)
- Weapon stations for CROWS III (USA) (sales potential up to US\$ 100 million)



### Wheeled Vehicles

- Military trucks for Australia (order volume € 1.1 billion)
- Boxer Netherlands: roll-out (order volume ~ € 500 million)
- Fox Algeria: continuation of the order (~ € 200 million already booked)

47

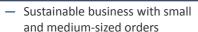
### Appendix: Rheinmetall Defence

### "Rheinmetall 2015"

# **Extension of systems- and service business**

### Components

- Turrets and weapon stations
- Weapon and ammunition
- Active and passive protection
- Propellants
- Electro-optical components



- Low technological risk, but high margins
- Mainly not affected by budget cuts



### Service/Support

for systems and components

### Profitable follow-up business

### **Systems**

- Tracked vehicles
- Wheeled vehicles
- Simulation and training
- Air defence
- Large-scale project business
- Long-running contracts
- Project risk management
- Order volume and timing often affected by budget situation

Independent of budget restraints





# **APPENDIX AUTOMOTIVE**

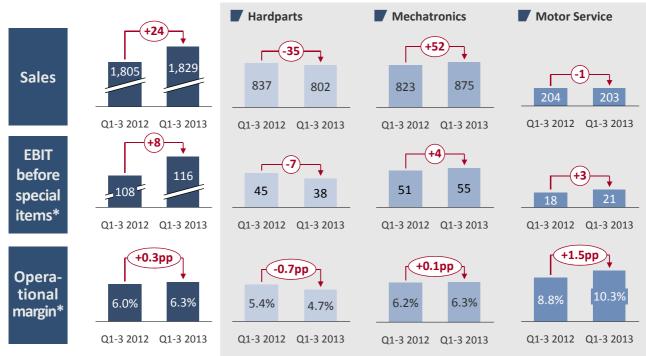
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Appendix: Rheinmetall Automotive



49

# Key figures Automotive by division (operational before special items)



Figures before intrasegmental consolidation

\* 2012 figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)



### Q1-3 2013 - Slight increase in sales

# Operational earnings improved despite a weak European market

Rheinmetall Automotive in € million	Q1-3 2012*	Q1-3 2013	Δ Q1-3 2013/ Q1-3 2012
Sales	1,805	1,829	+ 24
Operational earnings (EBIT before special items)	108	116	+ 8
Special items (one-offs, restructuring costs)	0	- 22	- 22
EBIT (reported)	108	94	- 14
Employees	11,892	12,022	+ 130

- Sales increased by 7% in Q3, leading to a slight growth of Q1-3 revenues
- Operational margin Q1-3 improved from 6.0% to 6.3%
- Additional R&D costs of € 12 million lowered earnings
- Q4 2013e: based on current market forecasts, we expect a stable business performance

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51

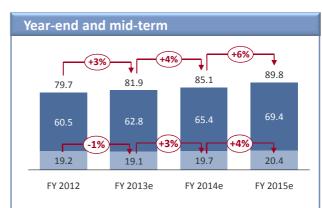
### Appendix: Rheinmetall Automotive

# Looking at the markets

# Global growth expected for FY 2013, encouraging mid-term prospects

Global and European production of light vehicles (LV) in million units





- LV production worldwide rising in 2013 with a slight decrease in Europe
- Global growth expected for 2014/2015
   with China as main driver, but also recovery
   in Europe and positive trend in the Americas

Rest of the World Europe

Source: IHS Automotive (December 2013)

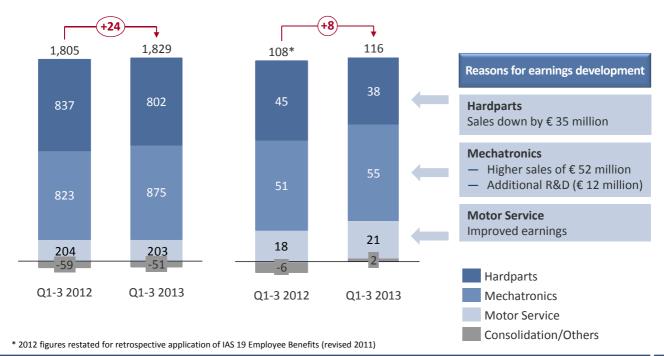
<sup>\* 2012</sup> figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)

