

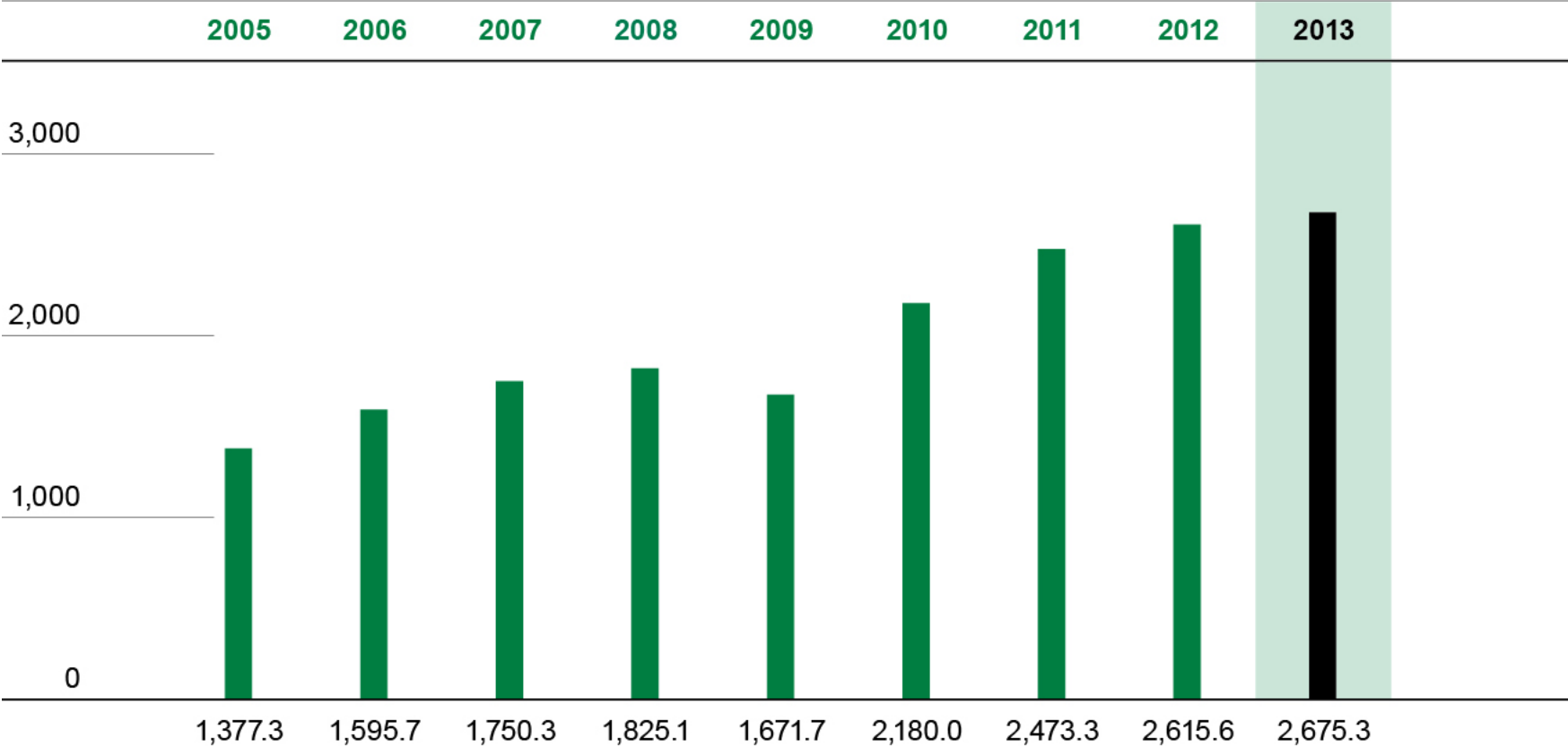
Annual press conference  
**MANN+HUMMEL Group**  
Fiscal year 2013

