



Investor Presentation
February 27, 2019

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Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Presenter



Andreas Becker
CEO

Andreas Becker has been Chief Executive Officer (CEO) of the STS Group since its foundation in 2017. His areas of responsibility include in particular sales, purchasing, research & development and human resources. In addition, the companies MCR and STS China report directly to him.

Before Andreas Becker lead STS Acoustics as CEO (2013). Between 1996 and 2013 he held various management positions at the Autoneum Group, a global automotive supplier like STS Group. From 2010 to 2013, he was also responsible for the management in Italy as well as the Truck Business Worldwide division.



STS Group At a Glance

Key Facts

- ▶ One of the leading global suppliers of **soft and hard trim parts** and **systems** to international commercial vehicle OEMs with over **80 years of experience**.
- ▶ Balanced product portfolio with **diversified customer base**.
- ▶ Significant share of business as **single source**.
- ▶ **Vertical integration** contributes to stable performance.
- ▶ Highly attractive growth prospects based on **market penetration** and expansion in **existing and new geographies** along existing portfolio.

401 mEUR	Prelim. revenue 2018
23.7 mEUR	Prelim. Adjusted EBITDA 2018
2,500+	Employees
17	Sites
4	R&D Centers
80+	Years in the Industry


STS Group is one of the leading integrated commercial vehicle parts supplier.

Top Customers

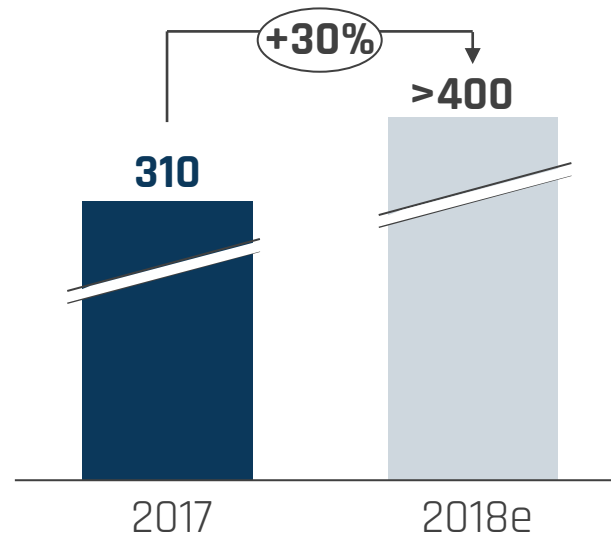


Guidance 2018

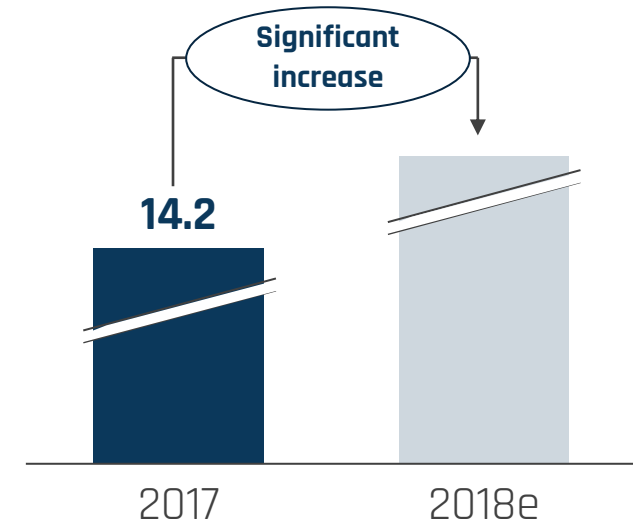
- Consolidated **revenues** at least **30 % above** the prior year figure of 310 mEUR
- Adjusted **EBITDA to increase significantly** in comparison to adjusted EBITDA for 2017 financial year, which amounted to 14.2 mEUR

 STS board confirms
guidance 2018.

Revenues in mEUR



Adj. EBITDA in mEUR

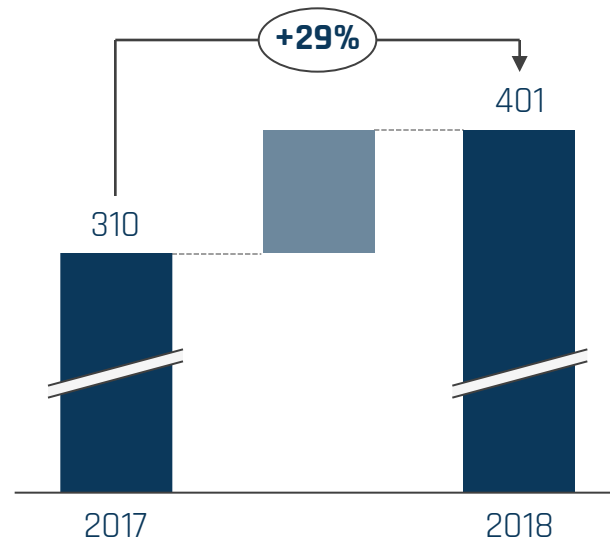


Preliminary Figures 2018

- **Revenue** grew by around **29% year-on-year** to 401.2 mEUR in 2018 (2017: 310.0 mEUR)
- **Adjusted EBITDA** rose by around **67% year-on-year** to 23.7 mEUR (2017: 14.2 mEUR)

Significant growth in revenues and adjusted EBITDA in 2018.

