



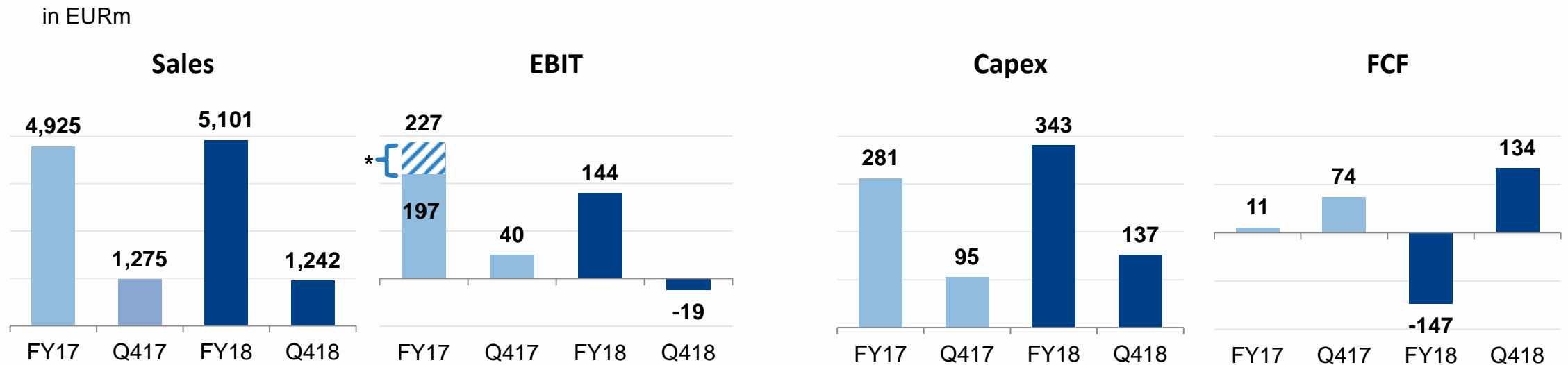
Intelligent energy and data solutions for tomorrow's world

Preliminary FY 2018 Results

LEONI

Disappointing FY 2018 results

Group financial key performance indicators



- › Full year organic sales growth of 5.3% y/y; Q4 2018: -1.8% y/y due to weaker demand in automotive and industrials businesses
- › Q4 2018 EBIT unexpectedly impacted by higher ramp-up costs and lower operational performance in WSD

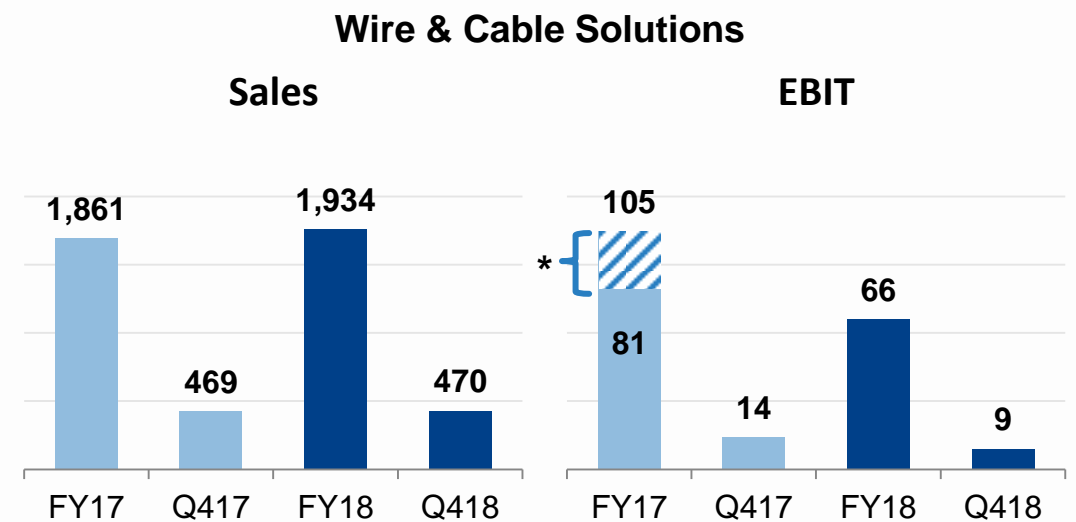
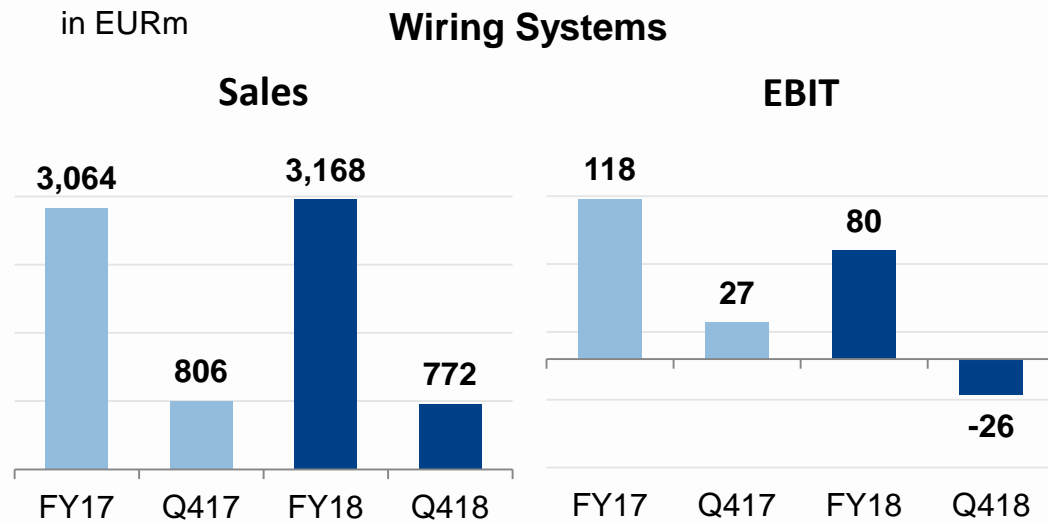
- › Pull forward of capital expenditures from 2019 into 2018
- › Restrictive working capital management in Q4 2018 delivering positive results