# Q1-3 2013 - Top and bottom line growth

# Positive development of sales and operational earnings

**Sales Automotive** in € million

**Operational earnings Automotive** in € million



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53

Appendix: Rheinmetall Automotive



# **Quarterly development**

**Sales Automotive** in € million



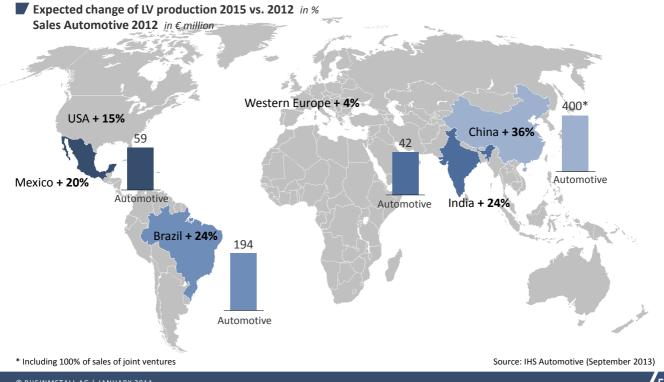


\* 2012 figures restated for retrospective application of IAS 19 Employee Benefits (revised 2011)

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### "Rheinmetall 2015"

## Disproportionately high growth in emerging markets with local production



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55



# China still a booming market for mobility Joint ventures heading for another successful year



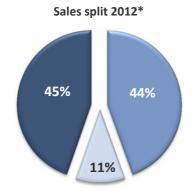
Source: HIS Automotive (December 2013)

### "Rheinmetall 2015"

## Automotive well-positioned with large product portfolio

### **Mechatronics**

- Exhaust gas recirculation
- Solenoid valves
- Actuators
- Water-, oil- and vacuum pumps
- Strict regulations as growth driver
- Strong position in Europe, especially in Diesel markets
- High degree of innovation and well filled order pipeline



### **Motor Service**

Engine parts for own products and third parties

- Global presence in 130 countries
- Large product portfolio with spare parts and services

### **Hardparts**

- LV- and truck pistons
- Large-bore pistons
- Bearings
- Continuous casting
- Engine blocks
- High degree of internationalization with strong position in growth markets
- Good position in prospective markets for gasoline engines
- Capital intensive business model in mature product markets

\* Before consolidation

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### **Rheinmetall Group**

### **Automotive – Segment report**

€ million	2008	2009	2010	2011	2012
Sales	2,055	1,522	1,982	2,313	2,369
EBITDA	184	- 70	183	254	247
Amortization / depreciation	123	117	102	103	104
EBIT	61	- 187	81	151	143
EBIT margin (%)	3.0	- 12.3	4.1	6.5	6.0
Capital expenditures	146	70	96	104	148
Employees (Dec. 31)	11,682	10,339	10,816	11,548	12,003

### Defence – Segment report

€ million	2008	2009	2010	2011	2012
Sales	1,814	1,898	2,007	2,141	2,335
Order intake	1,723	3,153	1,977	1,831	2,933
Order backlog (Dec. 31)	3,307	4,590	4,772	4,541	4,987
EBITDA	237	263	297	303	263
Amortization / depreciation	43	48	63	80	89
EBIT	194	215	234	223	174
EBIT margin (%)	10.7	11.3	11.6	10.4	7.4
Capital expenditures	53	74	93	102	90
Employees (Dec. 31)	9,217	9,304	9,037	9,833	9,623

### **Financial Diary**

February 19, 2014 Preliminary figures FY 2013

March 19, 2014 Annual report 2013

May 6, 2014 Annual General Meeting

May 8, 2014 Q1 2014

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