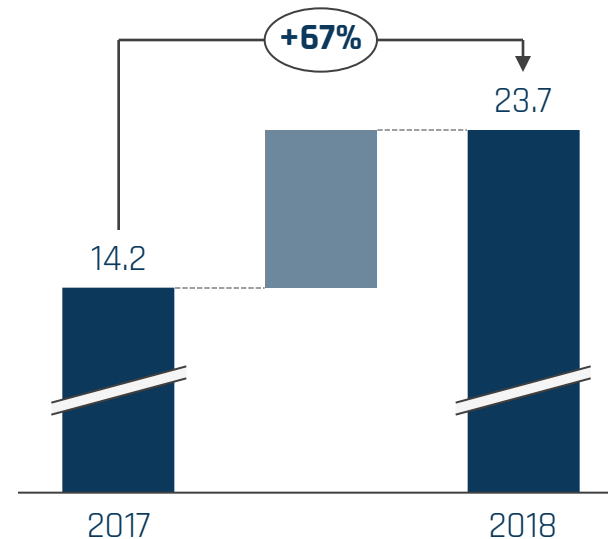
Revenues in mEUR



Growth in 2018, mainly due to:

- Anorganic growth from 2017 acquisitions
- Growth in China

Adj. EBITDA in mEUR



Adjustments in 2018 for:

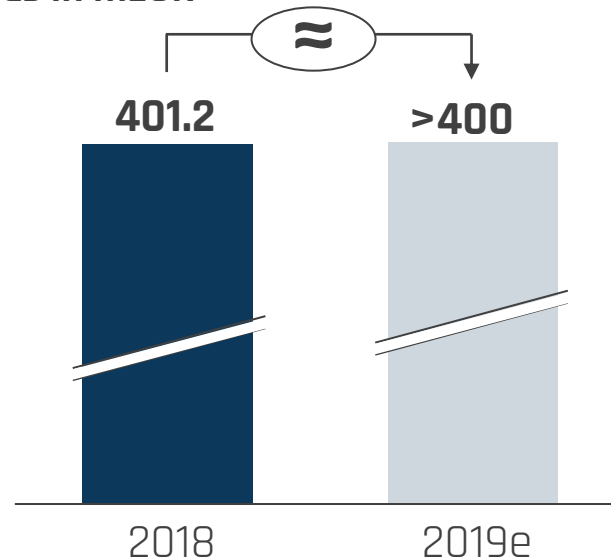
- IPO expenses,
- Integration costs,
- Converting IFRS

Guidance 2019

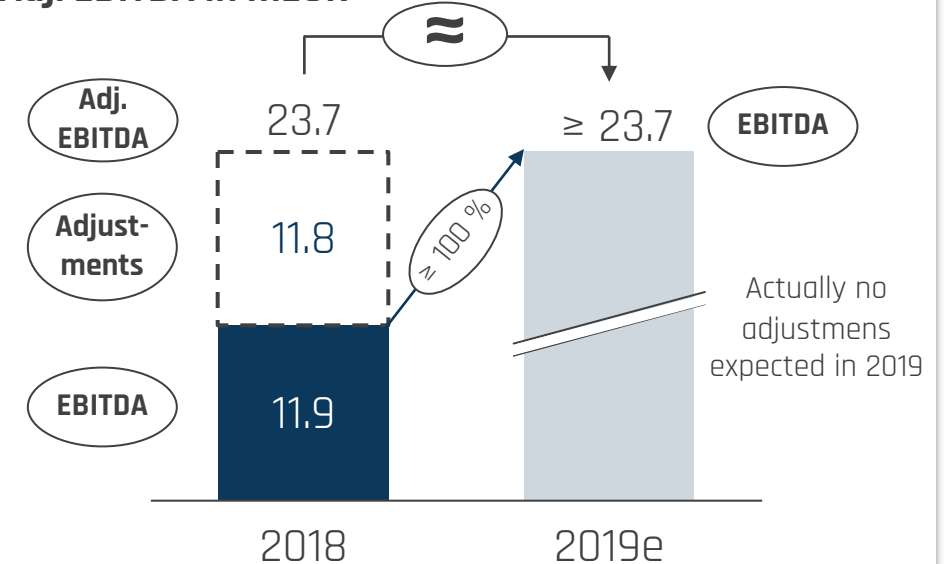
- Adjusted EBITDA at least at **previous year's level** (2018: 23.7 mEUR), **increase** of **EBITDA** by **≥ 100%** compared to previous year (2018: 11.9 mEUR), revenue expected to remain at previous year's level.