# 2013 at a glance

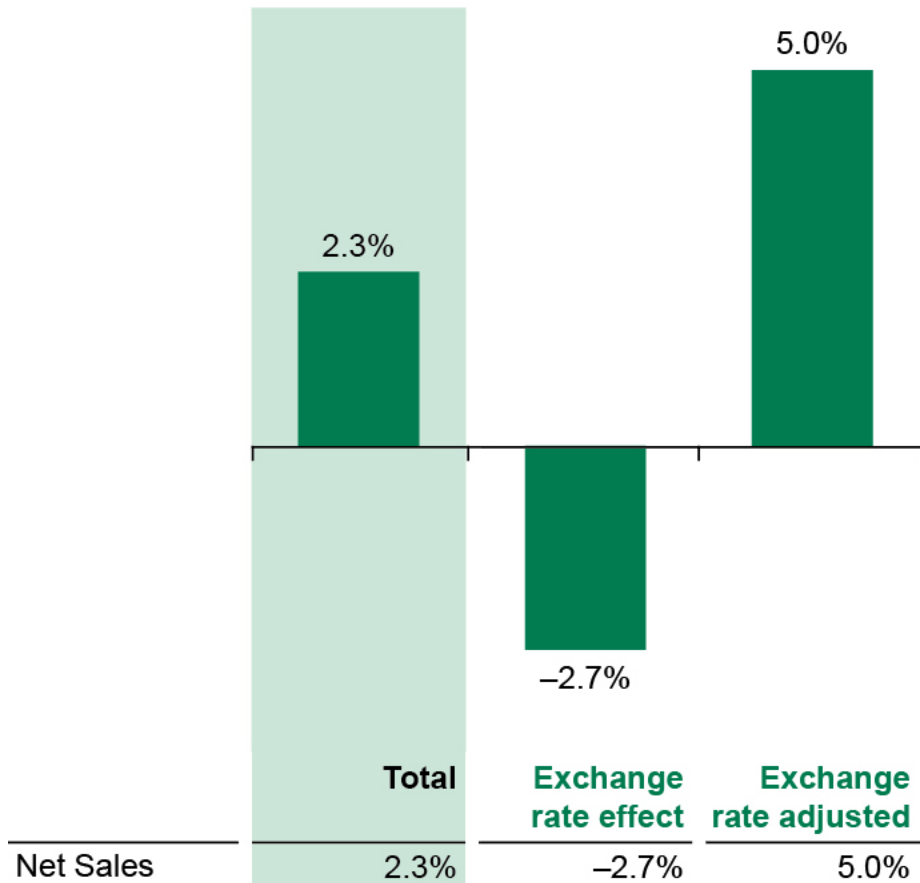
in Mill. EUR	2011	2012	2013
<b>Sales</b>	<b>2,473</b>	<b>2,616</b>	<b>2,675</b>
Change against previous year	13.5%	5.8%	2.3%
Change pre. year exchange rate adjusted	14.7%	3.6%	5.0%
<b>Earnings before interest and taxes (EBIT)</b>	<b>141.6</b>	<b>145.7</b>	<b>150.9</b>
Return on Sales	5.7%	5.6%	5.6%
<b>Capital expenditure (assets addition)</b>	<b>148.4</b>	<b>196.1</b>	<b>163.4</b>
<b>Employees (year-end, acc. to HGB)</b>	<b>14,338</b>	<b>14,575</b>	<b>15,231</b>

# Sales 2005 - 2013

■ / ■ Net sales in Mill. EUR



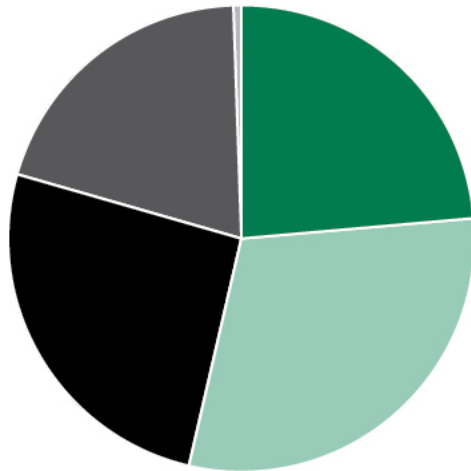
# Sales growth and currency effects



Exchange rate adjusted growth	131.4 Mill. EUR
Exchange rate effect	-71.6 Mill. EUR
Net sales growth	59.8 Mill. EUR

# Sales by region

Net sales (incl. IC) by region in %  
[share PY in %]



- Germany 24% [24%] ■ Rest of Europe 30% [31%]
- America 26% [26%] ■ Asia 20% [18%] ■ Rest of world 1% [1%]

Distribution	2012		2013	
	Mill. EUR		Mill. EUR	
Germany	627	24%	640	24%
Rest Europe	818	31%	799	30%
America	677	26%	696	26%
Asia	476	18%	524	20%
Rest of world	17	1%	17	1%
<b>Net sales</b>	<b>2,616</b>	<b>100%</b>	<b>2,675</b>	<b>100%</b>