Previous year's figures adjusted due to IFRS 15

* ~ EUR30m one-offs: insurance compensation (EUR5m) related to the fraud case and proceeds associated with the sale of Business Group Electrical Appliance Assemblies (EUR24m)

Especially WSD underperformed in Q4

Sales and EBIT by division



- › Organic sales growth in FY 2018 of 4.4% y/y;
Q4 2018: -3.9% y/y
- › Higher than anticipated ramp-up costs (Mexico)
- › Lower than expected operational performance
- › Goodwill impairment of EUR7m offset by sale and lease back transactions of EUR9m

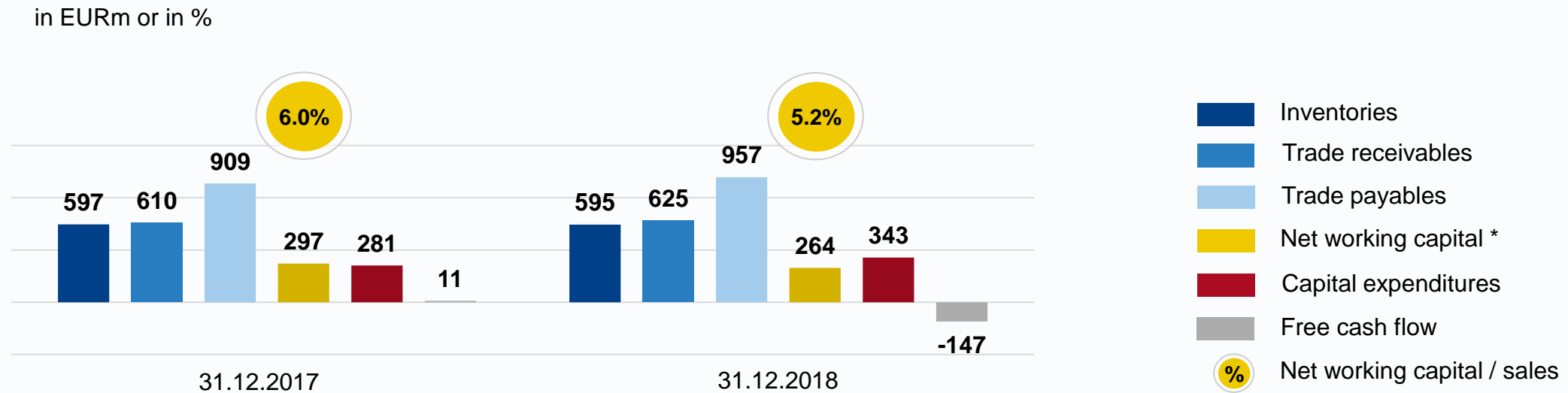
- › Organic sales growth in FY 2018 of 6.6% y/y;
Q4 2018: 1.8% y/y
- › EBIT burdened by copper price-related inventory write-downs and unfavourable product mix