Revenues to remain on same level and significant increase in net result due to completed integration and IPO.

Revenues in mEUR



Adj. EBITDA in mEUR



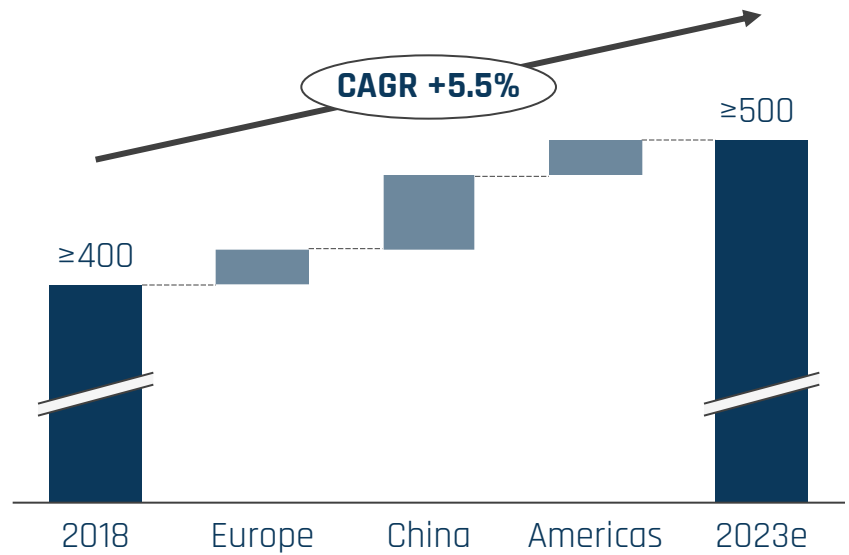


Mid-Term Guidance

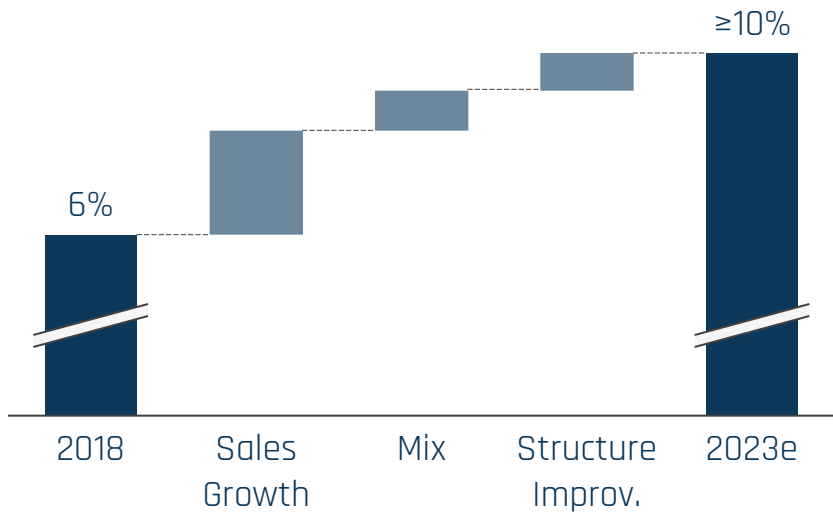
- Medium-term guidance up to 2023 with **target revenue ≥ 500 mEUR** and **target EBITDA margin $\geq 10\%$**

STS Group sees also additional potential for growth in the coming years in targeted, non-organic growth.

Revenues in mEUR



Adj. EBITDA in mEUR





IPO Strategic Projects

Successful IPO, June 2018 creates the financial power for strategic projects.

- Expanding in China
- Entering the US market
- Improving footprint in Europe
- Product innovation
- Process innovation





Financial Calendar

Conferences and relevant publications in 2019.

2019	
4 April 2019	Publication financial report 2018
16/17 April 2019	CF&B 14th Smallcap Event, Paris
7/8 May 2019	MKK Munich Capital Market Conference, Munich
15 May 2019	Publication quarterly statement (call-date Q1)
17 May 2019	Annual General Meeting
4 June 2019	Prior Capital Market Conference, Frankfurt/Main
27 June 2019	Market Capital Day, Frankfurt
7 August 2019	Publication half-yearly financial report
2/3 September 2019	Autumn Conference, Frankfurt/Main
11 September 2019	ZKK Zurich Capital Market Conference, Zurich
6 November 2019	Publication quarterly statement (call-date Q3)
25/27 November 2019	German Equity Forum 2019, Frankfurt/Main
4 April 2019	Publication financial report 2018



Thank you for your attention

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