percentages were rounded

# Balance sheet

in Mill. EUR	2011		2012		2013		Deviation 2012–2013	
<b>ASSETS</b>								
Tangible assets / Intangible assets	505.4	30.6%	564.4	33.9%	645.6	34.9%	81.2	14.4%
Financial assets	186.1	11.3%	166.4	10.0%	190.4	10.3%	24.0	14.4%
<b>Fixed assets</b>	<b>691.5</b>	<b>41.9%</b>	<b>730.8</b>	<b>43.9%</b>	<b>836.0</b>	<b>45.1%</b>	<b>105.2</b>	<b>14.4%</b>
Inventories	289.3	17.5%	273.8	16.4%	311.5	16.8%	37.7	13.8%
Receivables and other assets	340.3	20.6%	374.5	22.5%	377.5	20.4%	3.0	0.8%
Accounts receivables IC trading	2.5	0.1%	2.2	0.1%	0.1	0.0%	-2.1	-95.4%
Other assets and deferrals	51.6	3.1%	59.8	3.6%	77.6	4.2%	17.7	29.7%
Other securities	90.0	5.5%	70.0	4.2%	30.0	1.6%	-40.0	-57.1%
Cash, bank, cheques	186.1	11.3%	154.5	9.3%	219.3	11.8%	64.8	41.9%
<b>Current assets</b>	<b>959.8</b>	<b>58.1%</b>	<b>934.8</b>	<b>56.1%</b>	<b>1,015.9</b>	<b>54.9%</b>	<b>81.1</b>	<b>8.7%</b>
<b>Total Balance</b>	<b>1,651.3</b>	<b>100.0%</b>	<b>1,665.6</b>	<b>100.0%</b>	<b>1,851.9</b>	<b>100.0%</b>	<b>186.3</b>	<b>11.2%</b>
<b>LIABILITIES</b>								
<b>Shareholders' equity</b>	<b>550.6</b>	<b>33.3%</b>	<b>636.4</b>	<b>38.2%</b>	<b>708.4</b>	<b>38.3%</b>	<b>72.1</b>	<b>11.3%</b>
Pension provision	265.9	16.1%	270.1	16.2%	278.6	15.0%	8.5	3.1%
Other provision	264.4	16.0%	240.6	14.4%	253.6	13.7%	13.0	5.4%
<b>Provisions</b>	<b>530.3</b>	<b>32.1%</b>	<b>510.8</b>	<b>30.7%</b>	<b>532.3</b>	<b>28.7%</b>	<b>21.5</b>	<b>4.2%</b>
Bank debts	247.4	15.0%	198.1	11.9%	264.3	14.3%	66.2	33.4%
Account payable trading	251.6	15.2%	241.7	14.5%	278.1	15.0%	36.4	15.1%
Other liabilities, down payments, deferrals	71.5	4.3%	77.2	4.6%	68.7	3.7%	-8.5	-11.0%
<b>Liabilities</b>	<b>570.4</b>	<b>34.5%</b>	<b>518.4</b>	<b>31.1%</b>	<b>611.2</b>	<b>33.0%</b>	<b>92.8</b>	<b>17.9%</b>
<b>Total Balance</b>	<b>1,651.3</b>	<b>100.0%</b>	<b>1,665.6</b>	<b>100.0%</b>	<b>1,851.9</b>	<b>100.0%</b>	<b>186.3</b>	<b>11.2%</b>

# Profit & loss statement

in Mill. EUR	2011		2012		2013		Deviation 2012–2013	
Sales	2,473.3	99.5%	2,615.5	99.5%	2,675.3	99.2%	59.8	2.3%
Changes in inventories and own work capitalised	13.6	0.5%	-1.5	0.5%	20.7	0.8%	22.2	-1,513.3%
<b>Total operating performance</b>	<b>2,486.9</b>	<b>100.0%</b>	<b>2,614.1</b>	<b>100.0%</b>	<b>2,696.0</b>	<b>100.0%</b>	<b>81.9</b>	<b>3.1%</b>
Other operating income	40.1	1.6%	43.2	1.6%	62.6	2.3%	19.4	44.8%
Material costs	-1,439.9	-57.9%	-1,498.2	-57.9%	-1,526.6	-56.6%	-28.4	1.9%
Personnel costs	-578.1	-23.2%	-624.0	-23.2%	-668.0	-24.8%	-44.0	7.1%
Depreciation on intangible and tangible assets	-77.6	-3.1%	-85.7	-3.1%	-95.1	-3.5%	-9.4	10.9%
Other operating costs	-289.9	-11.7%	-303.7	-11.7%	-318.1	-11.8%	-14.4	4.7%
<b>Earnings before financial result and income taxes</b>	<b>141.6</b>	<b>5.7%</b>	<b>145.7</b>	<b>5.7%</b>	<b>150.9</b>	<b>5.6%</b>	<b>5.2</b>	<b>3.6%</b>
Net interest	-25.3	-1.0%	-24.5	-1.0%	-27.1	-1.0%	-2.5	10.4%
<b>EBT</b>	<b>116.3</b>	<b>4.7%</b>	<b>121.2</b>	<b>4.7%</b>	<b>123.9</b>	<b>4.6%</b>	<b>2.6</b>	<b>2.2%</b>
Other financial result	-1.1	0.0%	6.2	0.0%	-2.2	-0.1%	-8.3	-135.5%
<b>Result from ordinary activities</b>	<b>115.2</b>	<b>4.6%</b>	<b>127.4</b>	<b>4.6%</b>	<b>121.7</b>	<b>4.5%</b>	<b>-5.7</b>	<b>-4.5%</b>
Income taxes	-39.0	-1.6%	-31.8	-1.6%	-19.5	-0.7%	12.3	-38.6%
<b>Net income</b>	<b>76.2</b>	<b>3.1%</b>	<b>95.6</b>	<b>3.1%</b>	<b>102.1</b>	<b>3.8%</b>	<b>6.6</b>	<b>6.9%</b>



# Headcount MANN+HUMMEL Group

as of 31.12.2013 (HGB)

	2012	2013	Changes to PY
Germany	6,077	6,132	55
Europe	3,034	3,181	147
South America	1,716	1,608	-108
NAFTA	1,601	1,903	303
Asia	2,147	2,407	260
<b>MANN+HUMMEL Group</b>	<b>14,575</b>	<b>15,231</b>	<b>656</b>



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