Previous year's figures adjusted due to IFRS 15

* One-off: proceeds associated with the sale of Business Group Electrical Appliance Assemblies (EUR24m)

Net working capital improved significantly in Q4

Key cash flow items



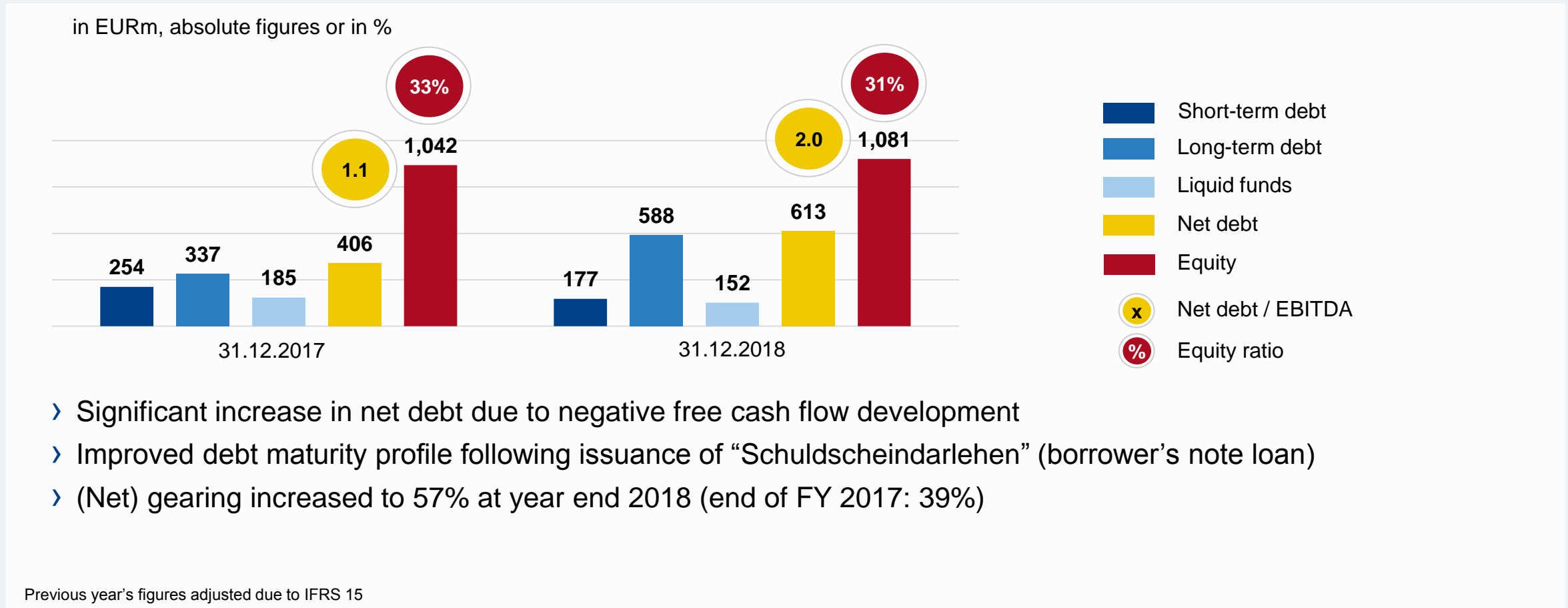
- › Positive Q4 2018 free cash flow due to restrictive working capital management
- › Positive year end trade payables effect expected to normalize in Q1 2019
- › Cash inflow of EUR12m in Q4 2018 from sale and lease back of Shanghai and Portugal assets

Previous year's figures adjusted due to IFRS 15

* Net working capital = Trade receivables + Inventories – Trade payables

Solid equity ratio maintained

Key balance sheet items



- › Significant increase in net debt due to negative free cash flow development
- › Improved debt maturity profile following issuance of “Schuldscheindarlehen” (borrower’s note loan)
- › (Net) gearing increased to 57% at year end 2018 (end of FY 2017: 39%)

FY 2019 guidance

Group guidance

Sales: around EUR5.2bn

EBIT adjusted for VALUE21: EUR100m-130m

Free cash flow¹ adjusted for VALUE21: at previous year's level

¹ Including estimated positive effects from IFRS16 of around EUR55m

Q & A session



Contact & upcoming events

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Balance sheet press conference & analyst and investor presentation

Kitzingen, 19 March 2019

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